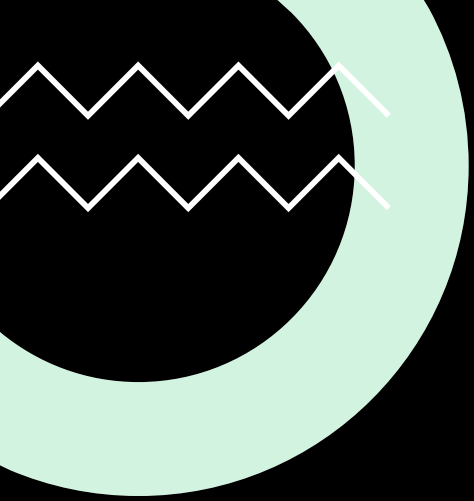




3 YEAR OVERVIEW

NOV 13, 2024





Our Journey



Number of students enrolled

5

6

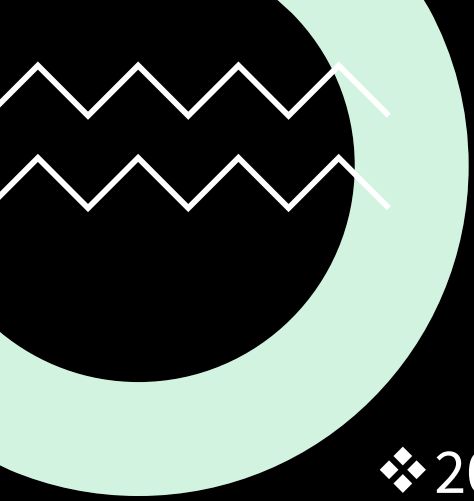
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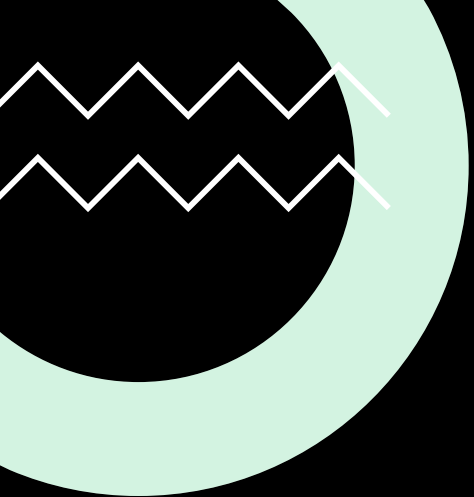




Awards

- ❖ 2024 NJSBA/ASAH Innovations in Special Education Award
- ❖ 2024 SWMHS Teacher of the Year
- ❖ 2024 Central Jersey Best Local Coffee
- ❖ 2023 Recipient of the Dupont Community Outreach Program
- ❖ 2024 Recipient of the Dupont Community Outreach Program

