



Executive Summary

Gaia Northeast offers flexible degree programs focused on positive ecological and social change in northeastern North America. Gaia Northeast launches its first class in February 2011, and seeks \$40,000 of start-up capital investment for FY 2010.

Company Description

Gaia Northeast is an action learning institution offering accredited Bachelors and Masters degrees in eco-social design and eco-social agriculture through the IMCA Socrates™ system. As a regional center of Gaia University International, we mentor our students to carry out real-world projects, document their learning, and support the positive regeneration of their local communities.

Vision, Mission, and Goals

Our Vision: Our local farms are full of delicious organic food, our markets and businesses are teeming with commerce, and our communities are vibrant and happy. We actively regenerate our ecological, economic, and social landscapes.

Our Mission: Gaia Northeast trains the leaders and participants of this thriving culture as passionate lifelong learners through long-term mentoring relationships.

Our Goals: Starting with 20 students in 2011, and ramping up to 60 per year by 2015, we graduate 250 students by 2025. These graduates train and inspire a thousand new eco-social entrepreneurs and farmers in the northeast. Students and local communities are positively effected by our work, and we create a modest profit of \$40,000 per year by 2015.

Products and Services

We empower students to be effective world-changers through our menu of services:

- Yearly content and process workshops
- One-on-one mentoring sessions with experts in relevant fields (agriculture, design, management)
- Multi-leveled critical review of work completed
- Active peer-to-peer exchange
- Online e-learning courses and communities of practice

Gaia Northeast offers IMCA-Socrates™-accredited Bachelors of Science and Masters of Science degrees. Estimated costs for 2011 are \$8400 per year for MSc degrees, and \$7900 per year for four-year BSc degrees.

Organization and Management

Gaia Northeast is a Limited Liability Company (LLC) organized in the State of New York, Ulster County. Three owner-operators hold equal shares of the company and act carry specific responsibilities as President, Chief Financial Officer, and Chief Operations Officer. Our governance structure combines a system of proposals, formal votes, and selected consensus.

Marketing and Social Capital

Our market is young and young-at-heart adults seeking innovative and flexible degree programs that align with their personal values. Our heritage Hudson & Connecticut River watersheds are at the leading edge of eco-social agriculture and entrepreneurship, and Gaia Northeast is well-positioned to service environmentally and socially conscious entrepreneurs, activists, and farmers. Our marketing strategy combines web 2.0 social networking, incentives-based affiliate marketing, word-of-mouth, and niche-conference attendance and presentations.

Finances and Investor Prospectus

Gaia Northeast projects break-even operating budgets in 2010 and 2011, followed by profits of \$4800, \$17900 and \$22400 in 2012, 2013, and 2014 respectively. Please review the attached 5-year Financial Summary, FY 2010 Start-up budget, and FY 2011 Profit and Loss projections for more details.

Gaia Northeast seeks non-shareholding capital investments of \$2500-7500 from 6-12 investors, to be returned over 5 years at 6% APR. Forty percent of all investments will be placed in escrow as capital reserve. If you are interested in investing, please contact us at finances@gaianortheast.org.

