# Driven2Success Year 1 Budget - County ARPA Funding

| Givens:          |        |                |         |                     |        |
|------------------|--------|----------------|---------|---------------------|--------|
|                  |        |                |         |                     |        |
| Avg. hourly rate | n/a    | Admin. rate    | 13.00%  | Indirect rate       | 10.00% |
| Mileage rate     | 0.58   | Wrkg. Hrs. yr. | 2040    | Charge-off rate     | 2.5%   |
| Fringe rate      | 24.00% | % prgrm. Hrs.  | 100.00% | Lending partner fee | \$500  |
| Participants     | 1060   | Credit report  | \$3.50  |                     |        |

| ## Property Section  | EXPENSES        |                     |   |             |          |             |        |              |
|--|-----------------|---------------------|---|-------------|----------|-------------|--------|--------------|
| 1717 Property controller or program control  | Salaries and s  | vagas/Project ste   | eff.  | # of hours. | Item 1   | Item 2      | Item 3 | Total Amount |
| 10 FED Personation and Grants   10 February   10 Februa  |                 |                     | ш.  | 2040        |          |             |        | \$50,000.00  |
| Support   Sup  |                 |                     |   | 204         |          |             |        | \$7.562.00   |
| Promotion, Outreach, Educational Pesentations    Fringe benefits   |                 |                     |   | 204         |          |             |        | \$7,505.00   |
| Fringe heneFits  Fringe heneFits  Fringe ct solf solaries × fringe rate  Fringe heneFits  Froject staff solaries × fringe rate  Froject staff sol  |                 |                     |   | 510         |          |             |        | \$11,375.00  |
| Project staff solaries x fringe rate   | (Promotion, Out | treach, Educational |   | 2244        |          |             |        | \$68,938.00  |
| Project staff solaries x fringe rate   |                 |                     |   |             |          |             |        |              |
| Travel, Lodging and Conference   Fee   Froject staff solaries x indirect rate   Froject solaries x indirect rate   Frojec   | Fringe benefi   |                     | ries v fringe rate  |             |          |             |        | \$16 545 12  |
| Project staff shark = x indirect rate  |                 | rroject stajj sala  | nes x jringe race   |             |          |             |        | \$10,543.1Z  |
| Travel, Lodging and Conference fees letm 1 = Milles         X litem 2 = Trips         X mileage rate         10         20         \$116.00           Equipment Laptop and IT set up for FTE's         Sequipment         10         Sequipme  | Indirect exper  |                     |   |             |          |             |        |              |
| Term   = Milles   X   Rem 2 = Trips   X milleage rate   10   20   \$116.00   |                 | Project staff sala  | ries x indirect rate  |             |          |             |        | \$6,893.80   |
| Equipment   Laptop and IT set up for FTE's   S750.00     Materials and supplies   Copies   Porticipants   X Item 1 = pages   X Item 2 = cost per page + Item 3 = overrun   10   \$0.15   \$1,590.00     Finished mat.   Porticipants   X Item 1 = pages   X Item 2 = cost per page + Item 3 = overrun   10   \$0.15   \$1,590.00     Finished mat.   Porticipants   X Item 1 = pages   X Item 2 = cost per page + Item 3 = overrun   10   \$0.15   \$1,590.00     Finished mat.   Porticipants   X Item 1 = pages   X Item 2 = cost per page + Item 3 = overrun   10   \$0.00     Finished mat.   FTE's   X Item 2 = cost per person, per year   X % program hrs.   1.35   \$500.00   \$5075.00     Forticipants   X Item 1 = FTE's   X Item 2 = cost per person, per year   X % program hrs.   1.35   \$1,750.00   \$2,365.00     Finished mat.   Y Item 1 = FTE's   X Item 2 = cost per person, per year   X % program hrs.   1.0   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = FTE's   X Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   X Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = FTE's   X Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   10   \$150.00   \$1,500.00     Finished mat.   Y Item 1 = Hourly rate   | Travel, Lodgi   | ng and Conferer     | nce fees  |             |          |             |        |              |
| Materials and supplies         Copies: Patricipants         X Item 1 = pages         X Item 2 = cost per page + Item 3 = overrun         10 \$0.15         \$1,590.00           Copies: Patricipants         X Item 1 = pages         X Item 2 = cost per page + Item 3 = overrun         1.35 \$500.00         \$500.00           Office Sup. Item 1 = FIE's         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$500.00         \$500.00           Phous Item 1 = FIE's         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$500.00         \$500.00           Phous Item 1 = FIE's         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$500.00         \$500.00           Phous Item 1 = FIE's         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$500.00         \$500.00           Promotion         Witem 1 = Hourly rate         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$500.00         \$5,000.00         \$5,000.00         \$5,000.00         \$5,000.00         \$5,000.00         \$5,000.00 <td></td> <td>Item 1 = Miles</td> <td>X Item 2 = Trips X mileage rate</td> <td></td> <td>10</td> <td>20</td> <td></td> <td>\$116.00</td>  |                 | Item 1 = Miles      | X Item 2 = Trips X mileage rate   |             | 10       | 20          |        | \$116.00     |
| Materials and supplies         Copies: Patricipants         X Item 1 = pages         X Item 2 = cost per page + Item 3 = overrun         10 \$0.15         \$1,590.00           Copies: Patricipants         X Item 1 = pages         X Item 2 = cost per page + Item 3 = overrun         1.35 \$500.00         \$500.00           Office Sup. Item 1 = FIE's         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$500.00         \$500.00           Phous Item 1 = FIE's         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$500.00         \$500.00           Phous Item 1 = FIE's         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$500.00         \$500.00           Phous Item 1 = FIE's         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$500.00         \$500.00           Promotion         Witem 1 = Hourly rate         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$500.00         \$5,000.00         \$5,000.00         \$5,000.00         \$5,000.00         \$5,000.00         \$5,000.00 <td>Equipment</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>  | Equipment       |                     |   |             |          |             |        |              |
| Copies:   Participants   X   Item 1 = pages   X   Item 2 = cost per page +   Item 3 = overrun   10   \$0.15   \$1.590.00   Printed mat.   Participants   X   Item 1 = pages   X   Item 2 = cost per page +   Item 3 = overrun   13   \$500.00   \$575.00   \$675.00 |                 | et up for FTE's     |   |             |          |             |        | \$750.00     |
| Copies:   Participants   X   Item 1 = pages   X   Item 2 = cost per page +   Item 3 = overrun   10   \$0.15   \$1.590.00   Printed mat.   Participants   X   Item 1 = pages   X   Item 2 = cost per page +   Item 3 = overrun   13   \$500.00   \$575.00   \$675.00 | Materials and   | l supplies          |   |             |          |             |        |              |
| Office Sup. Postage: Estimated Postage: Estimat  |                 |                     | X Item 1 = pages X Item 2 = cost per page + Item 3 = overrun                  |             | 10       | \$0.15      |        | \$1,590.00   |
| Postage:         Estimated Item 1 = FTE's         X Item 2 = cost per person, per year         X % program hrs.         1.35         \$1,750.00         \$2,362.50           TT Support         Hours         X Item 1 = Hourly rate         10         \$150.00         \$1,500.00           Promotion           Pay-per-click social media ads         Item 1 = # of credit reports         X Item 2 = cost per month         12         \$420.00         \$5,040.00           Other Credit Reports         X Item 2 = cost per report         60         \$3.50         \$210.00           Administrative costs           Operational Expenses         X Admin. rate         \$13,600.65           TOTAL OPERATIONAL EXPENSES         \$118,221.07           TOTAL PROGAM EXPENSES         \$13,600.00         \$18,750.00           TOTAL PROGAM EXPENSES         \$136,971.00           Program income         Item 1 = # of approved loans         X Item 2 = Lending partner fee         50         \$25,000.00           Moroue County ARPA Funding         \$136,971.00         \$136,971.00  |                 |                     |   |             | 1.25     | ¢500.00     |        |              |
| Phn. & Int.         Item 1 = FTE's         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$1,750.00         \$2,362.50           IT Support         Hours         X Item 1 = Hourly rate         10 \$150.00         \$1,500.00           Promotion         Pay-per-click social media ads         Item 1 = # of credit reports         X Item 2 = cost per month         12 \$420.00         \$5,040.00           Other           Credit Reports         X Item 2 = cost per month         12 \$420.00         \$5,040.00           Administrative costs         \$13,600.65           CPC did Reports         X Item 2 = cost per month         12 \$420.00         \$5,040.00           Administrative costs         \$118,600.65           CPC did Reports         X Item 1 = # of approved loans         X Item 2 = average loan amt. X Item 3 = Charge-off rate         50 \$15,000.00         \$18,750.00           TOTAL PROGAM EXPENSES         \$136,971.00           Program income         Item 1 = # of approved loans         X Item 2 = Lending partner fee         50 </td <td>•</td> <td></td> <td>x item 2 = cost per person, per year x % program nrs.</td> <td></td> <td>1.35</td> <td>\$500.00</td> <td></td> <td></td>  | •               |                     | x item 2 = cost per person, per year x % program nrs.                         |             | 1.35     | \$500.00    |        |              |
