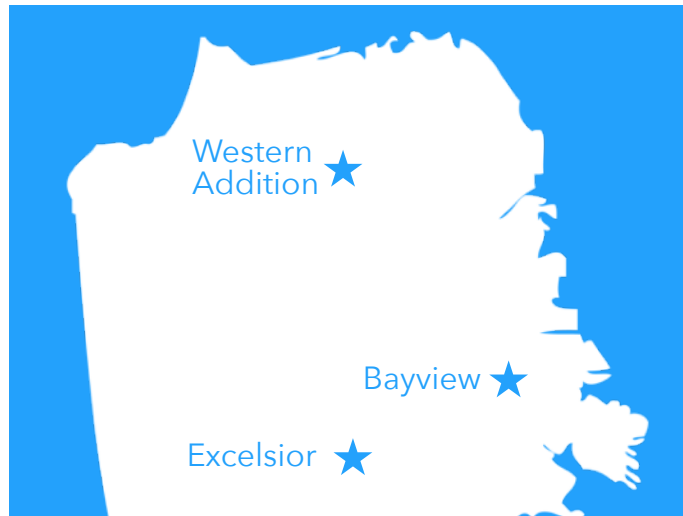


Proposed Budget (Summary)

\$2,827,612	/	+44%
Total Expenses		Growth in Expenses
\$2,864,275	/	+2%
Total Revenue		Growth in Revenue

New Major Action Items:

- Expansion of our service area to include D11 and D5
- Acquisition and build-out of new community centers in Excelsior and Western Addition
- Hiring for 15 new positions, including a frontline attorney and client advocate
- Execution of new outreach plan
- Intensive staff development
- Upgrading technology infrastructure

**New Program Hires**

Frontline Attorney
Frontline Coordinator (x2)
Client Advocate (MSW)
Housing Specialist
Elder / Immigration Law Paralegal
Senior Consumer/Public Benefits Attorney
Lead Employment Law Attorney
Staff Family Law Attorney
Staff Housing Law Attorney
Staff Elder Law Attorney

New Non-Program Hires

Manager of Talent & Culture
Director of Finance
Donor Relations Manager
Community Affairs Associate