Gaia Northeast Budget Summary 2010 - 2014

		0	20	10	20	10
	<i>Number of New Students</i>					
	<i>Total Students</i>	0	20	30	50	60
Revenue	2010	2011	2012	2013	2014	
Owner's Investment	\$ 1,200	\$ -	\$ -	\$ -	\$ -	
Investors Investment	\$ 40,000	\$ -	\$ -	\$ -	\$ -	
Scholarship	\$ 250	\$ 1,250	\$ 1,750	\$ 2,750	\$ 3,250	
Associate Fees	\$ -	\$ 166,300	\$ 248,300	\$ 414,400	\$ 497,800	
Scholarship	\$ -	\$ -	\$ -	\$ -	\$ -	
Total	\$ 41,450	\$ 167,550	\$ 250,050	\$ 417,150	\$ 501,050	
Expenses						
Startup						
Organization of LLC (2009)	\$ 225	\$ -	\$ -	\$ -	\$ -	
Announcement of LLC	\$ 150	\$ -	\$ -	\$ -	\$ -	
Tax Filings	\$ 275	\$ -	\$ -	\$ -	\$ -	
Infrastructure						
Office Rent	\$ 1,200	\$ 1,860	\$ 2,790	\$ 4,650	\$ 5,580	
Website Hosting	\$ 120	\$ 186	\$ 279	\$ 465	\$ 558	
Phone.com 800-number	\$ 120	\$ 186	\$ 279	\$ 465	\$ 558	
Operations						
Registrar	\$ 2,160	\$ 4,464	\$ 6,696	\$ 11,160	\$ 13,392	
Marketing - Web Development	\$ 1,040	\$ 1,488	\$ 2,232	\$ 3,720	\$ 4,464	
Marketing - Materials Development	\$ 1,040	\$ 1,488	\$ 2,232	\$ 3,720	\$ 4,464	
GUI Communication	\$ 520	\$ 744	\$ 1,116	\$ 1,860	\$ 2,232	
Advising Design Development	\$ 1,560	\$ 2,232	\$ 3,348	\$ 5,580	\$ 6,696	
Learning Design Development	\$ 1,560	\$ 2,232	\$ 3,348	\$ 5,580	\$ 6,696	
Orientation Planning	\$ 520	\$ 744	\$ 1,116	\$ 1,860	\$ 2,232	
Advisor Board Development	\$ 520	\$ 744	\$ 1,116	\$ 1,860	\$ 2,232	
Bookkeeping	\$ 1,040	\$ 1,488	\$ 2,232	\$ 3,720	\$ 4,464	
Insurance	\$ 1,300	\$ 1,860	\$ 2,790	\$ 4,650	\$ 5,580	
Other						
Marketing Materials	\$ 1,000	\$ 1,550	\$ 2,325	\$ 3,875	\$ 4,650	
Tax Preparation	\$ -	\$ 310	\$ 465	\$ 775	\$ 930	
Taxes	\$ -	\$ 775	\$ 1,163	\$ 1,938	\$ 2,325	
Deposit on Orientation Venue	\$ 500	\$ 775	\$ 1,163	\$ 1,938	\$ 2,325	
Travel costs for retreats	\$ 600	\$ 930	\$ 1,395	\$ 2,325	\$ 2,790	
Investors Payback	\$ -	\$ 8,683	\$ 8,683	\$ 8,683	\$ 8,683	
Total Operating Expenses	\$ 15,450	\$ 32,739	\$ 44,767	\$ 68,823	\$ 80,851	
Associate Expenses (See Budget FY 2011 + 2012 for details)						
	\$ -	\$ 134,712	\$ 200,472	\$ 330,396	\$ 397,752	
Total Expenses	\$ 15,450	\$ 167,451	\$ 245,239	\$ 399,219	\$ 478,603	
NET INCOME	\$ 26,000	\$ 99	\$ 4,811	\$ 17,931	\$ 22,447	

