

ORPE HUMAN RIGHTS ADVOCATES

Restoring Human Dignity

www.orpe.org

Proforma Estimating Profits & Loss for the
Next Five Years



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Mission

The ORPE Human Rights Advocates stands on the frontlines of social-economic challenges that most directly impact the livelihoods, and well-being of underserved communities including homeless, low incomes, veterans, moms, and pregnant women with substance use disorders, and disconnected young adults. To deliver for the Underserved Communities at this consequential moment. Our actions are focused on the following strategic goal:

Take leadership to defend human dignity in underserved communities and mobilize coalitions to address the social-economic challenges that have the greatest impact on social economic security and well-being of people making part of underserved communities.

We are revitalizing and modernizing our strategy to empower communities and people living in hardship to become not only economically self-sufficient, but also, we equip and provide them a second chance of forging new pathways that can drive their mindsets to stand in a position capable of transforming their lives and transform communities, organizations, or our nation for the benefit of people. We are building the coalitions necessary to strengthen health equity, combat infectious disease, and address and mitigate the impacts of poverty and homelessness.

Orpe Human Rights Advocates' vocation is to defend the interests of those who can't assert their own fundamental rights. It is our mission to promote equality, liberty and justice without discrimination based on race, gender, religion, or political opinions. We are therefore committed to assuming leadership in the areas of diversity and inclusiveness. We are prepared to embrace diversity within the communities, and we expect to work in partnerships with non-profit groups, civic leaders, and civil rights organizations that, like us, who are committed to ensuring the growth and vibrancy of the communities and the prosperity of the individuals that make part of the underserved communities.

Our Commitment and Program Goals

What We Do	Goal 1	Goal 2	Goal 3	Goal 4
<ul style="list-style-type: none"> ▪ We empower communities through rehabilitative programs. ▪ We promote programs that empower people in poverty to become economically self-sufficient. ▪ We upskill the next generation of transformational and divinely driven leaders capable of advocating and advancing policies deemed to transform organizations, communities, or our nation for the benefits of our citizens. ▪ We advocate for the causes of people who cannot assert their own fundamental rights. 	<p>Deliver training programs that build professional skills to low incomes to permit them become economically self-sufficient.</p>	<p>Incorporate the executive, and leadership component in the training programs for the purpose of empowering underserved communities and make them become integral part of social economic development</p>	<p>Empower the next generation of transformational and divinely driven leaders, capable of advocating and advancing policies deemed to transform organizations, communities, nations, or our world for the benefits of people.</p>	<p>Advance programs that promote equity, diversity, and inclusion to promote, and inclusion to promotes the culture of fair treatment and full participation of people, especially populations that have historically been underrepresented or subject to discrimination because of their background, identity, and disability.</p>

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Program Objectives:	Social Services Delivery
<ul style="list-style-type: none"> • Reduce the risk of homelessness through upskilling vulnerable people with professional skills, case management, integrated behavioral health. • Increase in low-income individuals including homeless, veterans, the ability of self-efficacy. • Increase in serviced low-income clients the ability of becoming economically self-sufficient. • Empower underserved communities through programs that upskills regular individuals belonging in the underserved communities, and equip them with transformational executive and leadership, entrepreneurship, and social enterprises skills for the purpose of enabling their God-given talents, to advocate and advance policies deemed to transform communities, organizations, our nation, or our world for the benefits of people. 	<ul style="list-style-type: none"> • Case management. • Integrated behavioral health. • Psychological rehabilitation. • Homeless preventive services. • Community-centered programs. • Supported employment services.

Abbreviations used in this document:

- **No P:** Number of Participants
- **UC:** Cost per Unity
- **No Clients:** Number of clients
- **Sponsored:** Program is free of charge for qualified participant or client
- **No sponsored:** Participant is required to pay the cost of the program.
- **DOL:** Department of Labor
- **DOJ:** Department of Justice
- **DOS:** Department of State
- **DHH:** Department of Health and Human Services
- **ORR:** Office of Refugee and Resettlement
- **TBD:** To Be Defined
- **NC:** No Cost

This document is divided into three parts. Part I deals with PROFORMA estimating the next five years’ revenues. Part II deals with PROFORMA estimating the five next year’s operational expenses and operational costs incurred during the performance of activities that generated the revenues described in part I. After Part II, there is a component that shows positive results from the difference between the total annual revenues menus and the total annual expenses.

We have resolved to incorporate in Part III the THREE YEARS PROFITS AND LOSTS STATEMENT associated with the ORPE activities in the course of the past three years.

