

## Revenue and Expense Projections - Mila & Poppy's Yard

(Sample - Capital Project)

	Most Recently Completed Fiscal Year	Current Year Operating Budget	Year 1 Projected	Year 2 Projected	Year 3 Projected	Year 4 Projected
Year Ending:	6/30/2024	6/30/2025	6/30/2026	6/30/2027	6/30/2028	6/30/2029
<b>REVENUE</b>						
<i>Earned Income</i>						
Event Space Rental	\$ -	\$ -	\$ 135,000	\$ 175,000	\$ 215,000	\$ 255,000
Meeting Room Rental	\$ -	\$ -	\$ 48,000	\$ 62,000	\$ 75,000	\$ 99,000
Membership Fees	\$ 20,000	\$ 25,000	\$ 50,000	\$ 75,000	\$ 100,000	\$ 125,000
Government Contracts	\$ 175,000	\$ 225,000	\$ 275,000	\$ 300,000	\$ 325,000	\$ 350,000
<i>Contributed Income</i>						
Government Grants	\$ 200,000	\$ 210,000	\$ 220,000	\$ 230,000	\$ 240,000	\$ 250,000
Corporate Donations	\$ 400,000	\$ 425,000	\$ 450,000	\$ 475,000	\$ 500,000	\$ 525,000
Foundation Grants	\$ 415,000	\$ 400,000	\$ 425,000	\$ 450,000	\$ 470,000	\$ 480,000
Individuals	\$ 775,000	\$ 800,000	\$ 825,000	\$ 875,000	\$ 925,000	\$ 975,000
Program Fees (New Capacity)	\$ -	\$ -	\$ 100,000	\$ 125,000	\$ 150,000	\$ 175,000
Membership Fees (New Members)	\$ -	\$ -	\$ 75,000	\$ 100,000	\$ 125,000	\$ 150,000
<b>TOTAL REVENUE</b>	<b>\$ 1,985,000</b>	<b>\$ 2,085,000</b>	<b>\$ 2,603,000</b>	<b>\$ 2,867,000</b>	<b>\$ 3,125,000</b>	<b>\$ 3,384,000</b>
<b>EXPENSES</b>						
Salaries & Benefits	\$ 1,050,000	\$ 1,125,000	\$ 1,250,000	\$ 1,350,000	\$ 1,450,000	\$ 1,550,000
Background Checks	\$ 67,000	\$ 69,000	\$ 70,000	\$ 71,000	\$ 72,000	\$ 73,000
Evaluation	\$ 20,000	\$ 22,000	\$ 25,000	\$ 28,000	\$ 31,000	\$ 35,000
Professional Fees	\$ 50,000	\$ 52,000	\$ 54,000	\$ 56,000	\$ 58,000	\$ 60,000
Advertising & Marketing	\$ 50,000	\$ 53,000	\$ 54,000	\$ 55,000	\$ 56,000	\$ 57,000
Office Expenses	\$ 200,000	\$ 205,000	\$ 210,000	\$ 215,000	\$ 220,000	\$ 225,000
Utilities	\$ -	\$ 12,000	\$ 36,000	\$ 42,000	\$ 48,000	\$ 54,000
Repairs and Maintenance	\$ -	\$ 8,000	\$ 25,000	\$ 30,000	\$ 35,000	\$ 40,000
Landscaping & Grounds	\$ -	\$ 3,000	\$ 12,000	\$ 15,000	\$ 18,000	\$ 21,000
Travel	\$ 90,000	\$ 100,000	\$ 105,000	\$ 110,000	\$ 115,000	\$ 120,000
Training	\$ 25,000	\$ 28,000	\$ 30,000	\$ 32,000	\$ 34,000	\$ 36,000
Fundraising Events	\$ 100,000	\$ 110,000	\$ 120,000	\$ 130,000	\$ 140,000	\$ 150,000
Insurance	\$ 11,000	\$ 12,000	\$ 13,000	\$ 14,000	\$ 15,000	\$ 16,000
Other Expenses	\$ 4,500	\$ 5,000	\$ 5,500	\$ 6,000	\$ 6,500	\$ 7,000
Depreciation	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000
Insurance (Additional Coverage)	\$ -	\$ 4,000	\$ 15,000	\$ 16,000	\$ 18,000	\$ 20,000
Debt Repayment	\$ -	\$ -	\$ 125,000	\$ 150,000	\$ 150,000	\$ 150,000
Technology & Equipment	\$ -	\$ 5,000	\$ 18,000	\$ 20,000	\$ 22,000	\$ 24,000
Program Supplies	\$ -	\$ 6,000	\$ 20,000	\$ 25,000	\$ 30,000	\$ 35,000
Building Depreciation	\$ -	\$ 75,000	\$ 300,000	\$ 300,000	\$ 300,000	\$ 300,000
Equipment Depreciation	\$ -	\$ 15,000	\$ 70,000	\$ 70,000	\$ 70,000	\$ 70,000
<b>TOTAL EXPENSES</b>	<b>\$ 1,679,500</b>	<b>\$ 1,921,000</b>	<b>\$ 2,569,500</b>	<b>\$ 2,747,000</b>	<b>\$ 2,900,500</b>	<b>\$ 3,055,000</b>
<b>NET IMPACT (Revenue - Expenses)</b>	<b>\$305,500</b>	<b>\$164,000</b>	<b>\$33,500</b>	<b>\$120,000</b>	<b>\$224,500</b>	<b>\$329,000</b>

### PROJECTIONS NARRATIVE

#### Revenue

- Event Space Rental: \$8/sq ft annually at full capacity
- Meeting Room Rental: \$3/sq ft annually at full capacity
- Membership Fees: \$250 per new member annually
- Government Contracts/Earned: This is reimbursable from the city for services we provide. Our multi-year MOU into Year 4 makes this stream reliable and contingent on performance
- Government Grants: We apply yearly to this competitive process but have been successful in recent years
- Program Fees: \$300 per participant annually
- Largest growth opportunities are individuals, major donors, and corporate giving. Our experienced staff, growing relationship portfolio, creative giving opportunities, and committed board lead us to believe that a 6-7% increase in these categories is sustainable.

#### Expense Assumptions

- Phased Staffing: Staff hired gradually based on occupancy levels
- Depreciation: Building 30 years (\$300K annually), equipment 10 years (\$70K annually)
- Utility Costs: sq ft annually at full occupancy, scaled by usage
- Maintenance: 2.5% of building value annually at full occupancy
- Based on the last four years of history, projecting a 4% growth in other revenue areas, including foundations, events, and government
- Other costs adjusted annually for inflation and routine increases