Gaia Northeast

Degrees of Freedom

3650 Main Street / PO Box 626, Stone Ridge, NY 12484

info@gaianortheast.org

www.gaianortheast.org

Profit & Loss Projection 2010

		Dec-09	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	YEARLY
	Estimate	Actual	Est.	Actual	Est.	Actual	Est.	Actual	Est.	Actual	Est.	Actual	Est.	Actual	Est.
Revenue															
Owner's Investment	\$ 1,200	\$ 450	\$ -	\$ 750	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Investor's Investment	\$ 40,000	\$ -	\$ -	\$ -	\$ -	\$40,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Application Fees	\$ 250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Revenue		\$ 450	\$ -	\$ 750	\$ -	\$40,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 250	\$ -
															\$41,450
															\$40,203
Expenses															
Startup															
Organization of LLC	\$ 225	\$ 225	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 225
Announcement of LLC	\$ 150	\$ -	\$ -	\$ 150	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 150
Sub-S Tax Election Filings	\$ 275	\$ -	\$ -	\$ 275	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 275
Infrastructure															
Office Rent	\$ 100	\$ -	\$ -	\$ 100	\$ -	\$ 100	\$ -	\$ 100	\$ -	\$ 100	\$ -	\$ 100	\$ -	\$ 100	\$ 1,200
Website Hosting	\$ 10	\$ -	\$ -	\$ 10	\$ -	\$ 10	\$ -	\$ 10	\$ -	\$ 10	\$ -	\$ 10	\$ -	\$ 10	\$ 120
Phone.com 800-number	\$ 10	\$ -	\$ -	\$ 10	\$ -	\$ 10	\$ -	\$ 10	\$ -	\$ 10	\$ -	\$ 10	\$ -	\$ 10	\$ 120
Operations															
Registrar & Applications	\$ 240	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 240	\$ -	\$ 240	\$ -	\$ 240	\$ -	\$ 240	\$ 2,160
Marketing - Web Development	\$ 80	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ 1,040
Marketing - Materials Development	\$ 80	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ 1,040
GUI Communication	\$ 40	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ 520
Advising Design Development	\$ 120	\$ 120	\$ -	\$ 120	\$ -	\$ 120	\$ -	\$ 120	\$ -	\$ 120	\$ -	\$ 120	\$ -	\$ 120	\$ 1,560
Learning Design Development	\$ 120	\$ 120	\$ -	\$ 120	\$ -	\$ 120	\$ -	\$ 120	\$ -	\$ 120	\$ -	\$ 120	\$ -	\$ 120	\$ 1,560
Orientation Planning	\$ 40	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ 520
Advisory Board Development	\$ 40	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ -	\$ 40	\$ 520
Bookkeeping	\$ 80	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ -	\$ 80	\$ 1,040
Insurance	\$ 100	\$ 100	\$ -	\$ 100	\$ -	\$ 100	\$ -	\$ 100	\$ -	\$ 100	\$ -	\$ 100	\$ -	\$ 100	\$ 1,300
Other															
Marketing Materials	\$ 250	\$ -	\$ -	\$ 250	\$ -	\$ -	\$ -	\$ 250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 250	\$ 1,000
Tax Preparation	\$ 200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Taxes	\$ 500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Deposit on Orientation Venue	\$ 500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500
Travel costs for retreats	\$ 300	\$ -	\$ -	\$ -	\$ -	\$ 300	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 600
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Expenses		\$ 925	\$ -	\$ 1,495	\$ -	\$ 820	\$ -	\$ 1,120	\$ -	\$ 1,310	\$ -	\$ 1,060	\$ -	\$ 1,060	\$ 15,450
Monthly Balance		\$ (475)	\$ -	\$ (745)	\$ -	\$39,180	\$ -	\$ (1,120)	\$ -	\$ (1,310)	\$ -	\$ (1,060)	\$ -	\$ (1,060)	\$ 26,000
Cumulative Balance, Month by month		\$ (475)	\$ -	\$ (1,220)	\$ -	\$37,960	\$ -	\$36,840	\$ -	\$35,530	\$ -	\$34,470	\$ -	\$33,110	\$ -

Gaia Northeast

Degrees of Freedom

3650 Main Street / PO Box 626, Stone Ridge, NY 12484

Gaia Northeast Budget 2011

ASSOCIATE EXPENSES

Application Fees	
Fee per application	\$ 50
Apps beyond associates	1

Gaia Northeast Tuition Fees		yrs
BS Associate per year	\$ 7,900	3
MS Associate per year	\$ 8,400	2
Accel. BS Assoc per year	\$ 8,600	1

Operations, GUI, IMCA, Contingency per Associate

Operating Expenses 2011	\$ 15,520
Contribution to GUI (per Assoc per year)	\$ 1,100
IMCA Accreditation Fee (per assoc per capstone yr)	\$ 1,000
Contingency (% of Services)	20%

Price/Enrollment Analysis

		Tuition				
		very low	low	med	high	
Associates		\$ 6,900	\$ 7,400	\$ 7,900	\$ 8,400	
BS	MS	\$ 6,400	\$ 6,900	\$ 7,400	\$ 7,900	
very low	2	3	\$ (9,288)	\$ (6,788)	\$ (4,288)	\$ (1,788)
low	5	5	\$ (4,540)	\$ 460	\$ 5,460	\$ 10,460
med	10	10	\$ 4,060	\$ 14,060	\$ 24,060	\$ 34,060
high	15	15	\$ 12,660	\$ 27,660	\$ 42,660	\$ 57,060