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Part I

PROFORMA ESTIMATING REVENUES PER FISCAL YEAR FOR THE NEXT COMING FIVE YEARS

Empowering Communities	2023			2024			2025			2026			2027		
Taskforce Capacity Building	No P	UC	Total	No P	UC	Total	No P	UC	Total	No P	UC	Total	No P	UC	Total
Computer Science	60	2,000	120,000	160	2,000	320,000	184	2,000	368,000	220	2,000	440,000	240	2,000	480,000
Nursing	180	2,000	360,000	298	2,000	596,000	320	2,000	640,000	360	2,000	720,000	380	2,000	720,000
Social Works & Human Services	40	2,000	80,000	120	2,000	240,000	120	2,000	240,000	140	2,000	280,000	148	2,000	296,000
▪ DOL (Grants)						600,000			600,000			600,000			600,000
▪ Fundraising						120,000			140,000			140,000			153,000
Total			\$560,000			\$1,876,000			\$1,988,000			\$2,329,000			\$2,249,000
Executive & Leadership Skills	No P	UC	Total	No P	UC	Total	No P	UC	Total	No P	UC	Total	No P	UC	Total
Potential Leaders	38	6,900	262,200	42	6,900	289,800	44	6,900	303,600	46	6,900	313,400	48	6,900	331,200
New Leaders	60	6,900	414,000	64	6,900	441,000	68	6,900	469,200	68	6,900	469,200	70	6,900	483,000
Aspiring Leaders	58	6,900	400,200	60	6,900	414,000	62	6,900	427,800	64	6,900	441,600	68	6,900	652,800
Total			\$1,076,000			\$1,144,800			\$1,200,600			\$1,224,200			\$1,467,000
Diplomatic & International Affairs	No Clients	UC	Total	No P	UC	Total	No P	UC	Total	No P	UC	Total	No P	UC	Total
Participants (USA)	120	1,989	238,680	128	1,989	254,592	132	1,989	262,546	138	1,989	274,482	143	1,989	284,427
International particip.	180	1,989	358,020	200	1,989	397,800	220	1,989	437,580	244	1,989	463,112	268	1,989	533,052
Total	300	3,978	\$596,700	328	3,978	\$652,392	352	3,978	\$700,126	382	3,978	\$637,594	411	3,978	\$817,479
Trial Advocacy Skills Development	No Clients	UC	Total	No P	UC	Total	No P	UC	Total	No P	UC	Total	No P	UC	Total
Participants (USA)	48	7,800	374,400	48	7,800	374,400	53	7,800	413,400	53	7,800	413,400	53	7,800	413,400
International particip.	96	7,800	748,80	96	7,800	748,80	99	7,800	772,200	99	7,800	772,200	99	7,800	772,200
Total	144		\$1,123,200			\$1,123,200			\$1,185,600			\$1,185,600			\$1,185,600

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Global Digital Platform (Comm.)	No Clients	UC	Total	No P	UC	Total	No P	UC	Total	No P	UC	Total	No P	UC	Total
▪ Individuals	3,800	30 x 12	1,368,400	5,000	30 x 12	1,800,000	6,000	30 x 12	2,160,000	7,000	30x 12	2,520,000	9,000	30 x 12	3,240,000
▪ Corporates	130	130 x12	202,800	130	130 x12	202,800	130	120 x12	187,200	130	120 x12	187,200	130	130 x12	202,800
Total			\$1,571,200			2,002,800			2,347,200			2,707,200			3,442,800
Legal Aids	No Clients	UC	Total	No Clients	UC	Total	No Clients	UC	Total	No Clients	UC	Total	No Client s	UC	Total
Free Civil Legal Aid	260	NC	0	268	1,000	0	270	1,000	0	278	1,000	0	280	1,000	0
▪ DOJ (Grants)			120,000			130,000			140,000			146,000			158,000
▪ HHS (Grant)			132,000			132,000			134,000			138,000			149,000
▪ Fundraising			24,000			54,000			58,000			62,000			74,000
Total	260		\$276,000			\$316,000			\$332,000			\$346,000			\$381,000
Immigration Legal Services	No Clients	UC	Total	No Clients	UC	Total	No Clients	UC	Total	No Clients	UC	Total	No Client s	UC	Total
	360	100	36,000	360	100	36,000	360	100	36,000	360	100	36,000	360	100	36,000
▪ DHS (Grants)			200,000			200,000			200,000			200,000			200,000
▪ ORR (Grants)			120,000			120,000			120,000			120,000			120,000
▪ Fundraising			64,000			88,000			64,000			64,000			64,000
Total	360		\$420,000			\$444,000			\$420,000			\$420,000			\$420,000
Housing Programs	No Clients	UC	Total	No Clients	UC	Total	No Clients	UC	Total	No Clients	UC	Total	No Client s	UC	Total
Homeless prevention	260	NC	0	160		0	160		0	160			226		0
▪ HUD (Grants)			31,000			44,000			55,000			58,000			60,000
▪ HHS (Grants)			47,000			80,000			83,000			87,000			100,000
▪ Fundraising			25,000			24,000			26,000			27,000			28,000
General housing	320	NC	0	133		0	126		0	172		0	210		0
▪ Grants			19,000			24,000			27,000			29,000			29,000
▪ Fundraising			35,000			38,000			58,000			79,000			188,000
Total			\$167,000			\$210,000			\$249,000			\$280,000			\$413,000
Transitional housing	180	NC											177		
▪ Grants			33,000			34,000			38,000			41,000			83,000
▪ HHS (Grants)			48,600			49,600			50,600			51,600			218,600
▪ Fundraising			34,000			39,000			42,000			43,000			229,000
Total			\$115,000			\$122,000			\$130,000			\$135,000			\$530,000
Rapid Re-housing	120	NC	0	126		0	122		0	118			122		
▪ HUD (Grants)			TBD			TBD			TBD			TBD			TBD

