

**CASH FLOW STATEMENT FORM**

Grey Cells Are Input Cells

Name of Offeror The Initiating Committee services The CoC A2 Michigan

**Prospective Cash Flow Statement**

<b>Operating Activities</b>	<b>Year Zero</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>	<b>2029</b>	<b>2030</b>	<b>2031</b>	<b>2032</b>
Net Income		103,446	-215,257	189,288	222,502	249,352	109,002	132,852	145,002	184,407	210,107
Depreciation											
Amortization											
Change in working capital											
Other (describe)											
<b>Net Cash Provided (Used) by Operating Activities</b>	<b>0</b>	<b>103,446</b>	<b>-215,257</b>	<b>189,288</b>	<b>222,502</b>	<b>249,352</b>	<b>109,002</b>	<b>132,852</b>	<b>145,002</b>	<b>184,407</b>	<b>210,107</b>
<b>Financing Activities</b>											
Dividend											
Sale/Repurchase of Stock											
Borrowings/ Repayment of Debt											
Other (describe)											
<b>Net Cash Provided (Used) by Financing Activities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Investment Activities</b>											
Real Property (not Within Park)											
Inventory and Supplies											
Start-Up Expenses		49,951									
Working Capital											
Request For Proposal for Expanded Future Vision		120,000									
DDA -875 per day via the Charter Repayment	163,000	163,000	163,000	163,000	163,000						
DDA- 875 per day 2023		273,000	273,000	273,000	273,000	273,000	273,000	273,000	273,000	273,000	273,000
<b>Net Cash Provided (Used) by Investing Activities</b>	<b>163,000</b>	<b>605,951</b>	<b>436,000</b>	<b>436,000</b>	<b>436,000</b>	<b>273,000</b>	<b>273,000</b>	<b>273,000</b>	<b>273,000</b>	<b>273,000</b>	<b>273,000</b>
<b>Total Cash Flow</b>	<b>163,000</b>	<b>709,397</b>	<b>220,743</b>	<b>625,288</b>	<b>658,502</b>	<b>522,352</b>	<b>382,002</b>	<b>405,852</b>	<b>418,002</b>	<b>457,407</b>	<b>483,107</b>

**CASH FLOW STATEMENT FORM**

Grey Cells Are Input Cells

Name of Offeror The Initiating Committee services The CoC A2 Michigan

**Prospective Cash Flow Statement**Notes

**1) Formulas included in this form are provided by the NPS as guidance only. The Offeror is responsible for its financial projections and their accuracy.**

2) Yellow cells represent categories that need to be explained on the "Cash Flow Statement Assumptions" worksheet.

3) Investment activities should include entries for one time acquisition, as well as cyclical or annual capital investments such as replacement.

4) Estimates for capital expenditures in the Cash Flow Statements made prior to or during the first year after the start of the Draft Lease should be reflective of estimates provide in the Initial Investment and Start-up Costs form.

5) Clearly delineate between personal and real property and define your rationale and assumptions for each category.

