

Pathway Lending **Budget by Business Line - Target - 2022**

	<u>Total</u>
Revenue	
Financing Revenue	
1 Interest Income on Loans	9,197,304.00
2 Interest Income on Deposits	120,000.00
3 Fee Income	<u>1,134,939.00</u>
Total Financing Revenue	10,452,243.00
4 Less: Interest Expenses	1,995,316.00
Net Interest Income	<u>8,456,927.00</u>
Less: Allowance for Loan Losses	
5 Accrual Expense	1,672,068.00
6 Actual Writeoffs (Recoveries)	<u>206,841.00</u>
Total Allowance for Loan Losses	1,878,909.00
Net Income after Interest & Loan Losses	<u>6,578,018.00</u>
Sustainable Programs/Grants/Contribution/Contracts	
7 Grants-Operational	2,852,268.00
8 Contributions	479,100.00
8P Passthrough Contributions	14,500,000.00
9 Event Income	2,000.00
11 Counseling Fees	9,600.00
12 Other Program Services	345,000.00
13 Miscellaneous	<u>170,000.00</u>
Total Sustainable Programs/Grants/Contribution/Contracts	18,357,968.00
Total Operating Revenue After Interest and ALLL	<u>24,935,986.00</u>
Operating Expenses	
Program Expenses	
14 Program Personnel Expenses	7,507,279.00
15 Program G & A Expenses	2,506,728.00
15P Program Passthrough Contributions	<u>0.00</u>
Total Program Expenses	10,014,007.00
Corporate Expenses	
16 Corporate Personnel Expenses	1,296,808.00
17 Corporate G&A Expenses	242,870.00
17P Corporate Passthrough Contributions	<u>14,500,000.00</u>
Total Corporate Expenses	16,039,678.00
Total Operating Expenses	<u>26,053,685.00</u>
Total Increase(Decrease) in Net Assets Before Program Expansion/Dev & Capital Grants	<u>(1,117,699.00)</u>
Program Expansion/Development Operating Grants	
18 CDFI	<u>0.00</u>
Total Program Expansion/Development Operating Grants	0.00
Operating Income Before Capital Grants	<u>(1,117,699.00)</u>
19 Capital Grants/Contributions (Lending Funds)	15,309,481.00
Increase (Decrease) in Net Assets	<u><u>14,191,782.00</u></u>