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<ul style="list-style-type: none"> ▪ HHS (Grants) ▪ Fundraising Total			TBD			TBD			TBD			TBD			TBD
			TBD			TBD			TBD			TBD			TBD
Emergency Shelter (s) <ul style="list-style-type: none"> ▪ HHS (Grant) ▪ ORPE (Grants) ▪ Fundraising Total	160	NC													
			TBD			TBD			TBD			TBD			TBD
			TBD			TBD			TBD			TBD			TBD
			TBD			TBD			TBD			TBD			TBD
			TBD			TBD			TBD			TBD			TBD
Health Equity	No Clients	UC	Total	No Clients	UC	Total	No Clients	UC	Total	No Clients	UC	Total	No Clients	UC	Total
Moms with SUD & Infants <ul style="list-style-type: none"> ▪ SAMSHA ▪ HHS (Grants) ▪ HUD (Grants) ▪ Fundraising Total	120			140			160			140			155		
		NC													
			TBD			TBD			TBD			TBD			TBD
			TBD			TBD			TBD			TBD			TBD
			TBD			TBD			TBD			TBD			TBD
Infectious Disease Response															
People with HIV <ul style="list-style-type: none"> ▪ SAMSHA (Grants) ▪ HHS (Grants) ▪ HUD (Grants) ▪ Fundraising Total	340	NC		340			320			280			300		
			TBD			TBD			TBD			TBD			TBD
			TBD			TBD			TBD			TBD			TBD
			TBD			TBD			TBD			TBD			TBD
Program for Uninsured <ul style="list-style-type: none"> ▪ SAMSHA (Grants) ▪ HHS (Grants) ▪ HUD (Grants) ▪ Fundraising Total	450	NC		450			460			430			422		
			TBD			TBD			TBD			TBD			TBD
			TBD			TBD			TBD			TBD			TBD
			TBD			TBD			TBD			TBD			TBD
			TBD			TBD			TBD			TBD			TBD
TOTAL REVENUES			\$5,905,100			\$7,891,192			\$8,174,526			\$9,399,594			\$10,562,979

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Part II

PROFORMA ESTIMATING THE OPERATIONAL COSTS PER FISCAL YEAR FOR THE NEXT COMING FIVE YEARS

1. PERSONNEL

1. Personnel	FY 2023		FY 2024		FY 2025		FY 2026		FY 2027	
	No		No		No		No		No	
1a. Executive Director	1		1	45,000	1	65,000	1	85,000	1	90,000
1b. Chief Operating Officer	1	41,000	1	45,000	1	74,000	1	76,000	1	78,000
1c. Chief Financial Officer	1	31,000	1	41,000	1	61,000	1	74,000	1	76,000
1d. Chief Information Technology	1	41,000	1	68,000	1	74,000	1	76,000	1	78,000
1e. Program Directors	2	60,000	4	260,000	4	272,000	4	292,000	4	304,000
1f. Public Relations Director	1	9,000	1	59,000	1	59,000	1	59,000	1	59,000
1g. Social Workers	2		2	116,000	2	116,000	2	116,000	2	116,000
1h. Case Managers	2	32,000	2	96,000	2	96,000	2	96,000	2	96,000
1i. Lawyers	2	84,276	2	130,000	2	130,000	2	130,000	2	130,000
1j. Instructors	4	90,000	8	480,000	9	496,000	10	510,000	11	520,000
1l. Administrative Assistant	2	32,000	2	62,000	2	62,000	2	72,000	2	82,000
1m. 2 Security Guards	2	18,000	2	38,000	2	38,000	2	38,000	2	38,000
1n. Janitorial	1	8,000	2	28,000	2	32,000	2	36,000	2	42,000
Personnel Total		\$446,276		\$1,468,000		\$1,559,000		\$1,660,000		\$1,679,000

