

Pro Forma Sample - Capital

	Base Year	Year 1	Year 2	Year 3	Year 4
Income					
Individual Contributions	\$190,000	\$228,000	\$250,800	\$250,800	\$200,000
Corporate Contributions	\$71,000	\$85,200	\$93,720	\$93,720	\$75,000
Gifts in Kind	\$585,000	\$120,000	\$100,000	\$80,000	\$50,000
In-Kind Services	\$20,000	\$24,000	\$26,400	\$26,400	\$10,000
Foundation Grants	\$60,000	\$572,000	\$300,000	\$300,000	\$150,000
Workplace Contributions	\$2,000	\$4,000	\$4,400	\$4,400	\$5,000
Merchandise Sales	\$7,000	\$8,400	\$9,240	\$9,240	\$9,000
Program Fees	\$420,000	\$604,000	\$724,800	\$750,000	\$800,000
Other Revenue	\$10,000	\$12,000	\$13,200	\$13,200	\$14,000
Special Events	\$18,000	\$21,600	\$23,760	\$23,760	\$25,000
Total Income	\$1,383,000	\$1,679,200	\$1,546,320	\$1,551,320	\$1,338,000
Expenses					
Client Assistance Expense	\$22,000	\$40,000	\$48,000	\$57,600	\$65,000
Salaries & Wages	\$411,000	\$495,000	\$545,000	\$600,000	\$600,000
Professional Service Fees	\$26,000	\$31,200	\$34,320	\$37,752	\$35,000
Event Expenses	\$20,000	\$24,000	\$26,400	\$29,040	\$30,000
New Build	\$150,000	\$800,000	\$585,000	\$500,000	\$65,000
Mortgage	-	\$60,000	\$60,000	\$60,000	\$275,000
Other Contract Fees	\$79,500	\$59,000	\$64,900	\$71,390	\$70,000
In-Kind Contract Fees	\$20,000	\$24,000	\$20,000	\$15,000	\$10,000
Vet Expenses	\$12,000	\$14,400	\$15,840	\$17,424	\$18,000
Direct Equine Expenses	\$115,000	\$57,500	\$63,250	\$69,575	\$75,000
Office Expenses	\$28,000	\$33,600	\$36,960	\$40,656	\$45,000
Travel & Continuing Ed.	\$12,000	\$18,000	\$19,800	\$21,780	\$22,000
Insurance	\$16,000	\$19,200	\$20,000	\$21,000	\$22,000
Total Expenses	\$911,500	\$1,675,900	\$1,539,470	\$1,541,217	\$1,332,000



- Total Income net decrease is a result of decrease in capital campaign contributions.
- Program Service Fees increase is in line with current program growth trends as a result of new programs and additional space at the new facility.
- Salaries & Wages initially are growing due to increase in capital campaign staff; dollar amounts will later transfer to program-level staff.
- New Build expenses are planned to decrease from base year due to lower occupation costs.
- Travel & Continuing Ed. expenses are planned to increase due to specialty training costs.