**1**

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Financial Data** *(continued)* | | | | | | | | | | |
| **A. Statement of Revenues and Expenses** | | | | | | | | | | | |
| **Type of revenue** | | **Current tax year** | | **4 prior tax years or 2 succeeding tax years** | | | | | | | |
| **WORK IN PROGRESS – INTERNAL PESTO ONLY DRAFT V2** | | From:7/1/23 | | From:1/1/24 | | From:1/1/25 | | From: | | From:  To: |  |
| To: | 12/31/23  (year0) | To: | 12/31/24  (year1) | To: | 12/31/25  (year2) | To: |  |  |
| Gifts, grants, and contributions received (do not include unusual grants) | | $0 | | $150,000 | | $250,000 | | \*SEE NOTE 1 | |  | |
| **2** Membership fees received | | $0 | | $10,000 | | $20,000 | | \*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 | |  | |  | |
| 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 | | $170,000 | | $280,000 | | 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 | | $29,400 | | $63,000 | | \*SEE NOTE 4 | |  | |
| **10** Total of lines 8 and 9 | | $5,000 | | $199,400 | | $343,000 | | 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 | | $199,400 | | $343,000 | | 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 | | $164,500 | | $268,000 | | \*SEE NOTE 5 | |  | |
| **19** Interest expense | | $0 | | $0 | | $0 | |  | |  | |
| **20** Occupancy (rent, utilities, etc.) | | $1,800 | | $3,600 | | $3,600 | | \*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) | | $45,300 | | $182,600 | | $293,100 | | TOTAL | |  | |



**6**

**25** Itemized financial data

|  |  |  |
| --- | --- | --- |
|  | **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. Keith and Nick time as TPG contribution to PA? Grants secured in year1 and year2. Going Pro, USDA, and other
2. Two partner employers at year1 and four partner employers at year2. Charge $5K per year?
3. Networks/Mi Works support for RAP – Jane, Evelyn, etc.
4. Cost to employer per RAP – 3 base @ 20 hrs each (60hrs) courses at $600 per = 1,800, plus deep dive (1 @ 120 hr) @2,400 = 4,200/RAP

7 RAPS in year1 = $29,4K, 15 RAPS in year2 = $63K

1. Salary and overhead
   1. Year0
      1. Keith at $65K \* .5 years \* 110% (employer costs) = $36K
      2. Nick – none
      3. **TOTAL $36K**
   2. Year1
      1. Keith at $65K \* 110% (employer costs) = $75K
      2. Nick at .5FTE ($75K?) \* 110% (employer costs) = $
      3. Nick benefits (.5FTE) $13K \* .5 = $4.5K
      4. **TOTAL = $K**
   3. Year2
      1. Keith at $65K \* 110% (employer costs) = $72K
      2. Keith benefits $10K
      3. Nick at 1FTE ($150K?) \* 110% (employer costs) = $
      4. Nick benefits (1FTE) $13K
      5. **TOTAL = $K**
2. Rent – Dedicated space NCW. Rent at $300/mo = Year0 at .5 = $1800
3. Accounting, Legal, and marketing
4. Travel - $450/mo = $2500 year one. $4500 years two and three. Purchased curriculum and certification