

## AEMPRO INCOME STATEMENT (PRO FORMA)

	2019	2020	2021	2022	2023
<b>Revenue by Source</b>					
Sponsorships	14,000	21,000	29,000	32,000	35,000
Supporterships	1,000	1,300	1,600	1,900	2,200
Grants	5,000	10,000	10,000	10,000	10,000
Manager Certification Classes	11,250	22,500	22,500	22,500	22,500
LTA 101 Classes	1,800	21,600	21,600	21,600	21,600
Park Officer Handbook Classes	0	0	0	0	0
<b>Total Revenue</b>	<b>\$33,050</b>	<b>\$76,400</b>	<b>\$84,700</b>	<b>\$88,000</b>	<b>\$91,300</b>
<b>Cost of Operations</b>					
<b>Payroll</b>					
Payroll	8,438	8,859	9,302	9,767	10,256
Payroll taxes	869	913	958	1,006	1,056
<b>Total Payroll</b>	<b>\$9,307</b>	<b>\$9,772</b>	<b>\$10,260</b>	<b>\$10,774</b>	<b>\$11,312</b>
<b>Administrative Expense Items</b>					
Bank charges	0	0	0	0	0
Internet	311	327	343	360	378
Printing	0	0	0	0	0
Copy machine	4,693	4,928	5,174	5,433	5,704
Postage	205	215	226	237	249
Office supplies	706	741	778	817	858
Travel	0	0	0	0	0
Website	0	0	0	0	0
Tax preparation	0	0	0	0	0
Taxes	0	0	0	0	0
Computers and programs	403	423	444	467	490
PayPal service fees	0	0	0	0	0
PayPal monthly fee	0	0	0	0	0
<b>Total Administrative Expense</b>	<b>\$6,318</b>	<b>\$6,634</b>	<b>\$6,966</b>	<b>\$7,314</b>	<b>\$7,680</b>
<b>Utilities</b>					
Telephone	499	524	550	578	607
Electric	414	435	456	479	503
Water	185	194	204	214	225
<b>Total Utilities</b>	<b>\$1,098</b>	<b>\$1,153</b>	<b>\$1,211</b>	<b>\$1,271</b>	<b>\$1,335</b>
<b>Building Expense</b>					
Insurance	1005	1,055	1,108	1,163	1,222
Security system	91	96	100	105	111
McClintock fees	540	567	595	625	656
Repairs and maintenance	105	110	116	122	128
Taxes - building	533	560	588	617	648
Other (depreciation)	367	385	405	425	446
<b>Total Building</b>	<b>\$2,641</b>	<b>\$2,773</b>	<b>\$2,912</b>	<b>\$3,057</b>	<b>\$3,210</b>
<b>Board Expense</b>					
Travel	0	0	0	0	0
Food	0	0	0	0	0
Printing	0	0	0	0	0
Office supplies	0	0	0	0	0
Other	0	0	0	0	0
<b>Total Board Expense</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Educational Committee</b>					
Mileage	3190	3,350	3,517	3,693	3,877
Meals	880	924	970	1,019	1,070
Lodging	2750	2,888	3,032	3,183	3,343
Misc	330	347	364	382	401
Manager Certification classes	3761	1,200	1,200	1,200	1,200
LTA 101 classes	4749	7,200	7,200	7,200	7,200
Park Officer training	99	400	400	400	400
Educator equipment	4500	3,000	3,000	1,500	1,500
Vehicles	78000	0	0	0	0
Vehicle insurance	1800	1,800	1,800	1,800	1,800
Vehicle maintenance	50	600	600	600	600
	<b>\$100,109</b>	<b>\$21,708</b>	<b>\$22,083</b>	<b>\$20,977</b>	<b>\$21,391</b>
<b>Total Expenses</b>	<b>\$119,472</b>	<b>\$42,039</b>	<b>\$43,431</b>	<b>\$43,393</b>	<b>\$44,927</b>
<b>Net Income</b>	<b>-\$86,422</b>	<b>\$34,361</b>	<b>\$41,269</b>	<b>\$44,607</b>	<b>\$46,373</b>