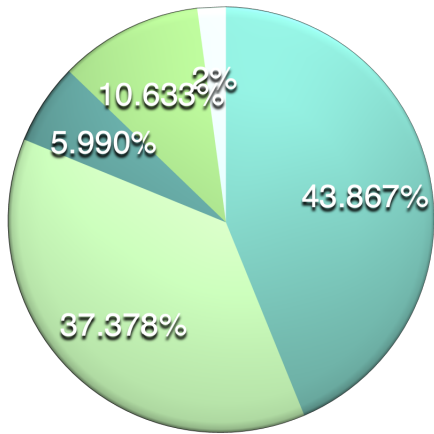


Category	Yearly Amount Needed	Growth Metric (new facility)	Factors		
Program Expenses (Horse)	51446	51708.9	no lease, plus more horses, plus more land care	Growth Budget Annual: ("Sub*2022")	158797.89
Program Expenses (non-Horse)	43835	74124	Add property taxes, electric, one time addition of fencing and zero turn	Growth Budget Annual: (Full 2022)	277351.89
Marketing/Fundraising Expenses (<15%)	7024.99	7024.99	no change until BOD decides		
Administrative Expenses	12470	12970	no change until BOD decides		
Special Expense - Volunteer Development/ Teambuilding	2500	12970	no change until BOD decides		
2021 Budget				117275.99	
Monthly Fundraising Goal/ Need:				9772.99916666667	



Total Direct Program Percentage: 82%
 (Benchmark 68%+ per guidestar)

Program Expenses: 82%
 Marketing/Fundraising Expenses: 6%
 Administrative Expenses: 10%
 Development: 2%

Capacity (Current State):
 8 full time session horses, 2 PT staff members, 2000 mentor hours per year

End of Year (2021) Goal Capacity:
 Current Facility: 8 Full Time Session horses, 3 paid staff members = SUSTAIN

End of Year (2021) Growth Capacity/New Facility ("Sub*2022"):
 11 Full Time Session Horses, 3,000 mentor hours per year, 4 paid staff members = SLOW Growth

End of Year (2022) FULL Growth Capacity/New Facility:
 12-15 Full Time Session Horses, 4500 mentor hours per year, 4 paid staff members = FULL Growth

Program Expenses - Horse and Farm

Item	Expense Type	Monthly (or)	Yearly Amount	Total Expense	Growth Metric (increase to "Sub *2022")	Details	Growth Metric (Full)	Details
Facility Upkeep - Staffing	Farm/Staffing	6 hr/wk		3120	6240	New Position: Equine Manager, 12 hr/wk	30000	New Position: Equine & Farm Manager, 30 hr/wk + help
Facility Upkeep - Bushhog 600/x 4x/ year	Farm			2400	3920	Labor (+10)and equipment (1000 after purchase)	3920	Labor (+10)and equipment (1000 after purchase)
Facility Upkeep - Landscaping, aesthetics	Farm		750	750	2000	Additional land	2000	Additional land
Facility Upkeep - Weed Spraying - 300/x, 3x/year	Farm		600	600	1200	Additional land	1200	Additional land
Facility Upkeep - Reseeding Pasture	Farm		500	1000	1000	no change	1000	no change
Facility Upkeep - Incidentals, fencing repairs, etc	Farm		500	500	1000	increase in likely repair	1000	increase in likely repair
Facility Lease	Farm	1500		18000	0	no lease	0	no lease
Fly Predators (Fly Control)	Farm			300	300	no change	300	no change
Feed - Progressive - 1lb/horse/day \$32.89 (8 horses 1lb/day, none for pogo)	Horse			1700	2649.90	11 horses	2949.90	12 horses
Feed- High Calorie/Fat TC Senior - \$23.89/bag	Horse			5,200	8000	TBD, guesstimate	8500	TBD, guesstimate
Biotin Supplement	Horse	\$45.00		540	540	no change	600	slight increase
Fat Supplement	Horse	48.00		576	576	no change	700	slight increase
Spring Vaccinations - \$182 each (8 horses) + 65 trip fee	Horse			1521	2067	11 horses	2249	12 horses
Fall Vaccinations - \$53 each (8 horses) + 65 trip fee	Horse			489	648	11 horses	701	12 horses
Additional Vet Incidentals/Emergency Care	Horse			2000	3000	increase in potential	3000	increase in potential
Chiropractic and Teeth (approx 240/ horse/year)	Horse			1920	2640	11 horses	2880	12 horses
Rotational Worming 3x/year (\$15/x/ horse)	Horse			360	495	11 horses	540	12 horses
Farrier -375/time average (6wk rotation) (partially donated rate)	Horse			3250	4333	11 horses	4813	12 horses
Hay - (av. \$9bale 4 bales/day for 8 horses) average x 150 days	Horse		5400	5400	8100		8950	12 horses
Hay Delivery Fees (8x\$40)	Farm			320	0	no longer needed (have storage)	0	no longer needed (have storage)
Grooming Supplies (fly spray, shampoo, hoof dressing, etc)	Horse		750	750	1500	increase	1650	increase
Equipment and Tack Needs	Horse		750	750	1500	increase	1600	increase
			Total Yearly Expenses (2 horses):	51446	51708.9		78552.9	