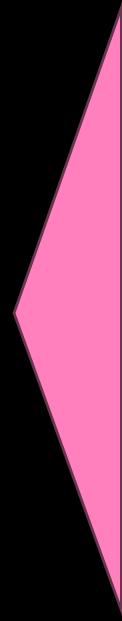




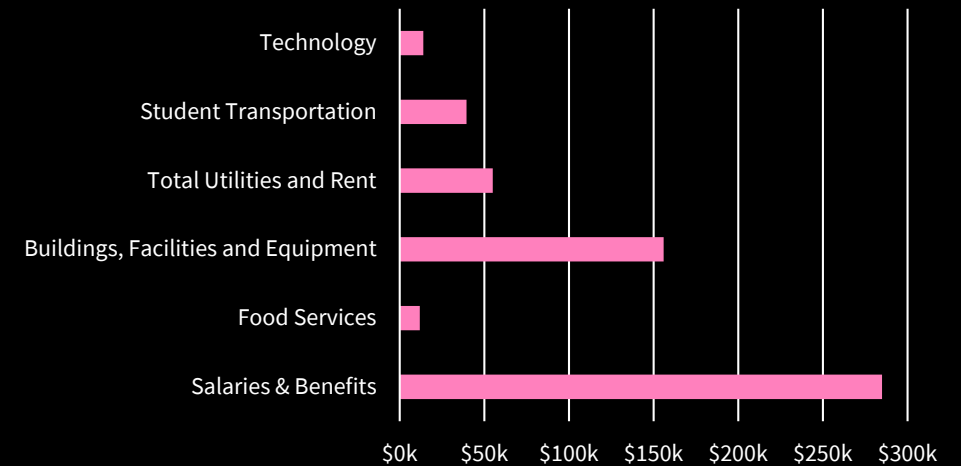
Financial Highlights for Year 1

2022-2023

| | |
|------------------------------|--------------------|
| Revenue | \$107,769 |
| Expenses | (\$563,587) |
| Net Income | (\$455,819) |
| Out of District Cost avoided | \$240,000 |
| Net Benefit (Cost) | (\$215,819) |



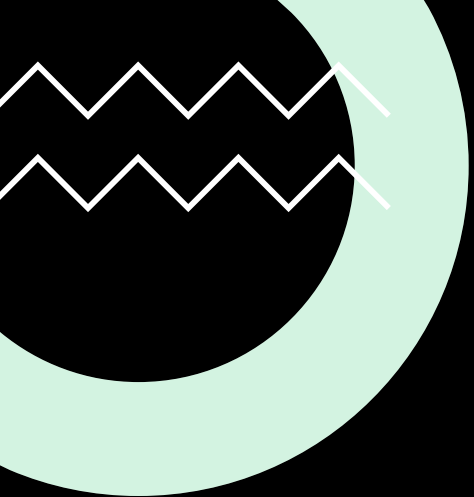
22-23 Expense Breakout



Accomplishments

- Furnished the Entire Space in Units A, B, and Apartment 2
- Completed interior renovations in Café
- Built Ramp
- Completed Electrical and Plumbing to be up to code.
- Café Floors
- Security Cameras
- Opened Doors to the Café
- Total Sales (Feb to June) \$17,769
- 6 Students enrolled (Started with 5)

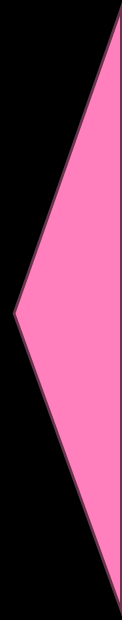




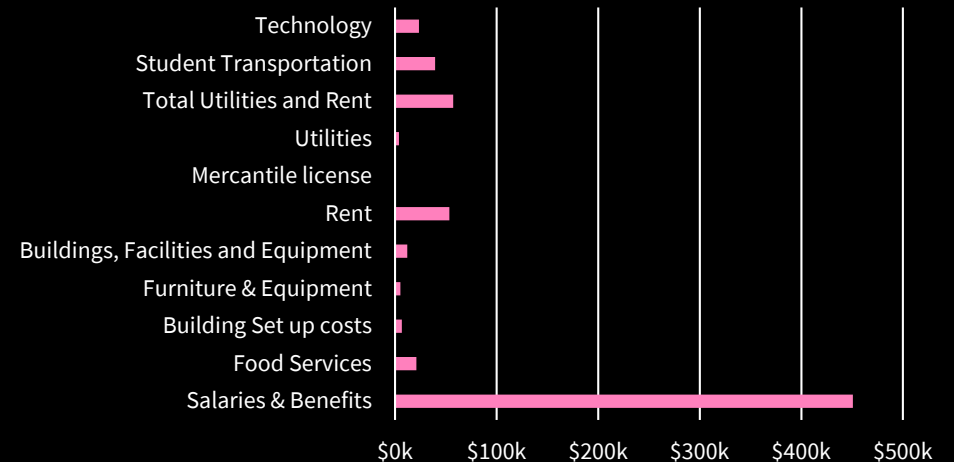
Financial Highlights for Year 2

2023-2024

| | |
|------------------------------|--------------------|
| Revenue | \$147,023 |
| Expenses | (\$607,417) |
| Net Income | (\$460,394) |
| Out of District Cost avoided | \$560,000 |
| Net Benefit (Cost) | \$99,606 |