**INCOME STATEMENT FORM**

Grey Cells Are Input Cells

Name of Offeror **A2C2 in the service of the CoCo A2 Mi**

**Prospective Income Statement**

	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
<b>Revenue</b>										
Parking in support of the DDA	2,160	2,800	3,200	3,600	4,000	4,400	4,800	5,200	6,000	6,400
Permits/Conc.fees/Visitor Kiosk	59,570	78,250	80,000	95,530	95,530	101,030	101,780	101,780	105,230	104,030
Grants/Fundraising	75,000	75,000	100,000	100,000	100,000	125,000	125,000	125,000	140,000	150,000
Block Partner /Visitor Contributions	20,000	30,000	40,000	50,000	60,000	70,000	80,000	90,000	100,000	120,000
Volunteer Hours @15.00 per hour	33,300	34,050	34,800	35,500	36,250	37,000	37,750	38,500	39,250	40,750
Misc. (food truck rentals, etc)	2,000	3,000	4,000	5,000	6,000	7,000	8,000	9,000	10,000	11,000
<b>Total Gross Revenue</b>	<b>192,030</b>	<b>223,100</b>	<b>262,000</b>	<b>289,630</b>	<b>301,780</b>	<b>344,430</b>	<b>357,330</b>	<b>369,480</b>	<b>400,480</b>	<b>432,180</b>
<b>Total Deductions</b>										
<b>Total Gross Receipts (if Different)</b>	<b>192,030</b>	<b>223,100</b>	<b>262,000</b>	<b>289,630</b>	<b>301,780</b>	<b>344,430</b>	<b>357,330</b>	<b>369,480</b>	<b>400,480</b>	<b>432,180</b>
<b>Cost of Sales</b>										
Event Insurance Certificate	600	600	600	600	600	600	600	600	600	600
Bags for Meters - DDA										
Waste Management Expenses										
Storage (Republic Parking)										
Utilities( Elec, Water, Internet)										
Programming Expenses										
Park Embassador Volunteer Program	15,000	15,000	15,000	18,000	18,000	18,000	21,000	21,000	21,000	21,000
Field Office Rental- Mobile Mini office	14,184	14,184	14,184							
<b>Total Cost of Sales</b>	<b>29,784</b>	<b>29,784</b>	<b>29,784</b>	<b>18,600</b>	<b>18,600</b>	<b>18,600</b>	<b>21,600</b>	<b>21,600</b>	<b>21,600</b>	<b>21,600</b>
<b>Gross Profit</b>	<b>162,246</b>	<b>193,316</b>	<b>232,216</b>	<b>271,030</b>	<b>283,180</b>	<b>325,830</b>	<b>335,730</b>	<b>347,880</b>	<b>378,880</b>	<b>410,580</b>
<b>Direct Expenses</b>										
<b>STAFFING</b>										
Park Superintendent										
Block Division/Fifth/Liberty/William		41,000	44,405	44,405	44,405	44,405	44,405	44,405	45,000	45,000
<b>Total</b>	<b>0</b>	<b>41,000</b>	<b>44,405</b>	<b>44,405</b>	<b>44,405</b>	<b>44,405</b>	<b>44,405</b>	<b>44,405</b>	<b>45,000</b>	<b>45,000</b>
<b>STAFFING</b>										
Communications Director										
Manages all communications/ Social		39,500	43,450	43,450	43,450	43,450	45,000	45,000	45,000	45,000
<b>Total</b>	<b>0</b>	<b>39,500</b>	<b>43,450</b>	<b>43,450</b>	<b>43,450</b>	<b>43,450</b>	<b>45,000</b>	<b>45,000</b>	<b>45,000</b>	<b>45,000</b>
<b>STAFFING</b>										
Major Gifts Officer- Grant Writer		10,000	10,000	15,000	15,000	20,000	20,000	20,000	20,000	20,000
Salary plus Incentive 1% p/million		52,500	52,500	53,450	53,450	53,450	54,558	54,558	61,000	61,000
<b>Total</b>	<b>0</b>	<b>62,500</b>	<b>62,500</b>	<b>68,450</b>	<b>68,450</b>	<b>73,450</b>	<b>74,558</b>	<b>74,558</b>	<b>81,000</b>	<b>81,000</b>
<b>STAFING</b>										
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>PARK MAINTENANCE</b>										
Daily Maintenance Needs	3,600	3,600	3,600	4,200	4,200	4,200	4,500	4,500	4,500	4,500
Tools/Irrigation/Plants/										
<b>Total</b>	<b>3,600</b>	<b>3,600</b>	<b>3,600</b>	<b>4,200</b>	<b>4,200</b>	<b>4,200</b>	<b>4,500</b>	<b>4,500</b>	<b>4,500</b>	<b>4,500</b>
<b>PROGRAMMING</b>										
Entertainment	1,200	3,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
Activity Supplies	500	1,200	1,200	1,200	1,500	1,500	1,700	1,700	1,700	1,700
<b>Total</b>	<b>1,700</b>	<b>4,200</b>	<b>7,200</b>	<b>7,200</b>	<b>7,500</b>	<b>7,500</b>	<b>7,700</b>	<b>7,700</b>	<b>7,700</b>	<b>7,700</b>
<b>PROGRAMMING</b>										
Social Media/WebDevelopment	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Paid Advertisement Boosts- Print-	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
<b>Total Other (Specify) Expenses</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>	<b>3,500</b>
<b>FUNDRAISING</b>										
Quarterly Fundraising Events (4)		20,000	24,000	24,000	24,000	24,000	28,000	28,000	28,000	30,000
Print /Postage/ @ 500 p/ mailing 3xann		6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
<b>Total</b>	<b>0</b>	<b>26,000</b>	<b>30,000</b>	<b>30,000</b>	<b>30,000</b>	<b>30,000</b>	<b>34,000</b>	<b>34,000</b>	<b>34,000</b>	<b>36,000</b>
<b>Other (Specify)</b>										
<b>Total Other (Specify) Expenses</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Other (Specify)</b>										