Total Associates 2011	20	(counts from below)
BS Associates	12	
MS Associates	8	

Services Per Associate

		(call from Advisor Calcs)	
		BSc	MSc
Gross Revenue 2011	\$167,550		
Total Associate Expenses 2011	\$134,712		
Total Operating Expenses 2011	\$ 15,520		
Investor Payback 2011	\$ 8,683		
Current Net Profit 2011	\$ 8,635		
Number of Owners	3		
Distributive Share	\$ 2,878		
Orientation Workshop	\$ 1,040		
per day	\$ 130		
Content Workshop	\$ 350		
per day	\$ 175		
End-of-year workshop	\$ 560		
per day	\$ 140		
Associates per Advisor	4		
Main Advisor	\$ 520	\$ 520	
Skillflex Advisor	\$ 240	\$ 240	
OP Review	\$ 120	\$ 120	
Guild Facilitator	\$ 160	\$ 160	
Learning Support	\$ 520	\$ 600	
Project Mentor	\$ 167	\$ 250	
Earth Action Mentor	\$ 145	\$ 145	
Advisor Support	\$ 240	\$ 240	

Orientation Workshop

8 days of workshop	4 instructors per day	\$150 pay per teacher per day	\$500 venue per day	\$250 materials	\$500 unexpected	2 VIP visitors	\$25 VIP pay per day	\$15 food per person per day	\$3,120 food cost	\$13,070 cost
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Content Workshop

2 days of workshop	3 instructors per day	\$300 pay per teacher per day	\$500 venue per day	\$250 materials	\$500 unexpected	2 VIP visitors	\$25 VIP pay per day	\$15 food per person per day	\$750 food cost	\$ 4,400 cost
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End-of-year Workshop

4 days of workshop	4 instructors per day	\$150 pay per teacher per day	\$500 venue per day	\$250 materials	\$500 unexpected	2 VIP visitors	\$25 VIP pay per day	\$15 food per person per day	\$1,560 food cost	\$ 6,910 cost
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2011		Revenue		Expenses																	NET Per	NET Per			
Degree	Pathway	# Associates	Applicati on Fees	Associate fees	Scholarship	Orientation Workshop	Content Workshop	End-of-year Workshop	Main Advisor	Skillflex Advisor	OP Review	Guild Facilitator	Learning Support	Project Mentor	Earth Action Mentor	Advisor Support	Contributi on to GUI	IMCA Fees (spread)	SubTotal	Contingency	Total	Total Cost Per Associate	Pathway (w/out oper.)	Associate (w/out oper.)	Degree
BS	IESD	5	\$ 300	\$ 39,500	\$ -	\$ 5,200	\$ 1,750	\$ 2,800	\$ 2,600	\$ 1,200	\$ 600	\$ 800	\$ 2,600	\$ 833	\$ 725	\$ 300	\$ 5,500	\$ 1,667	\$ 26,575	\$ 5,315	\$ 31,890	\$ 6,378	\$ 7,910	\$ 1,582	BS
MS	IESD	5	\$ 300	\$ 42,000	\$ -	\$ 5,200	\$ 1,750	\$ 2,800	\$ 2,600	\$ 1,200	\$ 600	\$ 800	\$ 3,000	\$ 1,250	\$ 725	\$ 300	\$ 5,500	\$ 2,500	\$ 28,225	\$ 5,645	\$ 33,870	\$ 6,774	\$ 8,430	\$ 1,686	MS
BS	IESA	3	\$ 200	\$ 25,200	\$ -	\$ 3,120	\$ 1,050	\$ 1,680	\$ 1,560	\$ 720	\$ 360	\$ 480	\$ 1,560	\$ 500	\$ 435	\$ 180	\$ 3,300	\$ 1,000	\$ 15,945	\$ 3,189	\$ 19,134	\$ 6,378	\$ 6,266	\$ 2,089	BS
MS	IESA	3	\$ 200	\$ 25,200	\$ -	\$ 3,120	\$ 1,050	\$ 1,680	\$ 1,560	\$ 720	\$ 360	\$ 480	\$ 1,800	\$ 750	\$ 435	\$ 180	\$ 3,300	\$ 1,500	\$ 16,935	\$ 3,387	\$ 20,322	\$ 6,774	\$ 5,078	\$ 1,693	MS
BS	Accelerated IESD/IESA	4	\$ 250	\$ 34,400	\$ -	\$ 4,160	\$ 1,400	\$ 2,240	\$ 2,080	\$ 960	\$ 480	\$ 640	\$ 2,400	\$ 1,000	\$ 580	\$ 240	\$ 4,400	\$ 4,000	\$ 24,580	\$ 4,916	\$ 29,496	\$ 7,374	\$ 5,154	\$ 1,289	BS
		20	\$ 1,250	\$ 166,300	\$ -	\$ 20,800	\$ 7,000	\$ 11,200	\$ 10,400	\$ 4,800	\$ 2,400	\$ 3,200	\$ 11,360	\$ 4,333	\$ 2,900	\$ 1,200	\$ 22,000	\$ 10,667	\$ 112,260		\$ 134,712				