| Hours         X Item 1 = Hourly rate         10 \$150.00         \$1,500.00           Promotion Pay-per-click social media ads         Item 1 = # montl X Item 2 = cost per month         12 \$420.00         \$5,040.00           Other Credit Reports         Item 1 = # of credit reports         X Item 2 = cost per report         60 \$3.50         \$210.00           Administrative costs Operational Expenses         X Admin. rate         \$13,600.65           TOTAL OPERATIONAL EXPENSES         \$118,221.07           TOTAL NON-OPERATIONAL EXPENSES         \$18,750.00           TOTAL PROGAM EXPENSES         \$136,971.00           REVENUE         AMOUNT           Program income Moroue County ARPA Funding         \$0         \$25,000.00           TOTAL PROGAM REVENUE         \$0         \$25,000.00           \$111,971.00  | -               |                     | X Item 2 = cost per person, per year $X \% program hrs.$                      |             | 1.35     | \$1,750.00  |        |              |
| Hours         X Item 1 = Hourly rate         10 \$150.00         \$1,500.00           Promotion Pay-per-click social media ads         Item 1 = # montl X Item 2 = cost per month         12 \$420.00         \$5,040.00           Other Credit Reports         Item 1 = # of credit reports         X Item 2 = cost per report         60 \$3.50         \$210.00           Administrative costs Operational Expenses         X Admin. rate         \$13,600.65           TOTAL OPERATIONAL EXPENSES         \$118,221.07           TOTAL NON-OPERATIONAL EXPENSES         \$18,750.00           TOTAL PROGAM EXPENSES         \$136,971.00           REVENUE         AMOUNT           Program income Moroue County ARPA Funding         \$0         \$25,000.00           TOTAL PROGAM REVENUE         \$0         \$25,000.00           \$111,971.00  | IT Support      |                     |   |             |          |             |        |              |
| Pay-per-click social media ads         Item 1 = # montt X Item 2 = cost per month         12 \$42.00         \$5,040.00           Other Credit Reports         Item 1 = # of credit reports         X Item 2 = cost per report         60 \$3.50         \$210.00           Administrative costs Operational Expenses         X Admin. rate         \$13,600.65         \$13,600.65           TOTAL OPERATIONAL EXPENSES         \$118,221.07         \$18,750.00         \$18,750.00           TOTAL NON-OPERATIONAL EXPENSES         \$18,750.00         \$18,750.00           TOTAL PROGAM EXPENSES         \$136,971.07           REVENUE         AMOUNT           Program income Moroue County ARPA Funding         Item 1 = # of approved loans Square         X Item 2 = Lending partner fee         50         \$25,000.00         \$111,971.00         <   | 11 Вирроге      | Hours               | X Item 1 = Hourly rate  | 10          | \$150.00 |             |        | \$1,500.00   |
| Pay-per-click social media ads         Item 1 = # montt X Item 2 = cost per month         12 \$42.00         \$5,040.00           Other Credit Reports         Item 1 = # of credit reports         X Item 2 = cost per report         60 \$3.50         \$210.00           Administrative costs Operational Expenses         X Admin. rate         \$13,600.65         \$13,600.65           TOTAL OPERATIONAL EXPENSES         \$118,221.07         \$18,750.00         \$18,750.00           TOTAL NON-OPERATIONAL EXPENSES         \$18,750.00         \$18,750.00           TOTAL PROGAM EXPENSES         \$136,971.07           REVENUE         AMOUNT           Program income Moroue County ARPA Funding         Item 1 = # of approved loans Square         X Item 2 = Lending partner fee         50         \$25,000.00         \$111,971.00         <   | Promotion       |                     |   |             |          |             |        |              |
| Credit Reports       Item 1 = # of credit reports       X Item 2 = cost per report       60       \$3.50       \$210.00         Administrative costs         Operational Expenses       X Admin. rate       \$13,600.65         TOTAL OPERATIONAL EXPENSES       \$118,221.07         Loss Reserve Fund       Item 1 = # of approved loans       X Item 2 = average loan amt. X Item 3 = Charge-off rate       50       \$18,750.00         TOTAL NON-OPERATIONAL EXPENSES       \$136,971.00         REVENUE       AMOUNT         Program income       Item 1 = # of approved loans       X Item 2 = Lending partner fee       50       \$25,000.00         Moroue County ARPA Funding       5111,971.00         TOTAL PROGAM REVENUE       \$136,971.00  |                 | cial media ads      | Item 1 = # montl X Item 2 = cost per month                                    |             | 12       | \$420.00    |        | \$5,040.00   |
| Credit Reports       Item 1 = # of credit reports       X Item 2 = cost per report       60       \$3.50       \$210.00         Administrative costs         Operational Expenses       X Admin. rate       \$13,600.65         TOTAL OPERATIONAL EXPENSES       \$118,221.07         Loss Reserve Fund       Item 1 = # of approved loans       X Item 2 = average loan amt. X Item 3 = Charge-off rate       50       \$18,750.00         TOTAL NON-OPERATIONAL EXPENSES       \$136,971.00         REVENUE       AMOUNT         Program income       Item 1 = # of approved loans       X Item 2 = Lending partner fee       50       \$25,000.00         Moroue County ARPA Funding       5111,971.00         TOTAL PROGAM REVENUE       \$136,971.00  | 0.1             |                     |   |             |          |             |        |              |
| Administrative costs Operational Expenses X Admin. rate \$13,600.65  TOTAL OPERATIONAL EXPENSES \$118,221.07  Loss Reserve Fund Item 1 = # of approved loans X Item 2 = average loan amt. X Item 3 = Charge-off rate 50 \$15,000.00 \$18,750.00  TOTAL NON-OPERATIONAL EXPENSES \$136,971.07  REVENUE \$136,971.07  Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 50 \$25,000.00  Moroue County ARPA Funding \$111,971.00   |                 |                     | Item 1 = # of credit reports X Item 2 = cost per report                       |             | 60       | \$3.50      |        | \$210.00     |
| Operational Expenses       \$13,600.65         TOTAL OPERATIONAL EXPENSES       \$118,221.07         Loss Reserve Fund       Item 1 = # of approved loans       X Item 2 = average loan amt. X Item 3 = Charge-off rate       50 \$15,000.00       \$18,750.00         TOTAL NON-OPERATIONAL EXPENSES       \$136,971.00         TOTAL PROGAM EXPENSES       \$136,971.00         REVENUE       AMOUNT         Program income       Item 1 = # of approved loans       X Item 2 = Lending partner fee       50       \$25,000.00         Moroue County ARPA Funding       \$111,971.00         TOTAL PROGAM REVENUE       \$136,971.00   |                 |                     |   |             |          | 75.55       |        | 722333       |
| TOTAL OPERATIONAL EXPENSES  Loss Reserve Fund  Item 1 = # of approved loans  |                 |                     | V Admin rote  |             |          |             |        | ¢12.000.00   |
| Loss Reserve Fund Item 1 = # of approved loans X Item 2 = average loan amt. X Item 3 = Charge-off rate 50 \$15,000.00 \$18,750.00  TOTAL NON-OPERATIONAL EXPENSES \$136,971.07  REVENUE AMOUNT  Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 50 \$25,000.00  Moroue County ARPA Funding \$111,971.00  TOTAL PROGAM REVENUE \$136,971.00  | Operational Exp | Jenses              | A Admin. rate   |             |          |             |        | \$13,000.03  |
| TOTAL NON-OPERATIONAL EXPENSES  \$136,971.07  REVENUE  AMOUNT  Program income   Item 1 = # of approved loans   X Item 2 = Lending partner fee   50   \$25,000.00   Moroue County ARPA Funding   \$111,971.00  TOTAL PROGAM REVENUE   \$136,971.00  | TOTAL OPE       | RATIONAL EX         | PENSES  |             |          |             |        | \$118,221.07 |
| TOTAL NON-OPERATIONAL EXPENSES  \$136,971.07  REVENUE  AMOUNT  Program income   Item 1 = # of approved loans   X Item 2 = Lending partner fee   50   \$25,000.00   Moroue County ARPA Funding   \$111,971.00  TOTAL PROGAM REVENUE   \$136,971.00  | Loss Reserve Fu | nd                  | Item 1 = # of approved loans X Item 2 = average loan amt. X Item 3 = Charge-o | off rate    | 50       | \$15,000.00 |        | \$18,750.00  |
| TOTAL PROGAM EXPENSES  \$136,971.07  REVENUE  AMOUNT  Program income   Item 1 = # of approved loans   X Item 2 = Lending partner fee   50   \$25,000.00  Moroue County ARPA Funding   \$111,971.00  TOTAL PROGAM REVENUE   \$136,971.00  |                 |                     |   |             |          |             |        |              |
| REVENUE  Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 50 \$25,000.00  Moroue County ARPA Funding \$111,971.00  TOTAL PROGAM REVENUE \$136,971.00   | TOTAL NON       | I-OPERATIONA        | AL EXPENSES   |             |          |             |        | \$18,750.00  |
| Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 50 \$25,000.00  Moroue County ARPA Funding \$111,971.00  TOTAL PROGAM REVENUE \$136,971.00  | TOTAL PRO       | GAM EXPENSI         | ES  |             |          |             |        | \$136,971.07 |
| Moroue County ARPA Funding \$111,971.00  TOTAL PROGAM REVENUE \$136,971.00   | REVENUE         |                     |   |             |          |             |        | AMOUNT       |
| Moroue County ARPA Funding \$111,971.00  TOTAL PROGAM REVENUE \$136,971.00   | Program incom   | e                   | Item 1 = # of approved loans X Item 2 = Lending partner fee                   |             | 50       |             |        | \$25,000.00  |
|  | -               |                     |   |             |          |             |        |              |
| BALANCE -\$0.07  | TOTAL PRO       | GAM REVENU          | E   |             |          |             |        | \$136,971.00 |
|  | BALANCE         |                     |   |             |          |             |        | -\$0.07      |

