

## REGULATORY LAB PROJECTIONS

Description	REQUIREMENT AND DESIGN							
	DESIGN AND IMPLEMENTATION			MAINTENANCE AND GROWTH				
	YEAR 1 (FY23)	YEAR 2 (FY24)	YEAR 3 (FY25)	YEAR 4 (FY26)	YEAR 5 (FY27)	YEAR 6 (FY28)	YEAR 7 (FY29)	YEAR 8 (FY30)
<b>REVENUE</b>								
APPLICATION FEES	\$1,500	\$7,500	\$13,500	\$17,500	\$23,000	\$24,000	\$25,000	\$26,500
PARTICIPATION FEES	\$6,000	\$28,000	\$48,000	\$64,000	\$82,000	\$86,000	\$90,000	\$96,000
LICENSURE FEES	\$0	\$0	\$4,000	\$34,000	\$102,000	\$202,000	\$334,000	\$484,000
GRANTS	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL REVENUE</b>	<b>\$7,500</b>	<b>\$35,500</b>	<b>\$65,500</b>	<b>\$115,500</b>	<b>\$207,000</b>	<b>\$312,000</b>	<b>\$449,000</b>	<b>\$606,500</b>
<b>EXPENSES</b>								
BOARD EXPENSES	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000
OUTREACH	\$10,000	\$10,000	\$8,000	\$6,000	\$4,000	\$2,000	\$2,000	\$2,000
STAFF TRAVEL/PARKING	\$1,500	\$1,500	\$1,500	\$1,000	\$1,000	\$500	\$500	\$500
<b>TOTAL DIRECT COSTS</b>	<b>\$23,500</b>	<b>\$23,500</b>	<b>\$21,500</b>	<b>\$19,000</b>	<b>\$17,000</b>	<b>\$14,500</b>	<b>\$14,500</b>	<b>\$14,500</b>
SALARY AND BENEFITS	\$199,148	\$205,123	\$211,276	\$204,814	\$197,773	\$203,706	\$209,818	\$216,112
OVERHEAD	\$49,946	\$51,444	\$52,988	\$51,367	\$49,601	\$51,089	\$52,622	\$54,201
<b>TOTAL INDIRECT COSTS</b>	<b>\$249,094</b>	<b>\$256,567</b>	<b>\$264,264</b>	<b>\$256,181</b>	<b>\$247,374</b>	<b>\$254,796</b>	<b>\$262,440</b>	<b>\$270,313</b>
<b>INCOME/LOSS</b>	<b>-\$265,094</b>	<b>-\$244,567</b>	<b>-\$220,264</b>	<b>-\$159,681</b>	<b>-\$57,374</b>	<b>\$42,704</b>	<b>\$172,060</b>	<b>\$321,687</b>

Total Income/Loss    -\$265,094    -\$509,661    -\$729,925    -\$889,606    -\$946,980    -\$904,276    -\$732,216    -\$410,528

Requirement and design: includes constitution of the board, board and staff preparation, (risk assessment training? Identify software/tools used), finalizing the procedures manual, application process as well as the actual application, conduct outreach, etc.

Design and implementation: board is getting established and meeting often, workflows are being designed, first applications are being reviewed, tracking process is being finalized and implemented

Maintenance and growth: focus on tracking, outreach and auditing; proposing changes to the Court