**INCOME STATEMENT FORM**

Grey Cells Are Input Cells

Name of Offeror **A2C2 in the service of the CoCo A2 Mi**

<b>Prospective Income Statement</b>										
	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>	<b>2029</b>	<b>2030</b>	<b>2031</b>	<b>2032</b>
<b>Other Departmental Expenses</b>										
<b>Total Other (Specify) Expenses</b>	0	0	0	0	0	0	0	0	0	0
<b>Other Direct</b>										
<b>Other Direct</b>										
<b>Total Other Direct</b>	0	0	0	0	0	0	0	0	0	0
<b>Total Direct Expenses</b>	8,800	180,300	194,655	201,205	201,505	206,505	213,663	213,663	220,700	222,700
<b>Undistributed Expenses</b>										
<b>Other Admin</b>										
<b>Total Undistributed Expenses</b>	0	0	0	0	0	0	0	0	0	0
<b>Fixed Expenses</b>										
<b>Other (Specify)</b>										
<b>Total Fixed Expenses</b>	0	0	0	0	0	0	0	0	0	0
<b>Total Operating Expenses</b>	38,584	210,084	224,439	219,805	220,105	225,105	235,263	235,263	242,300	244,300
<b>EBITA</b>	153,446	13,016	37,561	69,825	81,675	119,325	122,067	134,217	158,180	187,880
<b>EBITDA</b>	153,446	13,016	37,561	69,825	81,675	119,325	122,067	134,217	158,180	187,880
<b>Net Profit Before Taxes</b>	153,446	13,016	37,561	69,825	81,675	119,325	122,067	134,217	158,180	187,880
<b>Income Tax</b>										
<b>Net Income</b>	153,446	13,016	37,561	69,825	81,675	119,325	122,067	134,217	158,180	187,880

**INCOME STATEMENT FORM**

Grey Cells Are Input Cells

Name of Offeror A2C2 in the service of the CoCo A2 Mi

**Prospective Income Statement**

	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
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Notes

1)

2) Yellow cells represent categories that need to be explained on the "Income Statement Assumptions" worksheet.

Definitions

*Gross Receipts*

Gross Revenues less any revenues that are exempt from franchise fee.

*EBITDA Before FF*

Earnings Before Interest, Taxes, Depreciation, Amortization, and Franchise Fee.