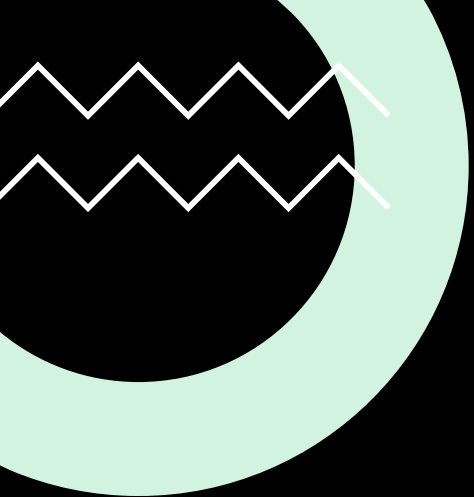
23-24 Expense Breakout



Accomplishments

- Expanded Café floor Space
- Added Security Swipes
- Acquired Unit D
- \$41,173 is Sales
- Participated 14-night events between the café and community
- 6,996 Transactions



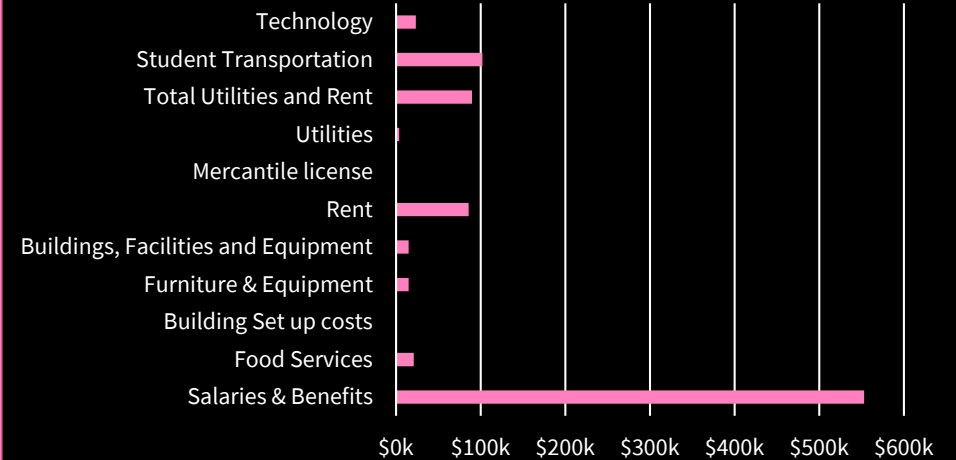


Financial Highlights for Year 3

| | 2024-2025 |
|------------------------------|--------------------|
| Revenue | \$44,473 |
| Expenses | (\$807,458) |
| Net Income | (\$762,985) |
| Out of District Cost avoided | \$960,000 |
| Net Benefit (Cost) | \$197,015 |



