

- Your Annual Operating Budget:
  
- Understand your business model:
  - Expenses (*Current or Last Year*):
  
  - Revenue and where it comes from (*i.e., Fee for Service, Medicare/caid Reimbursement, etc.*)(*Current or Last Year*):
  
- Do you have an endowment? Size?
  
- Total number Impacted by Your Organization:
  
- Understand your Programs:

Program Name	<i>ex. Read Aloud</i>	<i>ex. Family Literacy</i>
Revenue	<i>\$20,000 (Each of the 40 schools Contributes \$500)</i>	<i>\$0</i>
Cost	<i>\$100,000</i>	<i>\$200,000</i>
# Impacted	<i>1600 Students</i>	<i>500 Families</i>

- Total number of Staff:
  
- What's on the horizon for your organization?
  - Special projects?
  - Program/Impact growth?
  - Capital needs?