

Part VI Financial Data (continued)**A. Statement of Revenues and Expenses**

Type of revenue	Current tax year	4 prior tax years or 2 succeeding tax years			
	From: 7/1/23 To: 12/31/23 (year0)	From: 1/1/24 To: 12/31/24 (year1)	From: 1/1/25 To: 12/31/25 (year2)	From: _____ To: _____	From: _____ To: _____
WORK IN PROGRESS – INTERNAL PESTO ONLY DRAFT V2					
1 Gifts, grants, and contributions received (do not include unusual grants)	\$0	\$150,000	\$250,000	*SEE NOTE 1	
2 Membership fees received	\$0	\$0	\$0	*SEE NOTE 2	
3 Gross investment income	\$0	\$0	\$0		
4 Net unrelated business income	\$0	\$0	\$0		
5 Taxes levied for your benefit	\$0	\$0	\$0		
6 Value of services or facilities furnished by a governmental unit without charge (not including the value of services generally furnished to the public without charge)	\$5,000	\$10,000	\$10,000	*SEE NOTE 3	
7 Any revenue not otherwise listed above or in lines 9 - 12 below (provide an itemized list below)	\$0	\$0	\$0		
8 Total of lines 1 through 7	\$5,000	\$160,000	\$260,000	SUBTOTAL	
9 Gross receipts from admissions, merchandise sold or services performed, or furnishing of facilities in any activity that is related to your exempt purposes (provide an itemized list below)	\$0	\$36,000	\$77,500	*SEE NOTE 4	
10 Total of lines 8 and 9	\$5,000	\$196,000	\$337,500	TOTAL	
11 Net gain or loss on sale of capital assets (provide an itemized list below)	\$0	\$0	\$0		
12 Unusual grants (provide an itemized list below)	\$0	\$0	\$0		
13 Total Revenue (add lines 10 through 12)	\$5,000	\$196,000	\$337,500	TOTAL	
Type of expense	Current tax year	4 prior tax years or 2 succeeding tax years			
14 Fundraising expenses	\$0	\$0	\$0		
15 Contributions, gifts, grants, and similar amounts paid out (provide an itemized list below)	\$0	\$0	\$0		
16 Disbursements to or for the benefit of members (provide an itemized list below)	\$0	\$0	\$0		
17 Compensation of officers, directors, and trustees	\$0	\$0	\$0		
18 Other salaries and wages	\$36,000	\$161,000	\$263,500	*SEE NOTE 5	
19 Interest expense	\$0	\$0	\$0		
20 Occupancy (rent, utilities, etc.)	\$1,800	\$3,600	\$4,000	*SEE NOTE 6	
21 Depreciation and depletion	\$0	\$0	\$0		
22 Professional fees	\$11,000	\$16,000	\$23,000	*SEE NOTE 7	
23 Any expense not otherwise classified, such as program services (provide an itemized list below)	\$2,500	\$4,500	\$4,500	*SEE NOTE 8	
24 Total Expenses (add lines 14 through 23)	\$51,300	\$184,100	\$295,000	TOTAL	

25 Itemized financial data

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Part VI Financial Data (continued)

B. Balance Sheet (for your most recently completed tax year)		Year End:
Assets		
1	Cash	
2	Accounts receivable, net	
3	Inventories	
4	Bonds and notes receivable (provide an itemized list below)	
5	Corporate stocks (provide an itemized list below)	
6	Loans receivable (provide an itemized list below)	
7	Other investments (provide an itemized list below)	
8	Depreciable assets (provide an itemized list below)	
9	Land	
10	Other assets (provide an itemized list below)	
11	Total Assets (add lines 1 through 10)	
Liabilities		
12	Accounts payable	
13	Contributions, gifts, grants, etc. payable	
14	Mortgages and notes payable (provide an itemized list below)	
15	Other liabilities (provide an itemized list below)	
16	Total Liabilities (add lines 12 through 15)	
Fund Balances or Net Assets		
17	Total fund balances or net assets	
18	Total Liabilities and Fund Balances or Net Assets (add lines 16 and 17)	

19 Itemized financial data

NOTES: PESTO/KEK Assumptions

1. No current contributions assigned.
 - a. Year0
 - i. Keith's time is donation by TPG to PA effort
 - ii. Nick time as TPG commitment to RAP apprenticeship
 - b. Year1
 - i. Assume \$50K Going Pro and other
 - ii. Assume \$100K USDA Rural Development
 - c. Year2
 - i. Assume \$50K Going Pro and other
 - ii. Assume \$200K additional federal and State grants
2. No membership fees charged (change from version 1)
3. Value of MIWorks! and Networks Northwest support for RAP – Jane, Evelyn, etc.
4. Income from training delivery
 - a. RAP Courses (Program – 3 core plus 1 Tech)

Course	hrs	Rate	Discount	Cost
Core Course 1 - Linux	20	\$ 30	0%	\$ 600
Core Course 2 - Git.Github	20	\$ 30	0%	\$ 600
Core Course 3 - HTML, CSS	20	\$ 30	0%	\$ 600
Tech Course A - Rails 7	140	\$ 30	20%	\$ 3,360
	200		Total	\$ 5,160

- b. Year0 – no income
- c. Year1 - 7 RAPs = \$36K
- d. Year2 = 15 RAPs = 77.5K

5. Salary and overhead

Staffing											
Year	Person	FTE%	Salary	Cost	Emp%	Employer cost	Benefits	Benefits%	Benefit Cost	TOTAL COST	Year Totals
Year0	Keith	25%	\$ 130,000	\$ 32,500	10.4%	\$ 3,380	\$ 13,000	0%	\$ -	\$ 35,880	\$ 35,880
Year1	Nick	50%	\$ 150,000	\$ 75,000	10.4%	\$ 7,800	\$ 13,000	50%	\$ 6,500	\$ 89,300	
Year1	Keith	50%	\$ 130,000	\$ 65,000	10.4%	\$ 6,760	\$ 13,000	0%	\$ -	\$ 71,760	\$ 161,060
Year1	Nick	100%	\$ 150,000	\$ 150,000	10.4%	\$ 15,600	\$ 13,000	100%	\$ 13,000	\$ 178,600	
Year1	Keith	50%	\$ 130,000	\$ 65,000	10.4%	\$ 6,760	\$ 13,000	100%	\$ 13,000	\$ 84,760	\$ 263,360

6. Rent – Dedicated space NCW.

- Rent at \$300/mo
- Year0 at .5 = \$1800
- Year1 at \$3600
- Year2 increase to \$4000

7. Accounting, Legal, and marketing

8. Other Expenses

Other Expenses	Year0	Year1	Year2
Travel	\$ 2,500	\$ 4,500	\$ 4,500
License & Curriculum	\$ 1,000	\$ 2,500	\$ 3,000
total	\$ 2,500	\$ 4,500	\$ 4,500

Total Exp	\$ 51,300	\$ 184,100	\$ 295,000
Total Inc	\$ 5,000	\$ 196,000	\$ 337,500

3 yrs	\$ 530,400
3 yrs	\$ 538,500
Net	\$ 8,100