# Driven2Success Year 2 Budget - County ARPA Funding

| Avg. hourly rate | n/a    | Admin. rate    | 13.00%  | Indirect rate       | 10.00% |
|------------------|--------|----------------|---------|---------------------|--------|
| Mileage rate     | 0.58   | Wrkg. Hrs. yr. | 2040    | Charge-off rate     | 2.5%   |
| Fringe rate      | 24.00% | % prgrm. Hrs.  | 100.00% | Lending partner fee | \$500  |
| Participants     | 1115   | Credit report  | \$3.50  |                     |        |

| Natiries and water Project staff   1  | EXPENSES         |                         |  |             |          |             |        |                      |
|---|------------------|-------------------------|--|-------------|----------|-------------|--------|----------------------|
| Program sound/from, counseling, processing loan apaptications, tracking, experting)   1,000   | Salaries and v   | vages/Project sta       | ff:  | # of hours. | Item 1   | Item 2      | Item 3 | Total Amount         |
| 10 FTE Percetor of Programs and Grants   20   | -                |                         | processina loan applications, trackina, reportina)                             | 2040        |          |             |        | \$51,250.00          |
| Promotion   Promotion   Project staff salaries × Fringe rate  | .10 FTE Director | of Programs and G       | Grants   | 204         |          |             |        | \$7,752.08           |
| Friage benefits  Friag |                  |                         | Pacantations)  | 510         |          |             |        | \$11,659.38          |
| ## Project stoff stablaries * fringe rate   | (Fromotion, Out  | ireach, Luacationai     | •  | 2244        |          |             |        |                      |
| Project staff salaries x fringe rate  | Fringe henefi    | ts                      |  |             |          |             |        | Project staff salari |
| Project staff salaries   Inten 1 = Miles   X   Item 2 = Trips   X   X   Mileage rate   X   X   X   X   X   X   X   X   X  | Tringe benefit   |                         | ries x fringe rate   |             |          |             |        | \$16,958.75          |
| Project staff salaries   Inten 1 = Miles   X   Item 2 = Trips   X   X   Mileage rate   X   X   X   X   X   X   X   X   X  | Indirect expe    | nses (overhead <i>e</i> | tc)  |             |          |             |        |                      |
| Team   = Millies   X   Item 2 = Trips   X   Milleage rate   10   20   \$116.00  | man eet exper    |                         |  |             |          |             |        | \$7,066.15           |
| Team   = Millies   X   Item 2 = Trips   X   Milleage rate   10   20   \$116.00  | Travel Lodgi     | ng and Conferer         | nce fees   |             |          |             |        |                      |
| Naterials and   Supplies   Sup   | Travel, Lougi    | -                       |  |             | 10       | 20          |        | \$116.00             |
| Naterials and   Supplies   Sup   | Fauinment        |                         |  |             |          |             |        |                      |
| Copies:   Participants  |                  | et up for FTE's         |  |             |          |             |        | \$0.00               |
| Copies:   Participants  | Materials and    | l sunnlies              |  |             |          |             |        |                      |
| Office Sup. Item 1 = FTE's Instituted Postage: Estimated Postage: Estimated Statistical Estimated Statistical Stat                        |                  |                         | X Item 1 = pages X Item 2 = cost per page + Item 3 = overrun                   |             | 10       | \$0.15      |        | \$1,672.50           |
| Postage:         Estimated Item 1 = FTE's         X Item 2 = cost per person, per year         X % program hrs.         1.35         \$1,750.00         \$2,362.50           TS support         Hours         X Item 1 = Hourly rate         10         \$150.00         \$1,500.00         \$1,500.00               Promotion               Pay per-click social media ads             Item 1 = # of credit reports             X Item 2 = cost per month             12             \$420.00             \$5,040.00               Other               Credit Reports             X Item 2 = cost per month             12             \$420.00             \$5,040.00               Administrative costs              Total Operational Expenses              X Admin. rate             \$115              \$3.50              \$402.50               Dos Reserve Fund              Item 1 = # of approved loans              X Item 2 = average loan amt. X Item 3 = Charge-off rate              10              \$15,000.00              \$37,500.00               TOTAL PROGAM EXPENSES             \$37,500.00               REVENUE               Program income              Item 1 = # of approved loans               X Item 2 = Lending partner fee <td></td> <td></td> <td></td> <td></td> <td>1 25</td> <td>\$500.00</td> <td></td> <td></td>   |                  |                         |  |             | 1 25     | \$500.00    |        |                      |
| Phn. & Int.         Item 1 = FTE's         X Item 2 = cost per person, per year         X % program hrs.         1.35 \$1,750.00         \$2,362.50           IT Support         Hours         X Item 1 = Hourly rate         10 \$150.00         \$1,500.00           Promotion         Pay-per-click social media ads         Item 1 = # of credit reports               X Item 2 = cost per month               12 \$420.00               \$5,040.00           Other         Credit Reports         X Item 2 = cost per month         115 \$3.50         \$402.50           Administrative costs         \$115 \$3.50         \$402.50           Operational Expenses         X Admin. rate         \$13,839.13           TOTAL OPERATIONAL EXPENSES         \$12,929.39           TOTAL NON-OPERATIONAL EXPENSES         \$37,500.00           TOTAL PROGAM EXPENSES         \$37,500.00           Program income         Item 1 = # of approved loans         X Item 2 = Lending partner fee         100         \$50,000.00           Program income         I  |                  |                         | X item 2 = cost per person, per year X % program ins.                          |             | 1.33     | \$500.00    |        |                      |
| Hours         X Item 1 = Hourly rate         10 \$150.00         \$1,500.00           Promotion Pay-per-click social media ads         Item 1 = # mont! X Item 2 = cost per month         12 \$420.00         \$5,040.00           Other Credit Reports         Item 1 = # of credit reports         X Item 2 = cost per report         115 \$3.50         \$402.50           Administrative costs Operational Expenses         X Admin. rate         \$13,839.13           TOTAL OPERATIONAL EXPENSES         \$120,293.99           Loss Reserve Fund         Item 1 = # of approved loans         X Item 2 = average loan amt. X Item 3 = Charge-off rate         100 \$15,000.00         \$37,500.00           TOTAL NON-OPERATIONAL EXPENSES         \$37,500.00           TOTAL PROGAM EXPENSES         \$37,500.00           REVENUE         AMOUNT           Program income Moroue County ARPA Funding         Item 1 = # of approved loans         X Item 2 = Lending partner fee         100 \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00         \$50,000.00 <td>-</td> <td>Item 1 = FTE's</td> <td>X Item 2 = cost per person, per year X % program hrs.</td> <td></td> <td>1.35</td> <td>\$1,750.00</td> <td></td> <td></td>  | -                | Item 1 = FTE's          | X Item 2 = cost per person, per year X % program hrs.                          |             | 1.35     | \$1,750.00  |        |                      |