2012		Revenue		Expenses																	NET Per	NET Per			
Degree	Pathway	# Associates	Applicati on Fees	Associate fees	Scholarship	Orientation Workshop	Content Workshop	End-of-year Workshop	Main Advisor	Skillflex Advisor	OP Review	Guild Facilitator	Learning Support	Project Mentor	Earth Action Mentor	Advisor Support	Contributi on to GUI	IMCA Fees (spread)	SubTotal	Contingency	Total	Total Cost Per Associate	Pathway (w/out oper.)	Associate (w/out oper.)	Degree
BS	IESD	9	\$ 500	\$ 71,100	\$ -	\$ 9,360	\$ 3,150	\$ 5,040	\$ 4,680	\$ 2,160	\$ 1,080	\$ 1,440	\$ 4,680	\$ 1,500	\$ 1,305	\$ 540	\$ 9,900	\$ 3,000	\$ 47,835	\$ 9,567	\$ 57,402	\$ 6,378	\$ 14,198	\$ 1,578	BS
MS	IESD	9	\$ 500	\$ 75,600	\$ -	\$ 9,360	\$ 3,150	\$ 5,040	\$ 4,680	\$ 2,160	\$ 1,080	\$ 1,440	\$ 5,400	\$ 2,250	\$ 1,305	\$ 540	\$ 9,900	\$ 4,500	\$ 50,805	\$ 10,161	\$ 60,966	\$ 6,774	\$ 15,134	\$ 1,682	MS
BS	IESA	4	\$ 250	\$ 33,600	\$ -	\$ 4,160	\$ 1,400	\$ 2,240	\$ 2,080	\$ 960	\$ 480	\$ 640	\$ 2,080	\$ 667	\$ 580	\$ 240	\$ 4,400	\$ 1,333	\$ 21,260	\$ 4,252	\$ 25,512	\$ 6,378	\$ 8,338	\$ 2,085	BS
MS	IESA	4	\$ 250	\$ 33,600	\$ -	\$ 4,160	\$ 1,400	\$ 2,240	\$ 2,080	\$ 960	\$ 480	\$ 640	\$ 2,400	\$ 1,000	\$ 580	\$ 240	\$ 4,400	\$ 2,000	\$ 22,580	\$ 4,516	\$ 27,096	\$ 6,774	\$ 6,754	\$ 1,689	MS
BS	Accelerated IESD/IESA	4	\$ 250	\$ 34,400	\$ -	\$ 4,160	\$ 1,400	\$ 2,240	\$ 2,080	\$ 960	\$ 480	\$ 640	\$ 2,400	\$ 1,000	\$ 580	\$ 240	\$ 4,400	\$ 4,000	\$ 24,580	\$ 4,916	\$ 29,496	\$ 7,374	\$ 5,154	\$ 1,289	BS
		30	\$ 1,750	\$ 248,300	\$ -	\$ 31,200	\$ 10,500	\$ 16,800	\$ 15,600	\$ 7,200	\$ 3,600	\$ 4,800	\$ 16,960	\$ 6,417	\$ 4,350	\$ 1,800	\$ 33,000	\$ 14,833	\$ 167,060		\$ 200,472				

