

	Year Ending 2011	Year Ending 2012	Year Ending 2013	Year Ending 2014	TOTAL PROJECTIONS
	Year_4	Year_5	Year_6	Year_7	
Revenues:					
Annual Charity Fall Concert	\$ 12,000	\$ 9,000	\$ 20,000	\$ 30,000	\$ 71,000
Annual Warehouse Sale	\$ 66,000	\$ 72,000	\$ 100,000	\$ 225,000	\$ 463,000
Other Income	\$ 15,000	\$ 14,000	\$ 14,000	\$ 10,000	\$ 53,000
Academy Business Revenue	\$ 40,000	\$ 140,000	\$ 154,000	\$ 80,000	\$ 414,000
Individual Contributions	\$ 15,000	\$ 6,000	\$ 8,000	\$ 20,000	\$ 49,000
Grant Funding-Supporting Organizations	\$ 34,000	\$ 39,000	\$ 45,000	\$ 48,000	\$ 166,000
Grant Funding-Corporate	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 40,000
Gifts In Kind	\$ -	\$ -	\$ 62,000	\$ 50,000	\$ 112,000
Grant Funding-Churches	\$ 5,000	\$ 4,000	\$ 6,000	\$ 10,000	\$ 25,000
Revenues	\$ 197,000	\$ 294,000	\$ 419,000	\$ 483,000	\$ 1,393,000
Cost of Concert/Whse Sale:					
Fundraising Efforts/Mailings	\$ 7,000	\$ 12,000	\$ 12,000	\$ 15,000	\$ 46,000
Location, other	\$ 2,500	\$ 7,000	\$ 10,000	\$ 15,000	\$ 34,500
Advertising/Marketing	\$ 4,000	\$ 12,000	\$ 12,000	\$ 22,000	\$ 50,000
Labor	\$ 4,200	\$ 8,000	\$ 34,000	\$ 34,000	\$ 80,200
Product for Warehouse sale	\$ 33,000	\$ 37,500	\$ -	\$ -	\$ 70,500
Total Cost of Concert/whse sale:	\$ 50,700	\$ 76,500	\$ 68,000	\$ 86,000	\$ 179,200
Net Revenue	\$ 146,300	\$ 217,500	\$ 351,000	\$ 397,000	\$ 1,213,800
Operating Expenditures:					
President/Director	\$ -	\$ -	\$ -	\$ -	\$ -
Secretary/Director	\$ -	\$ -	\$ -	\$ -	\$ -
Project Advance Mgr	\$ -	\$ -	\$ 16,000	\$ 35,000	\$ 51,000
Academy Staff	\$ 18,000	\$ 29,500	\$ 30,000	\$ 30,000	\$ 107,500
Executive Director	\$ 24,000	\$ 24,000	\$ 18,000	\$ 12,000	\$ 78,000
Staff Admin	\$ 5,000	\$ 6,000	\$ 6,000	\$ 8,000	\$ 25,000
Total Personnel	\$ 47,000	\$ 59,500	\$ 70,000	\$ 85,000	\$ 261,500
Non-Personnel:					
Office Supplies/Postage	\$ 240	\$ 500	\$ 500	\$ 500	\$ 1,740
Lab/Drug Tests	\$ 800	\$ 1,200	\$ 1,500	\$ 1,500	\$ 5,000
Insurance (WC, Lia, bond)	\$ 1,800	\$ 6,000	\$ 6,000	\$ 7,000	\$ 20,800
Post Office Box Rental	\$ 300	\$ 300	\$ 360	\$ 360	\$ 1,320
Professional fees	\$ 4,000	\$ 6,000	\$ 4,500	\$ 4,500	\$ 19,000
Depreciation	\$ 1,200	\$ 1,200	\$ 5,000	\$ 6,000	\$ 13,400
TOTAL	\$ 8,340	\$ 15,200	\$ 17,860	\$ 19,860	\$ 48,260
CLIENT SERVICES:					
Personal Hygiene Supplies	\$ 1,400	\$ 2,600	\$ 3,000	\$ 2,000	\$ 9,000
Vehicle Expenses	\$ 18,000	\$ 20,500	\$ 15,000	\$ 14,000	\$ 67,500
Food	\$ 4,500	\$ 4,500	\$ 4,500	\$ 5,000	\$ 18,500
Rent Expense	\$ 12,000	\$ 18,000	\$ 36,000	\$ 40,000	\$ 106,000
Utilities	\$ 8,000	\$ 16,500	\$ 28,000	\$ 30,000	\$ 82,500
Apartment Furnishings	\$ 8,000	\$ 16,250	\$ 22,000	\$ 23,000	\$ 69,250
Client Support	\$ 34,000	\$ 59,000	\$ 95,000	\$ 95,000	\$ 283,000
TOTAL CLIENT SERVICES	\$ 85,900	\$ 137,350	\$ 203,500	\$ 209,000	\$ 604,550
NET REVENUE (LOSS)	\$ 5,060	\$ 5,450	\$ 59,640	\$ 83,140	\$ 153,290
Capital Fund	0	0	\$ 50,000	\$ 75,000	\$ 125,000
Net Funding Excess/(Deficit)	\$ 5,060	\$ 5,450	\$ 9,640	\$ 8,140	\$ 28,290

Notes:

Mentor volunteer hours equivalent to \$25,000 per year are not shown in revenue or in expenses.

The fiscal year of the organization is July 1st to June 30.

Fundraising efforts include postage cost.

Client Services includes clothing, bus tickets, toiletries, housing, utilities, food, car expenses, job search, financial counseling/training (FPI

Begin Academy operations August 16, 2010.