| Hours         X Item 1 = Hourly rate         10 \$150.00         \$1,500.00           Promotion Pay-per-click social media ads         Item 1 = # mont! X Item 2 = cost per month         12 \$420.00         \$5,040.00           Other Credit Reports         Item 1 = # of credit reports         X Item 2 = cost per report         115 \$3.50         \$402.50           Administrative costs Operational Expenses         X Admin. rate         \$13,839.13           TOTAL OPERATIONAL EXPENSES         \$120,293.99           Loss Reserve Fund         Item 1 = # of approved loans         X Item 2 = average loan amt. X Item 3 = Charge-off rate         100 \$15,000.00         \$37,500.00           TOTAL NON-OPERATIONAL EXPENSES         \$37,500.00           TOTAL PROGAM EXPENSES         \$37,500.00           REVENUE         AMOUNT           Program income         Item 1 = # of approved loans         X Item 2 = Lending partner fee         100         \$50,000.00           Moroue County ARPA Funding         100         \$510,794.00           TOTAL PROGAM REVENUE         \$515,794.00   | IT Support       |                         |  |             |          |             |        |                      |
| Pay-per-click social media ads         Item 1 = # montl X Item 2 = cost per month         12         \$420.00         \$5,040.00           Other Credit Reports         Item 1 = # of credit reports         X Item 2 = cost per report         115         \$3.50         \$402.50           Administrative costs Operational Expenses         X Admin. rate         \$13,839.13         \$13,839.13           TOTAL OPERATIONAL EXPENSES         \$120,293.99           Loss Reserve Fund         Item 1 = # of approved loans         X Item 2 = average loan amt. X Item 3 = Charge-off rate         100         \$15,000.00         \$37,500.00           TOTAL NON-OPERATIONAL EXPENSES         \$157,793.99           REVENUE         AMOUNT           Program income         Item 1 = # of approved loans         X Item 2 = Lending partner fee         100         \$50,000.00           Moroue County ARPA Funding         \$107,794.00  | ••               | Hours                   | X Item 1 = Hourly rate   | 10          | \$150.00 |             |        | \$1,500.00           |
| Other         Credit Reports       Item 1 = # of credit reports       X Item 2 = cost per report       115       \$3.50       \$402.50         Administrative costs         Operational Expenses       X Admin. rate       \$13,839.13         TOTAL OPERATIONAL EXPENSES       \$120,293.99         Loss Reserve Fund       Item 1 = # of approved loans       X Item 2 = average loan amt. X Item 3 = Charge-off rate       100       \$15,000.00       \$37,500.00         TOTAL NON-OPERATIONAL EXPENSES       \$337,500.00         TOTAL PROGAM EXPENSES       \$157,793.99         REVENUE       AMOUNT         Program income Moroue County ARPA Funding       Item 1 = # of approved loans       X Item 2 = Lending partner fee       100       \$50,000.00         TOTAL PROGAM REVENUE       \$157,794.00   | Promotion        |                         |  |             |          |             |        |                      |
| Credit Reports       Item 1 = # of credit reports       X Item 2 = cost per report       115       \$3.50       \$402.50         Administrative costs<br>Operational Expenses       X Admin. rate       \$13,839.13         TOTAL OPERATIONAL EXPENSES       \$120,293.99         Loss Reserve Fund       Item 1 = # of approved loans       X Item 2 = average loan amt. X Item 3 = Charge-off rate       100       \$15,000.00       \$37,500.00         TOTAL NON-OPERATIONAL EXPENSES       \$37,500.00         REVENUE       AMOUNT         Program income<br>Moroue County ARPA Funding       Item 1 = # of approved loans<br>\$107,794.00       X Item 2 = Lending partner fee       100       \$50,000.00         TOTAL PROGAM REVENUE       \$157,794.00   | Pay-per-click so | cial media ads          | Item 1 = # montl X Item 2 = cost per month                                     |             | 12       | \$420.00    |        | \$5,040.00           |
| Administrative costs Operational Expenses X Admin. rate \$13,839.13  TOTAL OPERATIONAL EXPENSES \$120,293.99  Loss Reserve Fund Item 1 = # of approved loans X Item 2 = average loan amt. X Item 3 = Charge-off rate 100 \$15,000.00 \$37,500.00  TOTAL NON-OPERATIONAL EXPENSES \$37,500.00  TOTAL PROGAM EXPENSES \$157,793.99  REVENUE AMOUNT  Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 100 \$50,000.00  Moroue County ARPA Funding \$107,794.00   | Other            |                         |  |             |          |             |        |                      |
| Operational Expenses       \$13,839.13         TOTAL OPERATIONAL EXPENSES       \$120,293.99         Loss Reserve Fund       Item 1 = # of approved loans       X Item 2 = average loan amt. X Item 3 = Charge-off rate       100 \$15,000.00       \$37,500.00         TOTAL NON-OPERATIONAL EXPENSES       \$37,500.00         TOTAL PROGAM EXPENSES       \$157,793.99         REVENUE       AMOUNT         Program income Moroue County ARPA Funding       X Item 2 = Lending partner fee       100       \$50,000.00         TOTAL PROGAM REVENUE       \$157,794.00   | Credit Reports   |                         | Item 1 = # of credit reports X Item 2 = cost per report                        |             | 115      | \$3.50      |        | \$402.50             |
| TOTAL OPERATIONAL EXPENSES  Loss Reserve Fund  Item 1 = # of approved loans   | Administrativ    | ve costs                |  |             |          |             |        |                      |
| Loss Reserve Fund Item 1 = # of approved loans X Item 2 = average loan amt. X Item 3 = Charge-off rate 100 \$15,000.00 \$37,500.00  TOTAL NON-OPERATIONAL EXPENSES \$37,500.00  TOTAL PROGAM EXPENSES \$157,793.99  REVENUE AMOUNT  Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 100 \$50,000.00  Moroue County ARPA Funding \$107,794.00   |                  |                         | X Admin. rate  |             |          |             |        | \$13,839.13          |
| TOTAL NON-OPERATIONAL EXPENSES  \$37,500.00  TOTAL PROGAM EXPENSES  REVENUE  Program income   Item 1 = # of approved loans   X Item 2 = Lending partner fee   100   \$50,000.00   Moroue County ARPA Funding   \$107,794.00  TOTAL PROGAM REVENUE   \$157,794.00  | TOTAL OPE        | RATIONAL EX             | PENSES   |             |          |             |        | \$120,293.99         |
| TOTAL PROGAM EXPENSES  REVENUE  AMOUNT  Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 100 \$50,000.00  Moroue County ARPA Funding \$107,794.00  TOTAL PROGAM REVENUE \$157,794.00  | Loss Reserve Fu  | nd                      | Item 1 = # of approved loans X Item 2 = average loan amt. X Item 3 = Charge-oi | ff rate     | 100      | \$15,000.00 |        | \$37,500.00          |
| REVENUE  Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 100 \$50,000.00  Moroue County ARPA Funding \$107,794.00  TOTAL PROGAM REVENUE \$157,794.00   | TOTAL NON        | I-OPERATIONA            | L EXPENSES   |             |          |             |        | \$37,500.00          |
| REVENUE  Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 100 \$50,000.00  Moroue County ARPA Funding \$107,794.00  TOTAL PROGAM REVENUE \$157,794.00   | TOTAL PRO        | GAM EXPENSI             | es<br>Es   |             |          |             |        | \$157,793.99         |
| Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 100 \$50,000.00  Moroue County ARPA Funding \$107,794.00  TOTAL PROGAM REVENUE \$157,794.00  |                  |                         |  |             |          |             |        |                      |
| Moroue County ARPA Funding \$107,794.00  TOTAL PROGAM REVENUE \$157,794.00  |                  |                         |  |             |          |             |        |                      |
|   | 0                |                         | Item 1 = # of approved loans X Item 2 = Lending partner fee                    |             | 100      |             |        |                      |
| BALANCE \$0.01  | TOTAL PRO        | GAM REVENU              | E  |             |          |             |        | \$157,794.00         |
|   | BALANCE          |                         |  |             |          |             |        | \$0.01               |

