

**2021 Operating Budget Crossroads Campus (Detailed Budget)**

	<u>Amount</u>
<b>Revenue</b>	
Donations for Operations (Individuals & Businesses)	\$365,620
Foundation Operating and Program Grants	\$338,660
Govt Grants (Metro COVID Grant)	\$0
Retail Store Income	
Pet Grooming Salon Income	\$205,000
Pet Retail Merchandise Income	\$250,000
Self Wash Income	\$7,725
Adoption Fees	\$20,000
Total Retail Store Income	<u>\$482,725</u>
Bakery Revenues	\$60,000
Dog Training and Behavior Consulting Services	\$5,000
Social Enterprise Income from 1603 Buchanan Bldg: Café/Coffee Shop and Fulfillment Ctr	\$45,000
Event Income	\$200,000
Other Revenue	\$2,000
Inkind Donations	\$4,080
Residential Rental Income (See Rental Income Tab)	\$13,200
Commercial Rental Income - Buchanan (see Rental Income Tab)	\$40,250
<b>Total Revenue</b>	<u>\$1,556,535</u>
<b>Cost of Goods Sold</b>	
Pet Retail Cost of Goods Sold	\$162,500
Dog Treat Bakery COGS	\$15,000
Other Social Enterprise COGS (50% of Revenues Assumed)	\$22,500
<b>Total Cost of Goods Sold</b>	<u>\$200,000</u>
<b>Gross Profit</b>	<u>\$1,356,535</u>
 <b>Expenditures</b>	
Personnel Expense (See Staff Costs Tab)	
Salaries - Staff	\$651,240
Salaries - Groomer Manager	\$44,290
Salaries- Groomer Commissions (as a percent of revenues)	\$63,700
Salaries- Dog Trainer Commissions (as percent of revenues)	\$2,500
Salaries - Social Enterprise Employees (Program Participants)	\$170,000
Payroll Taxes - Staff	\$56,740
Payroll Taxes - Groomer	\$9,720
Payroll Taxes - Dog Trainer	\$225
Payroll Taxes - Interns	\$15,300
Benefits	\$80,000
Workers Compensation	\$7,300
Total Personnel Expense	<u>\$1,101,015</u>
Operating Expenses	

Banking & Merchant fees	\$20,700
Board Meeting Expense	\$260
Contract Labor	\$38,000
Subscription Services	\$12,000
License & Permits	\$2,320
Meals & Meetings	\$1,550
Office Supplies	\$4,000
Payroll Processing Expense	\$7,210
Postage/Shipping	\$1,800
Printing	\$3,000
Professional Development/Training	\$7,000
Charitable donations	\$200
Software	\$3,920
Travel	\$2,780
Web Development	\$12,500
Misc Expense	\$260
Total Operating Expenses	<b>\$117,500</b>
Professional fees	
Audit	\$8,240
Bookkeeping	\$18,000
Professional fees - Other	\$5,000
Total Professional fees	<b>\$31,240</b>
Program and Social Enterprise Expense	
Veterinary Care	\$12,500
Mental Health Services	\$3,000
Participant Assessments and Outcomes	\$15,000
Job Training Participant Training and Client Needs	\$5,200
Residential Participant Training and Client Needs	\$1,800
Adoptions and Caring Connections Supplies	\$3,000
Store Supplies	\$2,500
Grooming Supplies	\$5,000
Bakery Supplies	\$4,000
Total Program and Social Enterprise Expense	<b>\$52,000</b>
Development Expense	
Marketing/Development	\$12,500
Advertising - Print	\$500
Advertising - Radio	\$2,700
Total Development Expense	<b>\$15,700</b>
Total Event Expense	<b>\$10,000</b>
Liability, Umbrella and Key Person Coverage	<b>\$5,500</b>
Monroe St. Expenses	
Monroe St. Property Mortgage Interest	\$9,050
Monroe St. Rent for Parking and Extra Office Space	\$4,800
Monroe Furniture & Equipment	\$2,000

Repairs & Maintenance	\$7,250
Internet/Phone	\$4,640
Utilities	\$9,400
General Insurance Bldg and Vehicle	\$5,450
Property Tax	\$5,100
Total Monroe Building & Maintenance	<b>\$47,690</b>
COVID EIDL Loan Payments	<b>\$17,090</b>
Buchanan St. Expenses	
Buchanan Interest Expense - Bridge Loan	<b>\$3,545</b>
Rent for Buchanan Space used for Social Enterprise	<b>\$5,650</b>
Buchanan Building & Maintenance	
Repair & Maintenance - Buchanan	\$2,500
General Insurance - Buchanan	\$2,000
Property tax - Buchanan	\$13,025
Miscellaneous Expense - Buchanan	\$2,000
Buchanan Operating Expenses Post-Expansion (\$4.85/sf)	\$6,060
Total Building & Maintenance - Buchanan	<b>\$25,585</b>
Total Vehicle Expense	<b>\$2,060</b>
Inkind Expenses	<b>\$4,080</b>
<b>Total Expenditures</b>	<b>\$1,438,655</b>
<b>Net Operating Revenue</b>	<b>-\$82,120</b>
<b>PPP Loan Forgiveness</b>	<b>\$132,000</b>
Monroe St. Property Mortgage Principal Payment	\$10,235
Buchanan Property Mortgage Principal Payment	\$0
Replacement Reserves for Residential Units	\$1,200
<b>Operating Capital Deposit or Withdrawal</b>	<b>\$38,445</b>