	Annual Cost	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20
3. Operations / Management													
70101 - 3a1. Salaries	188,708.00	3,625.00	7,167.00	17,792.00	17,792.00	17,792.00	17,792.00	17,792.00	17,792.00	17,792.00	17,792.00	17,792.00	17,792.00
70102 - 3a2. Benefits	9,387.00	428.00	471.00	709.00	818.00	870.00	870.00	870.00	870.00	870.00	870.00	870.00	870.00
70103 - 3a3. Payroll Taxes	15,002.00	645.00	717.00	1,126.00	1,312.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00	1,400.00
70104 - 3a4. Contractors	89,300.00	5,775.00	5,775.00	10,775.00	10,775.00	10,775.00	10,775.00	5,775.00	5,775.00	5,775.00	5,775.00	5,775.00	5,775.00
70200 - 3b. Insurance & Fees (not including malpractice)	3,520.00	293.33	293.33	293.33	293.33	293.33	293.33	293.33	293.33	293.33	293.33	293.33	293.33
70400 - 3d. Business Cards	600.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00
70600 - 3f. Equipment	13,000.00	833.33	3,833.33	833.33	833.33	833.33	833.33	833.33	833.33	833.33	833.33	833.33	833.33
70700 - 3g. Information Technology	40,000.00	3,333.33	3,333.33	3,333.33	3,333.33	3,333.33	3,333.33	3,333.33	3,333.33	3,333.33	3,333.33	3,333.33	1,550.00
70900 - 3i. Management or Diversity Training	5,800.00	-	-	-	-	-	5,000.00	600.00	-	200.00	-	-	-
71000 - 3j. Office Expense	85,500.00	500.00	500.00	80,000.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00
72000 - 3k. PTO Expense	2,064.79	172.07	172.07	172.07	172.07	172.07	172.07	172.07	172.07	172.07	172.07	172.07	172.07
Total 3. Operations / Management	452,881.79	15,655.07	22,312.07	115,084.07	35,879.07	36,019.07	41,019.07	31,619.07	31,019.07	31,219.07	31,019.07	31,019.07	29,235.73
4. Development													
80101 - 4a1. Salaries	293,500.00	15,083.00	15,083.00	21,333.00	21,333.00	27,583.00	27,583.00	27,583.00	27,583.00	27,583.00	27,583.00	27,583.00	27,583.00
80102 - 4a2. Benefits	14,599.00	666.00	732.00	1,103.00	1,273.00	1,353.00	1,353.00	1,353.00	1,353.00	1,353.00	1,353.00	1,353.00	1,353.00
80103 - 4a3. Payroll Taxes	23,333.00	1,002.00	1,116.00	1,751.00	2,041.00	2,178.00	2,178.00	2,178.00	2,178.00	2,178.00	2,178.00	2,178.00	2,178.00
80200 - 4b. Gala Costs	53,500.00	-	-	-	-	-	-	4,000.00	16,000.00	6,750.00	-	26,750.00	-
80300 - 4c. Other Events	4,000.00	1,000.00	-	-	1,000.00	-	-	1,000.00	-	-	1,000.00	-	-
80500 - 4e. Food & Events (volunteer appreciation)	1,200.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
80600 - 4f. Mailing Costs	2,004.00	167.00	167.00	167.00	167.00	167.00	167.00	167.00	167.00	167.00	167.00	167.00	167.00
80700 - 4g. Advertising/Misc Dev	1,200.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
81000 - 4j. Professional Development	2,000.00	-	-	1,000.00	-	-	-	-	-	1,000.00	-	-	-
81200 - 4i. PTO Expenses	10,323.94	860.33	860.33	860.33	860.33	860.33	860.33	860.33	860.33	860.33	860.33	860.33	860.33
81300 - 4m. G&A Allocation	-	-	-	-	-	-	-	-	-	-	-	-	-
Total 4. Development	405,659.94	18,978.33	18,158.33	26,414.33	26,874.33	32,341.33	32,341.33	37,341.33	48,341.33	40,091.33	33,341.33	59,091.33	32,341.33
5. Overhead & Capital Budget													
90101 - 5a1. Salaries	9,250.00	771.00	771.00	771.00	771.00	771.00	771.00	771.00	771.00	771.00	771.00	771.00	771.00
90102 - 5a2. Benefits	460.00	21.00	23.00	35.00	40.00	43.00	43.00	43.00	43.00	43.00	43.00	43.00	43.00
90103 - 5a3. Payroll Taxes	735.00	32.00	35.00	55.00	64.00	69.00	69.00	69.00	69.00	69.00	69.00	69.00	69.00
90200 - 5b. Audit/Tax Services	18,000.00	-	-	3,000.00	-	-	-	7,500.00	-	-	7,500.00	-	-
90300 - 5c. Financial Accounting Services	27,700.00	1,900.00	2,200.00	2,200.00	2,200.00	2,200.00	2,200.00	2,200.00	3,000.00	3,000.00	2,200.00	2,200.00	2,200.00
90500 - 5e. PTO Expenses	688.26	57.36	57.36	57.36	57.36	57.36	57.36	57.36	57.36	57.36	57.36	57.36	57.36
90600 - 5f. G&A Allocation	-	-	-	-	-	-	-	-	-	-	-	-	-
Total 5. Overhead & Capital Budget	56,833.26	2,781.36	3,086.36	6,118.36	3,132.36	3,140.36	3,140.36	10,640.36	3,940.36	3,940.36	10,640.36	3,140.36	3,140.36
Total Operating Expenses	2,739,112.56	130,403.21	137,862.21	281,892.21	226,133.21	237,802.21	242,802.21	247,822.21	251,522.21	243,472.21	243,222.21	261,472.21	232,938.88
Operating Income / (Loss)	121,162.63	(1,451.78)	(33,560.78)	(86,190.78)	20,568.22	142,899.22	58,899.22	(49,120.78)	(69,320.78)	(47,770.78)	46,479.22	121,729.22	19,770.55
Other Income and Expense													
57000 - Depreciation Expenses	(12,169.14)	(942.25)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)
Total Other Income and Expense	(12,169.14)	(942.25)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)	(1,020.63)
Net Income / (Loss) before Tax	108,993.48	(2,394.03)	(34,581.41)	(87,211.41)	19,547.59	141,878.59	57,878.59	(50,141.41)	(70,341.41)	(48,791.41)	45,458.59	120,708.59	18,749.93
Net Income	108,993.48	(2,394.03)	(34,581.41)	(87,211.41)	19,547.59	141,878.59	57,878.59	(50,141.41)	(70,341.41)	(48,791.41)	45,458.59	120,708.59	18,749.93
Excelsior Legal Services-Rent+Ops Expenses	88,850.00	6,250.00	10,250.00	10,250.00	6,900.00	6,900.00	6,900.00	6,900.00	6,900.00	6,900.00	6,900.00	6,900.00	6,900.00
Net Income w/ELS	20,143.48	(8,644.03)	(44,831.41)	(97,461.41)	12,647.59	134,978.59	50,978.59	(57,041.41)	(77,241.41)	(55,691.41)	38,558.59	113,808.59	11,849.93