Gaia Northeast

Degrees of Freedom

3650 Main Street / PO Box 626, Stone Ridge, NY 12484

Gaia Northeast Budget 2011

ASSOCIATE EXPENSES

2013		Revenue			Expenses																NET Per	NET Per			
Degree	Pathway	# Associates	Applicati on Fees	Associate fees	Scholarship	Orientatio n Workshop	Content Workshop	End-of- year Workshop	Main Advisor	Skillflex Advisor	OP Review	Guild Facilitator	Learning Support	Project Mentor	Earth Action Mentor	Advisor Support	Contributi on to GUI	IMCA Fees (spread)	SubTotal	Contingency	Total	Total Cost Per Associate	Pathway (w/out oper.)	Associate (w/out oper.)	Degree
BS	IESD	12	\$ 650	\$ 94,800	\$ -	\$ 12,480	\$ 4,200	\$ 6,720	\$ 6,240	\$ 2,880	\$ 1,440	\$ 1,920	\$ 6,240	\$ 2,000	\$ 1,740	\$ 720	\$ 13,200	\$ 4,000	\$ 63,780	\$ 12,756	\$ 76,536	\$ 6,378	\$ 18,914	\$ 1,576	BS
MS	IESD	12	\$ 650	\$ 100,800	\$ -	\$ 12,480	\$ 4,200	\$ 6,720	\$ 6,240	\$ 2,880	\$ 1,440	\$ 1,920	\$ 7,200	\$ 3,000	\$ 1,740	\$ 720	\$ 13,200	\$ 6,000	\$ 67,740	\$ 13,548	\$ 81,288	\$ 6,774	\$ 20,162	\$ 1,680	MS
BS	IESA	12	\$ 650	\$ 100,800	\$ -	\$ 12,480	\$ 4,200	\$ 6,720	\$ 6,240	\$ 2,880	\$ 1,440	\$ 1,920	\$ 6,240	\$ 2,000	\$ 1,740	\$ 720	\$ 13,200	\$ 4,000	\$ 63,780	\$ 12,756	\$ 76,536	\$ 6,378	\$ 24,914	\$ 2,076	BS
MS	IESA	12	\$ 650	\$ 100,800	\$ -	\$ 12,480	\$ 4,200	\$ 6,720	\$ 6,240	\$ 2,880	\$ 1,440	\$ 1,920	\$ 7,200	\$ 3,000	\$ 1,740	\$ 720	\$ 13,200	\$ 6,000	\$ 67,740	\$ 13,548	\$ 81,288	\$ 6,774	\$ 20,162	\$ 1,680	MS
BS	Accelerated IESD/IESA	2	\$ 150	\$ 17,200	\$ -	\$ 2,080	\$ 700	\$ 1,120	\$ 1,040	\$ 480	\$ 240	\$ 320	\$ 1,200	\$ 500	\$ 290	\$ 120	\$ 2,200	\$ 2,000	\$ 12,290	\$ 2,458	\$ 14,748	\$ 7,374	\$ 2,602	\$ 1,301	BS
		50	\$ 2,750	\$ 414,400	\$ -	\$ 52,000	\$ 17,500	\$ 28,000	\$ 26,000	\$ 12,000	\$ 6,000	\$ 8,000	\$ 28,080	\$ 10,500	\$ 7,250	\$ 3,000	\$ 55,000	\$ 22,000	\$ 275,330		\$ 330,396				
2014		Revenue			Expenses																NET Per	NET Per			
Degree	Pathway	# Associates	Applicati on Fees	Associate fees	Scholarship	Orientatio n Workshop	Content Workshop	End-of- year Workshop	Main Advisor	Skillflex Advisor	OP Review	Guild Facilitator	Learning Support	Project Mentor	Earth Action Mentor	Advisor Support	Contributi on to GUI	IMCA Fees (spread)	SubTotal	Contingency	Total	Total Cost Per Associate	Pathway (w/out oper.)	Associate (w/out oper.)	Degree
BS	IESD	14	\$ 750	\$ 110,600	\$ -	\$ 14,560	\$ 4,900	\$ 7,840	\$ 7,280	\$ 3,360	\$ 1,680	\$ 2,240	\$ 7,280	\$ 2,333	\$ 2,030	\$ 840	\$ 15,400	\$ 4,667	\$ 74,410	\$ 14,882	\$ 89,292	\$ 6,378	\$ 22,058	\$ 1,576	BS
MS	IESD	14	\$ 750	\$ 117,600	\$ -	\$ 14,560	\$ 4,900	\$ 7,840	\$ 7,280	\$ 3,360	\$ 1,680	\$ 2,240	\$ 8,400	\$ 3,500	\$ 2,030	\$ 840	\$ 15,400	\$ 7,000	\$ 79,030	\$ 15,806	\$ 94,836	\$ 6,774	\$ 23,514	\$ 1,680	MS
BS	IESA	14	\$ 750	\$ 117,600	\$ -	\$ 14,560	\$ 4,900	\$ 7,840	\$ 7,280	\$ 3,360	\$ 1,680	\$ 2,240	\$ 7,280	\$ 2,333	\$ 2,030	\$ 840	\$ 15,400	\$ 4,667	\$ 74,410	\$ 14,882	\$ 89,292	\$ 6,378	\$ 29,058	\$ 2,076	BS
MS	IESA	14	\$ 750	\$ 117,600	\$ -	\$ 14,560	\$ 4,900	\$ 7,840	\$ 7,280	\$ 3,360	\$ 1,680	\$ 2,240	\$ 8,400	\$ 3,500	\$ 2,030	\$ 840	\$ 15,400	\$ 7,000	\$ 79,030	\$ 15,806	\$ 94,836	\$ 6,774	\$ 23,514	\$ 1,680	MS
BS	Accelerated IESD/IESA	4	\$ 250	\$ 34,400	\$ -	\$ 4,160	\$ 1,400	\$ 2,240	\$ 2,080	\$ 960	\$ 480	\$ 640	\$ 2,400	\$ 1,000	\$ 580	\$ 240	\$ 4,400	\$ 4,000	\$ 24,580	\$ 4,916	\$ 29,496	\$ 7,374	\$ 5,154	\$ 1,289	BS
		60	\$ 3,250	\$ 497,800	\$ -	\$ 62,400	\$ 21,000	\$ 33,600	\$ 31,200	\$ 14,400	\$ 7,200	\$ 9,600	\$ 33,760	\$ 12,667	\$ 8,700	\$ 3,600	\$ 66,000	\$ 27,333	\$ 331,460		\$ 397,752				