24-25 Expense Breakout

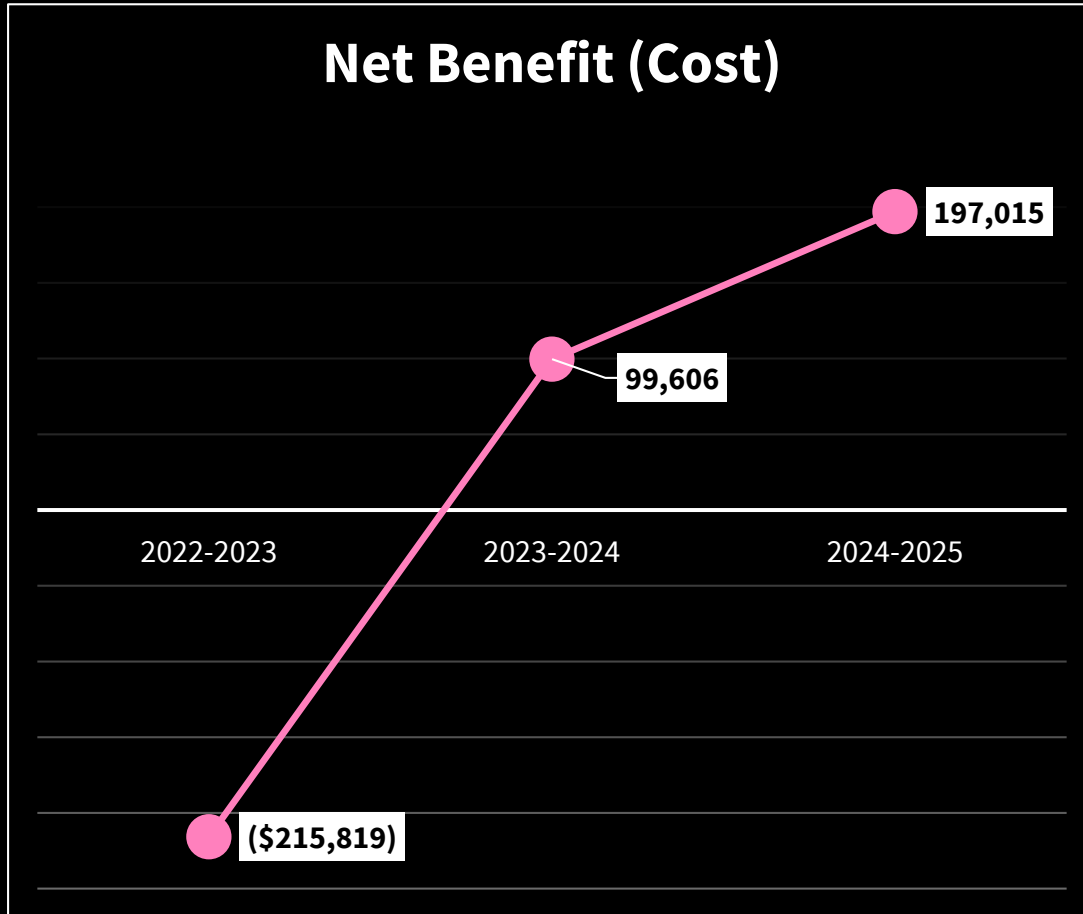


Accomplishments

- Furnish the Apparel Shop and Community Hub
- Expand to 12 students
- Working to finalize internet in the Building
- Purchase a Passenger Van for Program
- Winner of Best Coffee Shop In Central Jersey
- Community Partners A Step in Time, Rustonis, Bubba's, Venetian Rehab Center, Sayreville Public Library, Sayreville Senior Center, Sayreville Historical Society
- 3 students placed in WBL job sites with the potential of work after graduation.
- Volunteer for community service: food shopping , yard clean up.



Overview and Trajectory



| | 2022-2023 Actual | 2023-2024 Actual | 2024-2025 Forecast |
|-------------------------------------|---------------------|---------------------|-----------------------|
| Revenue | | | |
| Student tuition | \$90,000 | \$103,350 | \$0 |
| Café sales | \$17,769 | \$41,173 | \$41,173 |
| Donations (Dupont) | \$0 | \$2,500 | \$3,300 |
| Total Revenue | \$107,769 | \$147,023 | \$44,473 |
| Costs | | | |
| Staff Salaries | (\$197,115) | (\$333,269) | (\$378,656) |
| Benefits | (\$61,055) | (\$85,560) | (\$102,418) |
| Student Salaries | (\$26,734) | (\$31,876) | (\$72,000) |
| Salaries & Benefits | (\$284,903) | (\$450,705) | (\$553,074) |
| Food Services | (\$11,839) | (\$21,011) | (\$21,011) |
| Building Set up costs | (\$69,071) | (\$6,700) | \$0 |
| Furniture & Equipment | (\$86,827) | (\$5,280) | (\$14,813) |
| Buildings, Facilities and Equipment | (\$155,897) | (\$11,980) | (\$14,813) |
| Rent | (\$52,000) | (\$53,466) | (\$85,814) |
| Mercantile license | (\$275) | \$0 | (\$225) |
| Utilities | (\$2,705) | (\$3,767) | (\$3,767) |
| Total Utilities and Rent | (\$54,980) | (\$57,233) | (\$89,806) |
| Student Transportation | (\$39,473) | (\$39,473) | (\$101,997) |
| Technology | (\$13,904) | (\$23,457) | (\$23,457) |
| Other | (\$2,590) | (\$3,557) | (\$3,300) |
| Total Expenses | (\$563,587) | (\$607,417) | (\$807,458) |
| Net Income | (\$455,819) | (\$460,394) | (762,985) |
| Out of distric costs avoided | \$240,000 | 560,000 | 960,000 |
| Net Benefit (Cost) | (\$215,819) | 99,606 | 197,015 |

Note: Food services and student transportation costs are estimates