ADDITIONAL COST PER HORSE:				
Additional Horse Spring Vaccs	Horse		182.00	182.00
Additional Horse Fall Vaccs	Horse		53.00	53.00
Additional Horse Rotational Worming 3x/yr	Horse		45.00	45.00
Additional Horse Farrier (Partially Donated)	Horse	25.00		360.00
Additional Horse Feed- Progressive	Horse	23		276.00
Additional Triage Care (rescue)	Horse		1000.00	1000.00
Additional Horse Hay	Horse		525.00	525.00
Additional Horse Grooming Supplies Allocation	Horse		100.00	100.00
			Total Yearly Expenses per Additional Horse:	2541.00

Program Expenses (Non-Horse Care)

Item	Expense Type	Monthly (or)	Yearly Amount	Total Expense	Growth Metric (increase to "Sub"2022")	Details	Growth Metric FULL	Details
Founder/Exec Director Stipened, Currently serving in role as Program Director and oversees all ministry functions and programs	Salary/Wage, Program	2200.00		26400	26400	TBD	26400	TBD
Part Time Training Assistant - \$14/hr, 9 hr/wk	Salary/Wage, Program	480ish (10 hr/wk)		7280	7280	Growth: PT Salary TBD	21840	Growth: PT Salary 30 hr/wk
Assistant Director (Program Director)	Salary/Wage, Program					TBD	42000	Add Assistant Director
Non-Horse Program Supplies (art, snacks, water, toys, etc)	Program Expenses		500.00	500.00	1000	increase	3000	increase
Volunteer Team Building (\$500/time, 2 times per year)	Program Expenses		1000	1000	2000	increase	5000	increase
Special Events for Community (4x/year @ \$200/time)	Program Expenses		800	800	2000	increase	3000	increase
Insurance - Commercial Liability	Necessary Program Expenses		1000	1000	2500	increase	2500	increase
Insurance - Truck	Ranch Vehicle		1400	1600	1600	same	1600	same
Insurance - US Rider	Ranch Vehicle		139	139	139	same	139	same
Oil Changes - 5/year @ \$80/time	Ranch Vehicle		400	400	400	same	400	same
Fuel Allowance for truck	Ranch Vehicle	200		2400	2400	same	2400	same
Truck Incidentals	Ranch Vehicle			1500	1500	same	1500	same
Port o Pot Rental	Necessary Program Expenses	68.00		816	0	no longer needed	0	no longer needed
New Equipment/Fencing	Necessary Farm Maintenance				5000	one time new fencing	5000	one time new fencing
Zero Turn	Necessary Farm Maintenance				10,000	one time new expense	10000	one time new expense
Zero turn maintenance	Necessary Farm Maintenance				1500			
Annual Taxes (new property)	Necessary Farm Maintenance				3205	new expense	3205	new expense
Electric (new property)	Farm Expenses	600 average			7200	new expense	7200	new expense
Septic Maintenance	Farm Expenses		400					
			Total Yearly Expenses:	43835	74124		135184	

