

	2023
2023 Approved Operating Budget for Crossroads Campus	707 Monroe & Buchanan
	2023
Revenue	
Donations for Operations (Individuals & Businesses)	\$448,000
Foundation Operating Grants	\$460,000
Govt Grants (Operating)	\$0
SNAP-ET Reimbursements	\$100,000
Retail Store and Grooming Income	
Pet Grooming Salon Income	\$353,430
Pet Retail Merchandise Income	\$215,000
Self Wash Income	\$3,800
Adoption Fees	\$13,500
Total Retail Store and Grooming Income	\$585,730
Bakery Revenues	\$3,000
Grooming School Income	\$50,000
Dog Training and Humane Education	\$13,960
Social Enterprise Income from 1603 Buchanan Bldg: Café/Coffee Shop	\$89,700
Event Income	\$280,000
Other Revenue	\$500
Inkind Donations	\$4,000
Residential Rental Income (See Rental Income Tab)	\$59,758
Commercial Rental Income - Buchanan (see Rental Income Tab)	\$0
Total Revenue	\$2,094,648
Cost of Goods Sold	
Pet Retail Cost of Goods Sold	\$185,242
Dog Treat Bakery COGS	\$1,000
Other Social Enterprise COGS (40% of Revenues Assumed)	\$35,880
Total Cost of Goods Sold	\$222,122
Gross Profit	\$1,872,526

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Expenditures	
Personnel Expense	
Salaries - Staff	\$1,007,000
Commisioned- Staff (Groomers)	\$185,551
Salaries- Dog Trainer Commissions	\$0
Salaries - Social Enterprise Employee Wages (Program Participants)	\$165,000
Payroll Taxes - Staff (9%)	\$90,630
Payroll Taxes - Groomer (9%)	\$16,700
Payroll Taxes - Dog Trainer (9%)	\$0
Payroll Taxes - Program Participants (9%)	\$14,850
Benefits	\$85,000
Workers Compensation	\$12,200
Total Personnel Expense	\$1,576,930
Operating Expenses	
Banking & Merchant fees	\$23,000
Board Meeting Expense	\$500
Contract Labor (Org Development and Contracted Grant Writing)	\$12,500
Subscription Services and Memberships	\$18,000
License & Permits	\$3,000
Meals & Meetings	\$2,000
Office Supplies	\$15,000
Payroll Processing Expense	\$10,000
Postage/Shipping	\$3,000
Printing	\$5,000
Professional Development/Training	\$10,000
Charitable donations	\$250
Software	\$8,000
Travel	\$4,000
Web Development	\$5,000
Misc Expense	\$1,000
Total Operating Expenses	\$120,250

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Professional fees	
Audit	\$23,600
Bookkeeping	\$22,188
Professional fees - Other	\$2,500
Total Professional fees	\$48,288
Program and Social Enterprise Expense	
Veterinary Care	\$12,000
Mental Health Services	\$1,500
Participant Assessments and Outcomes including Salesforce Support	\$10,000
Job Training Participant Training and Client Needs	\$8,000
Residential Participant Training and Client Needs	\$5,400
Adoptions Supplies	\$4,500
Store Supplies	\$3,500
Grooming Supplies	\$14,000
Caring Connections and Dog Training Supplies	\$3,500
Café and Bakery Supplies	\$750
Grooming School Supplies	\$2,400
Grooming School Stipends	\$4,500
Total Program and Social Enterprise Expense	\$70,050
Development Expense	
Marketing/Development	\$20,000
Advertising - Print	\$530
Advertising - Radio	\$2,800
Total Development Expense	\$23,330
Event Expense	\$15,000
Liability, Umbrella and Key Person Coverage, D&O	\$20,000
Monroe St. Facility Expenses	
Monroe St. Property Mortgage Interest	\$8,050
Monroe St. Rent for Parking and Extra Office Space	\$2,000
Monroe Furniture & Equipment	\$2,000
Repairs & Maintenance	\$10,000
Internet/Phone	\$5,000
Utilities	\$16,000
General Insurance Bldg and Vehicle	\$11,000
Property Tax	\$5,411
Total Monroe Building & Maintenance	\$59,461

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Buchanan St. Facility Expenses	
Buchanan Interest Expense - Bridge Loan	\$0
Buchanan Mortgage Interest	\$134,620
Rent for Buchanan Space used for Social Enterprise	\$0
Buchanan Building & Maintenance	
General Insurance - Buchanan	\$35,000
Property tax - Buchanan	\$30,000
Buchanan Operating Expenses Post-Expansion (\$5/sf)	\$89,167
Total Building & Maintenance - Buchanan	\$288,787
COVID EIDL Loan Interest	\$12,787
Total Vehicle Expense	\$8,500
Inkind Expenses	\$4,000
Total Expenditures	\$2,247,382
Net Operating Revenue	-\$374,857