2. FINGE BENEFITS

3. Fringe Benefits	FY 2023		FY 2024		FY 2025		FY 2026		FY 2027	
	No		No		No		No		No	
2a. Executive Director	1		1	6,885	1	9,945	1	13,005	1	13,770
2b. Chief Operating Officer	1	10,863	1	9,482	1	10,863	1	10,863	1	11,934
2c. Chief Financial Officer	1	4,743	1	10,863	1	10,863	1	10,863	1	11,628
2d. Chief Information Technology	1	10,863	1	10,863	1	10,863	1	10,863	1	11,934
2e. Program Directors	2	39,780	4	39,780	4	39,780	4	39,780	4	46,512
2f. Public Relations Director	1	9,027	1	9,027	1	9,027	1	9,027	1	9,027

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2g. Social Workers	2	17,748	2	17,748	2	17,748	2	17,748	2	17,748
2h. Case Managers	2	14,688	2	14,688	2	14,688	2	14,688	2	14,688
2i. Lawyers	2	19,890	2	19,890	2	29,890	2	33,860	2	19,890
2j. Instructors	4	36,440	8	73,440	9	77,440	10	78,030	11	79,560
2l. Administrative Assistant	2	9,486	2	9,486	2	9,486	2	9,486	2	9,486
2m. 2 Security Guards	2	5,814	2	5,814	2	5,814	2	5,814	2	5,814
2n. Janitorial	1	3,274	2	4,284	2	4,896	2	5,508	2	6,426
Fringe Benefits Total		68,281		224,604		238,527		253,980		258,417
Personnel + Fringe Benefits Total		\$514,556		\$1,682,604		\$1,797,527		\$1,913,980		\$1,937,417

3). OTHER EXPENSES

OTHER EXPENSES	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027
▪ Advertisements	37,121	67,243	72,443	80,343	90,140
▪ Bank charges	8,243	15,179	17,279	19,174	22,724
▪ Client care	98,244	105,876	123,370	137,270	145,670
▪ Computer expenses	45,915	125,022	138,128	148,526	153,290
▪ Dues & subscriptions	37,826	85,550	90,250	100,550	120,750
▪ Equipment expenses	97,289	146,790	162,430	177,520	200,654
▪ Food	17,238	25,845	38,115	43,410	58,110
▪ Homeless, & youth adults	58,725	72,108	80,400	90,256	103,568
▪ In-kind services	136,049	153,200	165,342	176,142	189,763
▪ Insurances	10,055	13,608	15,200	17,100	19,405
▪ Interest expenses	4,611	10,320	12,770	13,490	15,220
▪ Office expenses	38,281	44,590	56,450	69,250	74,550
▪ Outside services	55,756	72,705	81,340	93,960	105,100
▪ Postage	14,820	16,500	17,550	19,850	21,960
▪ Printing	8,164	10,267	12,367	14,560	16,830
▪ Professional services	67,816	80,410	91,210	97,910	121,210
▪ Public relations	170,688	190,056	205,050	230,550	256,160
▪ Rent	21,361	48,377	57,372	64,170	72,750
▪ Small equipment	104,808	122,463	138,163	146,861	159,360
▪ Supplies	52,858	69,257	75,557	80,150	97,990

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▪ Taxes and licenses	12,431	13,990	14,267	15,997	17,892
▪ Telephone	38,063	45,102	53,102	62,205	74,505
▪ Transportation	49,764	51,778	61,090	77,680	81,145
▪ Utilities					
▪ Direct benefit costs					
Total Other Expenses	\$1,081,328	\$1,586,236	\$1,779,245	\$1,976,924	\$2,218,746

Total Expenses = Personnel + Fringe Benefits + Other Expenses

TOTAL EXPENSES	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027
Personnel	446,276	1,468,000	1,559,000	1,660,000	1,679,000
Fringe benefits	68,281	224,604	238,527	253,980	258,417
Other Expenses	1,081,328	1,586,236	1,779,245	1,976,924	2,218,746
Total Expenses	\$1,595,885	\$3,278,840	\$3,576,772	\$3,890,904	\$4,156,163

4) Five Years Profit and Loss Schedules

Profit or Loss = Total Revenues – Total Expenses

	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027
Total Revenues	5,905,100	7,891,192	8,174,526	9,399,594	10,562,979
Total Expenses	1,595,885	3,278,840	3,576,772	3,890,904	4,156,163
Revenues - Expenses	\$4,309,215	\$4,612,352	\$4,822,822	5,508,690	6,406,816