# Driven2Success Year 3 Budget - County ARPA Funding

Givens:

| Avg. hourly rate | n/a    | Admin. rate    | 13.00%  | Indirect rate       | 10.00% |
|------------------|--------|----------------|---------|---------------------|--------|
| Mileage rate     | 0.58   | Wrkg. Hrs. yr. | 2040    | Charge-off rate     | 2.5%   |
| Fringe rate      | 24.00% | % prgrm. Hrs.  | 100.00% | Lending partner fee | \$500  |
| Participants     | 1170   | Credit report  | \$3.50  |                     |        |

| EXPENSES  |             |          |             |        |                                 |
|---|-------------|----------|-------------|--------|---------------------------------|
|   | # of hours. | Item 1   | Item 2      | Item 3 | Total Amount                    |
| Salaries and wages/Project staff:  1 FTE Program Coordinator  | 2040        |          |             |        | \$52,531.25                     |
| (Program coordination, counseling, processing loan applications, tracking, reporting)               |             |          |             |        |                                 |
| .10 FTE Director of Programs and Grants (Supervision and oversight, partnership development)        | 204         |          |             |        | \$7,945.88                      |
| .25 Outreach Coordinator  | 510         |          |             |        | \$11,950.86                     |
| (Promotion, Outreach, Educational Pesentations)   |             |          |             |        |                                 |
| Total =   | 2244        |          |             |        | \$72,427.99 Project staff salar |
| Fringe benefits   |             |          |             |        | rroject stajj salari            |
| Project staff salaries x fringe rate  |             |          |             |        | \$17,382.72                     |
| Indirect expenses (everheed etc.)   |             |          |             |        |                                 |
| Indirect expenses (overhead, etc.)  Project staff salaries x indirect rate                          |             |          |             |        | \$7,242.80                      |
| ,,, <b>,</b>  |             |          |             |        | .,                              |
| Travel, Lodging and Conference fees   |             |          |             |        | 4                               |
| Item 1 = Miles X Item 2 = Trips X mileage rate  |             | 10       | 20          |        | \$116.00                        |
| Equipment   |             |          |             |        |                                 |
| Laptop and IT set up for FTE's  |             |          |             |        | \$0.00                          |
| Materials and supplies  |             |          |             |        |                                 |
| Copies: Participants X Item 1 = pages X Item 2 = cost per page + Item 3 = overrun                   |             | 10       | \$0.15      |        | \$1,755.00                      |
| Printed mat. Participants X Item 1 = pages X Item 2 = cost per page + Item 3 = overrun              |             |          |             |        | \$0.00                          |
| Office Sup. Item 1 = FTE's X Item 2 = cost per person, per year X % program hrs.                    |             | 1.35     | \$500.00    |        | \$675.00<br>\$0.00              |
| Postage: Estimated  Phn. & Int. Item 1 = FTE's X Item 2 = cost per person, per year X% program hrs. |             | 1.35     | \$1,750.00  |        | \$2,362.50                      |
|   |             |          |             |        | . ,                             |
| IT Support  | 10          | 4450.00  |             |        | 44 500 00                       |
| Hours X Item 1 = Hourly rate  | 10          | \$150.00 |             |        | \$1,500.00                      |
| Promotion   |             |          |             |        |                                 |
| Pay-per-click social media ads Item 1 = # montl X Item 2 = cost per month                           |             | 12       | \$420.00    |        | \$5,040.00                      |
| Other   |             |          |             |        |                                 |
| Credit Reports   Item 1 = # of credit reports   X Item 2 = cost per report                          |             | 170      | \$3.50      |        | \$595.00                        |
|   |             |          |             |        |                                 |
| Administrative costs Operational Expenses X Admin. rate   |             |          |             |        | \$14,182.61                     |
| Operational Expenses A Aumini. Fate   |             |          |             |        | \$14,182.81                     |
| TOTAL OPERATIONAL EXPENSES  |             |          |             |        | \$123,279.62                    |
| Loss Reserve Fund Item 1 = # of approved loans X Item 2 = average loan amt. X Item 3 = Charge-of    | ff rate     | 150      | \$15,000.00 |        | \$56,250.00                     |
| toss reserve runu teni 1 – # or approved toans A itemi 2 – average toan anti. A itemi 5 – Charge-or | Trate       | 130      | \$15,000.00 |        | \$30,230.00                     |
| TOTAL NON-OPERATIONAL EXPENSES  |             |          |             |        | \$56,250.00                     |
| TOTAL PROGAM EXPENSES   |             |          |             |        | \$179,529.62                    |
| REVENUE   |             |          |             |        | AMOUNT                          |
|   |             |          |             |        |                                 |
| Program income Item 1 = # of approved loans X Item 2 = Lending partner fee                          |             | 150      |             |        | \$75,000.00                     |
| Moroue County ARPA Funding  |             |          |             |        | \$104,530.00                    |
| TOTAL PROGAM REVENUE  |             |          |             |        | \$179,530.00                    |
| BALANCE   |             |          |             |        | \$0.38                          |

