

Implementing Network Pro forma DRAFT

	As of the end of: FY19	FY20	FY21	FY22
Centers	5	15	30	40
		67%	50%	25%
FTE	2.50	4.35	6.40	7.20
		43%	32%	11%
FTE/Center	0.50	0.29	0.21	0.18
		-72%	-36%	-19%
<i>Total Revenue</i>	100,000	300,000	660,000	920,000
<i>Total Expenses</i>	206,000	687,309	980,502	1,167,467
Surplus (Deficit)	(\$106,000)	(\$387,309)	(\$320,502)	(\$247,467)
	-106%	-129%	-49%	-27%

Revenues

Participation fees	100,000	300,000	660,000	920,000
Industry sponsorships				
Fundraising				
Other				
Other				
Other				
Total Revenue	100,000	300,000	660,000	920,000
		66.67%	54.55%	28.26%

Expenses

<i>Employee Payroll</i>	100,000	413,288	631,236	770,373
Employee Benefits	25,000	103,322	157,809	192,593
<i>Personnel Subtotal</i>	125,000	516,609	789,044	962,966
Learning Sessions (LS)	15,000	45,450	60,000	61,800
Technology Platform	25,000	2,500	2,575	2,652
Knowledge exchange platform				
Community organizing software				
Website platform				
IRB Support	20,000	25,750	26,523	27,318
Registry Support	0	75,000	80,000	90,000
Other grant expenses				
Industry expenses				
Travel	10,000	10,000	10,000	10,000
Communication	1,000	2,000	2,060	2,122
Planning meeting				
Legal, accounting	10,000	10,000	10,300	10,609

Fundraising				
Supplies				
Other Non-Personnel				
<i>Non-Personnel Subtotal</i>	81,000	170,700	191,458	204,501
Total Expenses	206,000	687,309	980,502	1,167,467
		70%	30%	16%

FY23

50	targeting 10 additional centers/yr
20%	Annual increment
11.30	
36%	Annual increment
0.23	
20%	Annual increment
1,200,000	
1,708,935	
(\$508,935)	
-42%	Profit Margin

1,200,000	
1,200,000	
23.33%	Growth Rate
1,193,039	Annual increment
298,260	Inflation + Growth
1,491,299	

63,654	
2,732	
28,138	
100,000	
10,000	
2,185	
10,927	



217,636

1,708,935

32% *Expense Growth Rate*

Personnel	FY19	FY20
	<u>FTE</u>	<u>FTE</u>
PI/Exec Director	0.00	0.30
Adult Physician Lead	0.00	0.20
Peds Physician Lead	0.00	0.20
Improvement Advisor	0.00	0.15
QIC	0.00	0.50
Project Manager	0.00	0.50
Project Staff	1.00	1.00
Other(s) based on expense report (L Doe, J Brown, A Smith)	1.50	1.50
Total FTE	2.50	4.35

Participation fee	20,000 FY19
Participation fee	20,000 FY20
Participation fee	22,000 FY21
Participation fee	23,000 FY22
Participation fee	24,000 FY23
Inflation	3%
Growth	2.5%

Considerations

Based on targeted rate of 5-10 additional centers added per year, will onboard all centers

Participation fee remains stable, except for increases to account for inflation

Learning sessions: currently in Cincinnati (\$15K each), elsewhere in future (\$30k)

estimating ~15K for ~50 people in Cincinnati - actuals will vary



FY21	FY22	FY23
<u>FTE</u>	<u>FTE</u>	<u>FTE</u>
0.30	0.40	0.50
0.20	0.30	0.30
0.20	0.30	0.30
0.20	0.20	0.20
1.00	1.00	1.50
1.00	1.00	1.50
1.50	2.00	4.00
2.00	2.00	3.00
6.40	7.20	11.30

in U.S. in FY2021