**Potential Funding Partners- Identified through available resources 2022**

0.00

MEDC-

Sierra Club

Better Angels Society

SPLC Action Fund-

National Association for Olmsted Parks-

University of Michigan School of Urban Planning -

The Urban Parks funding division of the NPS

Great American Outdoors Act- Urban Division- NPS

Smithsonian Foundation-

Michigan Department of Natural Resources- Urban Parks and Recreation

Ann Arbor Community Foundation-

Adobe Foundation-

Alfred P. Sloan Foundation -

Arthur Vining Davis Foundations -

The Atlantic Philanthropies

Bill and Melinda Gates Foundation-

Charles H. Revson Foundation

Ford Foundation

The Grable Family Foundation

The John D. and Catherine T. MacArthur Foundation

John S. and James L. Knight Foundation

Kern Family

National Park Endowments for the Arts

National Endowment for the Humanities

Oculus

Bank Of Ann Arbor

Orfalea Foundation

Verizon

W.K. Kellogg Foundation



Contact Email

Contact Phone



**INITIAL INVESTMENTS AND START-UP EXPENSES FORM**

Grey Cells Are Input Cells

**Name of Offeror** The Initiating Committee C/O A2C2 Ann Arbor MI

**Assets**

**Existing Assets**

**Assets necessary to the Activation, already owned by the Offeror, that will be allocated to the initiating of the Center of the City Commons**

Please see Fundraising Action Plan Worksheet located in this workbook.

City Funds (Request for Proposal)	(40,000)
Library Green Conservancy Available	35,000
Volunteer Planning Services	18,000
Current Committed Volunteers Valued in Man Hours	33,300
<b>Subtotal</b>	<b>46,300</b>

**Planned Asset Acquisition**

**Assets necessary to support Activation, that will be acquired by multiple fundraising sources and grants.**

**Please Reference the Fundraising Action Plan Worksheet in this workbook.**

Initiating Committee Fundraising Goal through 2024	75,000
RFP Process	120,000
Potential Grant Revenue- See Fundraising Worksheet	75,000
<b>Subtotal</b>	<b>270,000</b>

**Total** 316,300

**Other**

Start-Up Expenses	49,951
Public Art Installation Murals on Concrete walls	10,000
Donations from Larry Nissen and Private Donor	(10,000)
<b>Total</b>	<b>49,951</b>