OPERATING EXPENSES

Estimated Expenses 2011	Amount	Notes	Who?	12 months per year
Infrastructure				
Office Rent	\$ 100	per month		\$ 1,200
Website Hosting	\$ 10	per month		\$ 120
Phone.com 800-number	\$ 10	per month		\$ 120
Operations				
Registrar	\$ 240	per month	12.0 avg hrs DNR + CPDS	\$ 2,880
Marketing - Web Development	\$ 80	per month	4.0 avg hrs ECR	\$ 960
Marketing - Materials Develop	\$ 80	per month	4.0 avg hrs	\$ 960
GUI Communication	\$ 40	per month	2.0 avg hrs	\$ 480
Advising Design Development	\$ 120	per month	6.0 avg hrs ECR + DNR	\$ 1,440
Learning Design Development	\$ 120	per month	6.0 avg hrs ECR + CPDS	\$ 1,440
Orientation Planning	\$ 40	per month	2.0 avg hrs DNR + CPDS	\$ 480
Advisor Board Development	\$ 40	per month	2.0 avg hrs ECR + DNR	\$ 480
Bookkeeping	\$ 80	per month	4.0 avg hrs ECR + Bookkeeper	\$ 960
Insurance	\$ 100	per month		\$ 1,200
Other				
Marketing Materials	\$ 250	per quarte	4 quarters per year	\$ 1,000
Tax Preparation	\$ 200	per-year		\$ 200
Taxes	\$ 500	per year		\$ 500
Deposit on Orientation Venue	\$ 500	per year		\$ 500
Travel costs for retreats	\$ 300	Mar, June	2 times per year	\$ 600
				\$ 15,520 TOTAL OPERATING EXPENSES 2011