## Driven2Success Year 4 Budget - County ARPA Funding

| Avg. hourly rate | n/a    | Admin. rate    | 13.00%  | Indirect rate       | 10.00% |
|------------------|--------|----------------|---------|---------------------|--------|
| Mileage rate     | 0.58   | Wrkg. Hrs. yr. | 2040    | Charge-off rate     | 2.5%   |
| Fringe rate      | 24.00% | % prgrm. Hrs.  | 100.00% | Lending partner fee | \$500  |
| Participants     | 1200   | Credit report  | \$3.50  |                     |        |

| EXPENSES              |   |   |                                 |                     | <i>u</i> • • • |          |             |        |                       |
|-----------------------|---|---|---------------------------------|---------------------|----------------|----------|-------------|--------|-----------------------|
| Salaries and          | wages/Project sta                       | aff:  |                                 |                     | # of hours.    | Item 1   | Item 2      | Item 3 | Total Amount          |
| 1 FTE Program         |   |   |                                 |                     | 2040           |          |             |        | \$53,844.53           |
| .10 FTE Directo       | r of Programs and 0                     | n, processing loan applications, tro<br>Grants<br>ership development) | acking, reporting)              |                     | 204            |          |             |        | \$8,144.53            |
| .25 Outreach Co       | •                                       | rising development)   |                                 |                     | 510            |          |             |        | \$12,249.63           |
| (Promotion, Ou        | treach, Educationa                      | l Pesentations)   |                                 | Total =             | 2244           |          |             |        | \$74,238.69           |
|                       |   |   |                                 | iotai -             | 2244           |          |             |        | Project staff salarie |
| Fringe benefi         |   |   |                                 |                     |                |          |             |        | 4                     |
|                       | Project staff sala                      | iries x fringe rate   |                                 |                     |                |          |             |        | \$17,817.29           |
| Indirect expe         | nses (overhead, o<br>Project staff sala | e <b>tc.)</b><br>ıries x indirect rate                                |                                 |                     |                |          |             |        | \$7,423.87            |
| Travel Lodgi          | ing and Confere                         | nce fees  |                                 |                     |                |          |             |        |                       |
| Truven, Loug.         | Item 1 = Miles                          | X Item 2 = Trip   | s X mileage rate                |                     |                | 10       | 25          |        | \$145.00              |
| Equipment             |   |   |                                 |                     |                |          |             |        |                       |
| Laptop and IT s       | et up for FTE's                         |   |                                 |                     |                |          |             |        | \$750.00              |
| Matarials and         | l                                       |   |                                 |                     |                |          |             |        |                       |
| Materials and Copies: | Participants                            | X Item 1 = pages  | X Item 2 = cost per page +      | Item 3 = overrun    |                | 10       | \$0.15      |        | \$1,800.00            |
| Printed mat.          | Participants                            | X Item 1 = pages  | X Item 2 = cost per page +      | Item 3 = overrun    |                |          |             |        | \$0.00                |
| Office Sup. Postage:  | Item 1 = FTE's<br>Estimated             | X Item 2 = cost per person, pe  | r year X % program hr           | S.                  |                | 1.35     | \$500.00    |        | \$675.00<br>\$0.00    |
| Phn. & Int.           | Item 1 = FTE's                          | X Item 2 = cost per person, pe  | r year X % program hr           | S.                  |                | 1.35     | \$1,750.00  |        | \$2,362.50            |
| IT Support            |   |   |                                 |                     |                |          |             |        |                       |
| 11 Support            | Hours                                   | X Item 1 = Hourly rate  |                                 |                     | 10             | \$150.00 |             |        | \$1,500.00            |
| Promotion             |   |   |                                 |                     |                |          |             |        |                       |
| Pay-per-click so      | cial media ads                          | Item 1 = # mor  | ntl X Item 2 = cost per month   |                     |                | 12       | \$420.00    |        | \$5,040.00            |
| Other                 |   |   |                                 |                     |                |          |             |        |                       |
| Credit Reports        |   | Item 1 = # of credit reports  | X Item 2 = cost per report      |                     |                | 200      | \$3.50      |        | \$700.00              |
|                       | ,                                       |   |                                 |                     |                |          |             |        |                       |
| Administrativ         |   | X Admin. rate   |                                 |                     |                |          |             |        | \$14,618.80           |
| TOTAL OPE             | RATIONAL EX                             | PENSES  |                                 |                     |                |          |             |        | \$127,071.15          |
| Loss Reserve Fu       | und                                     | Item 1 = # of approved loans  | X Item 2 = average loan amt.    | Y Item 3 - Charge-o | ff rate        | 175      | \$15,000.00 |        | \$65,625.00           |
| LOSS NESCIVE I        | inu                                     | item 1 = # or approved loans  | A item 2 - average loan anit.   | X Item 3 - charge 0 | irrate         | 1/3      | \$15,000.00 |        | <del>703,023.00</del> |
| TOTAL NON             | N-OPERATIONA                            | AL EXPENSES   |                                 |                     |                |          |             |        | \$65,625.00           |
| TOTAL PRO             | GAM EXPENSI                             | ES  |                                 |                     |                |          |             |        | \$192,696.15          |
| REVENUE               |   |   |                                 |                     |                |          |             |        | AMOUNT                |
| Program incom         | e                                       | Item 1 = # of approved loans  | X Item 2 = Lending partner fe   | e                   |                | 175      |             |        | \$87,500.00           |
| Moroue County         |   | 1 - ii oi approved idalis   | A stern 2 – Lending partiter re |                     |                | 1/3      |             |        | \$105,196.00          |
| TOTAL PRO             | GAM REVENU                              | JE .  |                                 |                     |                |          |             |        | \$192,696.00          |
| BALANCE               |   |   |                                 |                     |                |          |             |        | -\$0.15               |
|                       |   |   |                                 |                     |                |          |             |        | 70.20                 |