Marketing and Fundraising Expenses

Item	Expense Type	Quarterly (or)	Yearly Amount	Total Expense	Growth Metric (increase to "Sub"2022")	Details	Growth Metric FULL	Details
Brochures	Marketing/Fundraising		1000	1000	1000	no change	2000	increase - additional marketing
Website - Domain	Marketing/Fundraising		14.99	14.99	14.99	no change	14.99	no change
Website - Server	Marketing/Fundraising		320	320	320	no change	320	no change
Website - email accounts	Marketing/Fundraising		100	100	100	no change	150	no change
Marketing - Merch (tshirts, hats)	Marketing/Fundraising		2000	2000	2000	no change	2000	no change
Facebook Advirtisements	Marketing/Fundraising		400	400	400	no change	600	increase - additional marketing
Donor Appreciation Event (1x/year)	Marketing/Fundraising		300	300	300	no change	500	increase - additional marketing
Sponsor/Donor Packs	Marketing/Fundraising		200.00	200.00	200	no change	500	increase - additional marketing
EOY Donor Statements (1000 people)	Marketing/Fundraising		600.00	600.00	600	no change	800	increase - additional marketing
EOY Donor Statement Postage (1000 people)	Marketing/Fundraising		590.00	590.00	590	no change	700	increase - additional marketing
Christmas Mailing	Marketing/Fundraising	500		500	500	no change	600	increase - additional marketing
Marketing Flex Spending	Marketing/Fundraising			1000	1000	no change	1500	increase - additional marketing

Administrative Expenses			Total Yearly Expenses:	7024.99	7024.99		9684.99	
-------------------------	--	--	------------------------	---------	---------	--	---------	--

Item	Expense Type	Monthly (or)	Yearly Amount	Total Expense	Growth Metric (increase to "Sub"2022")	Details	Growth Metric FULL	Details
CPA/Accountant and QB online	Administrative Expenses	220		2640	2640	no change	3200	increase: work required
Insurance - D&O	Necessary Program Expenses		1200	1200	1200	same	1200	same
Ranch Cell Phone	Administrative Expenses	130.00		1260	1260	no change	2200	increase: add lines
Tax Professional (Filing 990)	Administrative Expenses		750	750	750	no change	750	no change
Administrative Assistant, PT 10 hrs/wk x 11/hr	Salary/Wage, Administrative			5720	5720	no change	20280	increase in work and pay to \$13, 30 hr/wk
Miscellaneous Marketing/Printing/Office Supplies	Administrative Expenses	600		600	600	no change	1000	increase in need
Incidentals/ Additional expenses - misc, flex spending	Administrative Expenses		300	300	300	no change	450	increase in need
Background Screening	Administrative - Program Necessary			500.00	500	no change	750	increase in need for service
Insurance for Employees	Administrative Expenses						9600	4 offered insurance
Workmans Comp Insurance	Administrative Expenses						TBD	
Payroll Taxes	Administrative Expenses						12000	Social Security/ Medicare

Special Expense/Development			Total Yearly Expenses:	12470	12970		51430	
-----------------------------	--	--	------------------------	-------	-------	--	-------	--

Item	Expense Type	Monthly (or)	Yearly Amount	Total Expense
Crystal Peaks Flights -				700.00
Crystal Peaks Lodging				1400
Crystal Peaks Car Rental				400
			Total Yearly Expenses:	2500