

Revenue and Expense Projections - Mila & Poppy's Resource Center
(Sample - Staff 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
<u>REVENUE</u>						
<i>Earned Income</i>						
Events	\$ 675,000	\$ 500,000	\$ 700,000	\$ 725,000	\$ 750,000	\$ 780,000
Government Contracts	\$ 300,000	\$ 312,000	\$ 324,000	\$ 336,000	\$ 348,000	\$ 360,000
<i>Contributed Income</i>						
Government Grants	\$ 350,000	\$ 350,000	\$ 350,000	\$ 350,000	\$ 350,000	\$ 350,000
Corporate Donations	\$ 400,000	\$ 350,000	\$ 425,000	\$ 450,000	\$ 490,000	\$ 525,000
Foundation Grants	\$ 415,000	\$ 400,000	\$ 425,000	\$ 450,000	\$ 470,000	\$ 480,000
Murdock Trust Grant	\$ -	\$ -	\$ 75,000	\$ 50,000	\$ 25,000	\$ -
Individuals	\$ 775,000	\$ 700,000	\$ 825,000	\$ 875,000	\$ 925,000	\$ 975,000
Other Income	\$ 240,000	\$ 220,000	\$ 260,000	\$ 300,000	\$ 340,000	\$ 360,000
TOTAL REVENUE	\$ 3,155,000	\$ 2,832,000	\$ 3,384,000	\$ 3,536,000	\$ 3,698,000	\$ 3,830,000
<u>EXPENSES</u>						
Salaries & Benefits	\$ 1,600,000	\$ 1,710,000	\$ 1,850,000	\$ 1,980,000	\$ 2,100,000	\$ 2,190,000
Background Checks	\$ 67,000	\$ 69,000	\$ 70,000	\$ 71,000	\$ 72,000	\$ 73,000
Evaluation	\$ 20,000	\$ 25,000	\$ 25,000	\$ 15,000	\$ 15,000	\$ -
Professional Fees	\$ 50,000	\$ 53,000	\$ 54,000	\$ 55,000	\$ 56,000	\$ 57,000
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
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	\$ 140,000	\$ 150,000	\$ 160,000	\$ 170,000	\$ 180,000	\$ 190,000
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
TOTAL EXPENSES	\$ 2,269,500	\$ 2,422,000	\$ 2,588,500	\$ 2,735,000	\$ 2,881,500	\$ 2,983,000
NET IMPACT (Revenue - Expenses)	\$885,500	\$410,000	\$795,500	\$801,000	\$816,500	\$847,000

PROJECTIONS NARRATIVE

- Only ongoing new cost from project budget is Program Director (\$75,000 in first year).
- 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.
- 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.
- 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.