## **Total 4-Year Ramp-Up Project Budget**

| Salaries and wages/Project staff:  1 FTE Program Coordinator (Program coordination, counseling, processing loan applications, tracking, reporting) .10 FTE Director of Programs and Grants (Supervision and oversight, partnership development) | \$207,625.78 |
|---|--------------|
| 1 FTE Program Coordinator (Program coordination, counseling, processing loan applications, tracking, reporting) .10 FTE Director of Programs and Grants   | \$207,625.78 |
| .10 FTE Director of Programs and Grants   |              |
|   | \$31,405.49  |
| .25 Outreach Coordinator  | \$47,234.87  |
| (Promotion, Outreach, Educational Pesentations)  Total =  | \$286,266.14 |
| Fringe benefits   |              |
| Project staff salaries x fringe rate  | \$68,703.87  |
| Indirect expenses (overhead, etc.)  |              |
| Project staff salaries x indirect rate  | \$28,626.61  |
| Travel, Lodging and Conference fees   |              |
| Item 1 = Miles X Item 2 = Trips X mileage rate  | \$493.00     |
| Equipment   | Ć1 F00 00    |
| Laptop and IT set up for FTE's  | \$1,500.00   |
| Materials and supplies  Copies: Participant X Item 1 = pages X Item 2 = cost per page + Item 3 = or   | \$6,817.50   |
| Printed ma Participant X Item 1 = pages X Item 2 = cost per page + Item 3 = overrur   | 1            |
| Office Sup. Item 1 = F1 X Item 2 = cost per person, per ye X % program hrs.  Postage: Estimated   | \$2,700.00   |
| Phn. & Int. Item 1 = F1 X Item 2 = cost per person, per ye X % program hrs.   | \$9,450.00   |
| IT Support  |              |
| Hours X Item 1 = Hourly rate  | \$6,000.00   |
| Promotion Pay-per-click social media ads  | \$20,160.00  |
|   | 720,100.00   |
| Other Credit Reports  | \$1,907.50   |
|   | • •          |
| Administrative costs Operational Expenses X Admin. rate   | \$56,241.20  |
| TOTAL OPERATIONAL EXPENSES  | \$488,865.83 |
|   |              |
| Loss Reserve Fund Item 1 = # of approvec X Item 2 = average loan amt. X Item 3 =  | \$178,125.00 |
| TOTAL NON-OPERATIONAL EXPENSES  | \$178,125.00 |
| TOTAL PROGAM EXPENSES   | \$666,990.83 |
| REVENUE   |              |
| Program income Item 1 = # of approve(X Item 2 = Lending partner fee   | \$237,500.00 |
| Moroue County ARPA Funding  | \$429,491.00 |
|   | \$666,991.00 |
| TOTAL PROGAM REVENUE  |              |

## Driven2Success - Sustainability Budget

Givens:

| Avg. hourly rate | n/a    | Admin. rate    | 13.00%  | Indirect rate       | 10.00% |
|------------------|--------|----------------|---------|---------------------|--------|
| Mileage rate     | 0.58   | Wrkg. Hrs. yr. | 2040    | Charge-off rate     | 2.5%   |
| Fringe rate      | 24.00% | % prgrm. Hrs.  | 100.00% | Lending partner fee | \$500  |
| Participants     | 1225   | Credit report  | \$3.50  |                     |        |