**Total Initiating Programming and Activaiton Expenses** 366,251

## INITIAL INVESTMENTS AND START-UP EXPENSES FORM

Grey Cells Are Input Cells

**Name of Offeror** The Initiating Committee C/O A2C2 Ann Arbor MI

Notes

**OPERATING ASSUMPTIONS**

Grey Cells Are Input Cells

Name of Offeror **A2C2 in service to CoC A2 MI**

	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	
Revenue Inflation	3.70%	3.70%	2.50%	2.60%	2.60%	3.00%	3.00%	3.00%	3.00%	3.00%	Additional Description
Expense Inflation	9.10%	9.11%	9.10%	8.65%	8.60%	7.50%	7.55%	8.69%	8.60%	8.60%	
<b>Programming Revenue</b>											Volunteer Hours Calculated at 15.00 per hour
Number of Available Event Spaces	2	2	2	2	2	2	2	2	2	2	
Bookable Dates Annually	600	600	600	600	600	600	600	600	600	600	
User/Permitting Fees @ 134.00 per	80,400	80,400	80,400	80,400	80,400	80,400	80,400	80,400	80,400	80,400	
Visitor Donation Kiosks	8,000	8,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
Occupancy	30%	50%	50%	70%	70%	70%	70%	0.70	70%	70%	
<b>Vhours @ 15.00 per hour/Per Person</b>	<b>33,050</b>	<b>34,050.00</b>	<b>34,800.00</b>	<b>35,500.00</b>	<b>36,250.00</b>	<b>37,000.00</b>	<b>37,750.00</b>	<b>38,500</b>	<b>39,250.00</b>	<b>40,750.00</b>	
<b>Total Revenue</b>	<b>59,570</b>	<b>78,250</b>	<b>80,000</b>	<b>99,530</b>	<b>99,530</b>	<b>101,030</b>	<b>101,780</b>	<b>101,780</b>	<b>102,530</b>	<b>104,030</b>	
<b>Parking Revenue Assumption</b>											Additional Description
Total Cars 30 per event @ 300 p/yr	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	
4 hour average @ 1.20 per car	4	4	4	4	4	4	4	4	4	4	
<b>Total Revenue</b>	<b>36,000</b>	<b>36,000</b>	<b>36,000</b>	<b>36,000</b>	<b>36,000</b>	<b>36,000</b>	<b>36,000</b>	<b>36,000</b>	<b>36,000</b>	<b>36,000</b>	
<b>Visitor/User/Block Partner Donations</b>											Additional Description
10 Event Donors/Sponsors/100 per	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
Number of event days per year	20.00	30.00	40.00	50.00	60.00	70.00	80.00	90.00	100.00	120.00	
<b>Total Revenue</b>	<b>20,000</b>	<b>30,000</b>	<b>40,000</b>	<b>50,000</b>	<b>60,000</b>	<b>70,000</b>	<b>80,000</b>	<b>90,000</b>	<b>100,000</b>	<b>120,000</b>	
<b>DDA Prop A Revenue (describe)</b>											Renegotiate with DDA a feasible daily sum
Daily Per Diem Revenue TBD											
Billable days owed to date 1158											
<b>Total Revenue</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>Project Grants (describe)</b>											Additional Description
Number of Grants Projected	2	4	3	3	3	5	10	10	10	10	
Average income per grant	12,500.00	10,000.00	25,000.00	25,000.00	25,000.00	15,000.00	10,000.00	10,000.00	10,000.00	10,000.00	
<b>Total Revenue</b>	<b>25,000</b>	<b>40,000</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>100,000</b>	<b>100,000</b>	<b>100,000</b>	<b>100,000</b>	

**\*\*These categories are listed as examples, please adjust accordingly to fit your proposal.**

**Notes**

1) The information on this form should fully explain and document your Gross Revenue build-up. State annual inflation rate assumptions, rate increase assumptions, utilization assumptions and any estimates of real growth you anticipate. If you have any additional descriptions of your assumptions, please use the "Additional Description" boxes to the right of each revenue department.

**Revenue Assumption Description Example**

\*\*\*The following example does not reflect the above opportunity and is provided for the purpose of clarification only.\*\*\*

Revenue inflation is expected increase at the same rate as the Consumer Price Index which is predicted to grow at a rate of 2.7% annually, based upon historical growth as reported by the Bureau of Labor Statistics Real growth is expected to occur in years 1 through 5, and then level off. Therefore, overall revenue growth is forecast to occur at an average annual rate of \_\_\_% over the next 10 years.

Activation Inventory Cost Report by item

Public Toilets (2) Liberty Plaza (2)

Barrier Free Picnic Table (Folding) 5 @ 285.00 Uline

25 Chairs

Chair/Table Dolly

Site office shelter 4 Season Shipping Container Rental Mobile Mini Startup / (c)Purchase Option + Retrofit

First Aid Kit (2)

Volunteer Identificaiton- T Shirts- Name Badges

4 100 ft. Power Exention Cords

Signage

Personal Folding Tables

Social Media Promotion and Subscriptions/Video/CRM

10ct 20x16 Sailshade- Overhead Mounting- No ground connection to protect surface of structure

Outdoor Theater and performance System 20 ft screen/Microphone/Speakers/Proj/Chords/Case/20 ft inflable screen

Public Art Installation- Murals on Concrete Walls Surrounding the Gardens

Drinking Fountain 2 tier- Drink Water bottle refilling station

Donation Kiosks with Bi Annual Graphics Updates outlining fundraising goals ( 4) Locking- Bike Chains

5 Barrier Free Picnic Tables - Charging ports -

Internet Activation Fees and Equipment

Re Useable play toy borrowing stations/Chalk Idea/Childrens Art

Cost of Item

1,425.00	
720	
500	
2,467	8000
400	
350	
200	
3000	
600	
3600	
8000	
10,000	
10,000	
6289	
2400	