| Statistics and wages  Project staff:  1 FTE Project confinionate (Program consortinate)   | EXPENSES   |                    |  |         |          |             |        |                     |
|---|--|--------------------|--|---------|----------|-------------|--------|---------------------|
| Program coordwinthino, counselling, processing land applications, tracking, reporting)   1,04   5,8,4,8,1,4     Supervision and oversight, partnership development)   204   5,022,35     Program and Grandmator   204   5,022,35     Program an   | Salaries and wages/Project staff:  |                    |  |         | Item 1   | Item 2      | Item 3 | Total Amount        |
| 1.0 FTE process of programms and Ground   Sale     | · · · · · · · · · · · · · · · · · · ·  |                    |  |         |          |             |        | \$55,190.64         |
| From the first   Fro   | .10 FTE Director of Programs and Grants (Supervision and oversight, partnership development) |                    |  |         |          |             |        |                     |
| Fringe benefits   |  |                    |  | 204     |          |             |        | \$5,022.35          |
| ## Fingle heneFile   Fingle h | ,  |                    | •  | 2244    |          |             |        |                     |
| Project staff salaries × Indirect rate  | Fringe benefit   | ts                 |  |         |          |             |        | Project stajj salar |
| Project staffy solaries x indirect rate   Se855.11  |  | Project staff sala | ries x fringe rate   |         |          |             |        | \$16,454.67         |
| State   Stat  | Indirect exper   |                    |  |         |          | \$6,856.11  |        |                     |
| State   Stat  | Traval Ladai   | ng and Conferer    | rea faas   |         |          |             |        |                     |
| Raterials and   Supplies   Sup   | Travel, Lough  | -                  |  |         | 10       | 20          |        | \$116.00            |
| Raterials and   Supplies   Sup   | Equipment  |                    |  |         |          |             |        |                     |
| Copies   Participants   |  | et up for FTE's    |  |         |          |             |        | \$0.00              |
| Copies   Participants   | Materials and  | supplies           |  |         |          |             |        |                     |
| Office Sup. Postage: Estimated Postage: Estima                        |  |                    | X Item 1 = pages X Item 2 = cost per page + Item 3 = overrun                   |         | 10       | \$0.15      |        |                     |
| Postage:         Estimated Phn. & Int.         Estimated Item 1 = FTE's   X Item 2 = cost per person, per year   X% program hrs.         1.2 \$1,750.00         \$0.00           TS upport Hours         X Item 1 = Hourly rate         10 \$150.00         \$1,500.00           Promotion Pay per-click social media ads         Item 1 = # montl X Item 2 = cost per month         6 \$420.00         \$2,520.00           Other Credit Reports   Item 1 = # of credit reports   X Item 2 = cost per report   225 \$3.50         \$787.50           Administrative costs Operational Expenses   X Admin. rate   \$11,732.80           TOTAL OPERATIONAL EXPENSES   \$114,506.19           COTAL NON-OPERATIONAL EXPENSES   \$14,000.00         \$70,000.00           TOTAL PROGAM EXPENSES   \$184,506.19           REVENUE   Item 1 = # of approved loans   X Item 2 = lending partner fee   230   \$115,000.00         \$70,000.00           Pogram income  |  | •                  |  |         | 1 2      | \$500.00    |        |                     |
| Phn. & Int.         Item 1 = FTE's         X ltem 2 = cost per person, per year         X % program hrs.         1.2 \$1,750.00         \$2,100.00           IT Support         Hours         X ltem 1 = Hourly rate         10 \$150.00         \$1,500.00           Promotion         Pay-per-click social media ads         Item 1 = # montl X ltem 2 = cost per month         6 \$420.00         \$2,500.00           Other           Credit Reports         X ltem 2 = cost per report         225 \$3.50         \$787.50           Administrative costs         \$13,173.28           TOTAL OPERATIONAL EXPENSES         \$114,506.19           Loss Reserve Fund         Item 1 = # of approved loans         X ltem 2 = average loan amt. X ltem 3 = Charge-off rate         200 \$14,000.00         \$70,000.00           TOTAL NON-OPERATIONAL EXPENSES         \$184,506.19           REVENUE         AMOUNT           Program income         Item 1 = # of approved loans         X ltem 2 = Lending partner fee         230         \$115,000.00         \$70,000.00         \$70,000.00         \$70,000.00         \$70,0   | •  |                    | X item 2 = cost per person, per year X % program ins.                          |         | 1.2      | \$500.00    |        |                     |
| Hours         X Item 1 = Hourly rate         10 \$15.00         \$1,500.00           Promotion Pay-per-click social media ads Item 1 = # of credit reports Item 1 = # of credit reports X Item 2 = cost per report         6 \$420.00         \$2,520.00           Other Credit Reports Item 1 = # of credit reports X Item 2 = cost per report         225 \$3.50         \$787.50           Administrative costs Operational Expenses X Admin. rate State 1 = # of approved loans X Item 2 = average loan amt. X Item 3 = Charge off rate TOTAL OPERATIONAL EXPENSES TOTAL NON-OPERATIONAL EXPENSES TOTAL PROGAM EXPENSES TOT   | -  | Item 1 = FTE's     | X Item 2 = cost per person, per year X % program hrs.                          |         | 1.2      | \$1,750.00  |        |                     |
| Pay-per-click social media ads         Item 1 = # month   X Item 2 = cost per month         6 \$420.00         \$2,520.00           Other Credit Reports         Item 1 = # of credit reports         X Item 2 = cost per report         225 \$3.50         \$787.50           Administrative costs Operational Expenses         X Admin. rate         \$13,173.28           TOTAL OPERATIONAL EXPENSES         \$114,506.19           Loss Reserve Fund         Item 1 = # of approved loans         X Item 2 = average loan amt. X Item 3 = Charge-off rate         200 \$14,000.00         \$70,000.00           TOTAL NON-OPERATIONAL EXPENSES         \$70,000.00           TOTAL PROGAM EXPENSES         \$184,506.19           REVENUE         AMOUNT           Program income Foundation Support         Item 1 = # of approved loans         X Item 2 = Lending partner fee         230         \$115,000.00           TOTAL PROGAM REVENUE         \$70,000.00  | IT Support   | Hours              | X Item 1 = Hourly rate   | 10      | \$150.00 |             |        | \$1,500.00          |
| Other         Credit Reports       Item 1 = # of credit reports       X Item 2 = cost per report       225       \$3.50       \$787.50         Administrative costs         Operational Expenses       X Admin. rate       \$13,173.28         TOTAL OPERATIONAL EXPENSES       \$114,506.19         Loss Reserve Fund       Item 1 = # of approved loans       X Item 2 = average loan amt. X Item 3 = Charge-off rate       200       \$14,000.00       \$70,000.00         TOTAL NON-OPERATIONAL EXPENSES       \$70,000.00         TOTAL PROGAM EXPENSES       \$184,506.19         REVENUE         AMOUNT         Program income foundation Support       \$115,000.00         TOTAL PROGAM REVENUE       \$115,000.00   |  | cial media ads     | Item 1 = # montl X Item 2 = cost per month                                     |         | 6        | \$420.00    |        | \$2,520.00          |
| Credit Reports Item 1 = # of credit reports X Item 2 = cost per report 225 \$3.50 \$787.50   Administrative costs<br>Operational Expenses X Admin. rate \$13,173.28   TOTAL OPERATIONAL EXPENSES \$114,506.19   Loss Reserve Fund Item 1 = # of approved loans X Item 2 = average loan amt. X Item 3 = Charge-off rate 200 \$14,000.00 \$70,000.00   TOTAL NON-OPERATIONAL EXPENSES \$70,000.00   TOTAL PROGAM EXPENSES \$184,506.19   REVENUE AMOUNT   Program income<br>Foundation Support Item 1 = # of approved loans<br>\$70,000.00 X Item 2 = Lending partner fee 230 \$115,000.00   TOTAL PROGAM REVENUE \$10,000.00   |  |                    | ·  |         |          | ·           |        |                     |
| Operational Expenses       X Admin. rate       \$13,173.28         TOTAL OPERATIONAL EXPENSES       \$114,506.19         Loss Reserve Fund       Item 1 = # of approved loans       X Item 2 = average loan amt. X Item 3 = Charge-off rate       200 \$14,000.00       \$70,000.00         TOTAL NON-OPERATIONAL EXPENSES       \$70,000.00         TOTAL PROGAM EXPENSES       \$184,506.19         REVENUE       AMOUNT         Program income Foundation Support       Item 1 = # of approved loans ST0,000.00         TOTAL PROGAM REVENUE       \$115,000.00         TOTAL PROGAM REVENUE       \$185,000.00  |  |                    | Item 1 = # of credit reports X Item 2 = cost per report                        |         | 225      | \$3.50      |        | \$787.50            |
| Loss Reserve Fund Item 1 = # of approved loans X Item 2 = average loan amt. X Item 3 = Charge-off rate 200 \$14,000.00 \$70,000.00  TOTAL NON-OPERATIONAL EXPENSES \$70,000.00  TOTAL PROGAM EXPENSES \$184,506.19  REVENUE AMOUNT  Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 230 \$115,000.00  Foundation Support \$70,000.00   |  |                    | X Admin. rate  |         |          |             |        | \$13,173.28         |
| TOTAL NON-OPERATIONAL EXPENSES  \$70,000.00  TOTAL PROGAM EXPENSES  \$184,506.19  REVENUE  AMOUNT  Program income   Item 1 = # of approved loans   X Item 2 = Lending partner fee   230   \$115,000.00  Foundation Support   \$70,000.00  TOTAL PROGAM REVENUE   \$185,000.00   | TOTAL OPE  | RATIONAL EX        | PENSES   |         |          |             |        | \$114,506.19        |
| TOTAL PROGAM EXPENSES  REVENUE  AMOUNT  Program income   Item 1 = # of approved loans   X Item 2 = Lending partner fee   230   \$115,000.00   Foundation Support   \$70,000.00    TOTAL PROGAM REVENUE   \$185,000.00   | Loss Reserve Fu  | nd                 | Item 1 = # of approved loans X Item 2 = average loan amt. X Item 3 = Charge-or | ff rate | 200      | \$14,000.00 |        | \$70,000.00         |
| REVENUE  Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 230 \$115,000.00 Foundation Support \$70,000.00  TOTAL PROGAM REVENUE \$185,000.00  | TOTAL NON  | -OPERATIONA        | AL EXPENSES  |         |          |             |        | \$70,000.00         |
| Program income Item 1 = # of approved loans X Item 2 = Lending partner fee 230 \$115,000.00  Foundation Support \$70,000.00  TOTAL PROGAM REVENUE \$185,000.00  | TOTAL PRO  | GAM EXPENSI        | ES .   |         |          |             |        | \$184,506.19        |
| Foundation Support \$70,000.00  TOTAL PROGAM REVENUE \$185,000.00   | REVENUE  |                    |  |         |          |             |        | AMOUNT              |
|   | J  |                    | Item 1 = # of approved loans X Item 2 = Lending partner fee                    |         | 230      |             |        |                     |
| BALANCE \$493.81  | TOTAL PRO  | GAM REVENU         | E  |         |          |             |        | \$185,000.00        |
|   | BALANCE  |                    |  |         |          |             |        | \$493.81            |