

Table 3-3

PROJECTED REVENUES AND EXPENSES  
FOR FIVE YEARS

*All numbers in thousands.*

**SCENARIO 1**

- \* Revenue increase of 3% annually
- \* Salary increase of 4% annually
- \* Benefit dollars frozen at fy 03 level

<b>Revenue</b>	<b>fy03</b>	<b>fy04</b>	<b>fy05</b>	<b>fy06</b>	<b>fy07</b>
Combined 1	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
<b>TOTAL</b>	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
<b>Expenses</b>					
Salaries	\$21,000	\$21,840	\$22,713	23,622	\$24,567
Benefits	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Other	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000
<b>TOTAL</b>	\$30,000	\$30,840	\$31,714	\$32,622	\$33,567
<b>REV-EXP</b>	\$0	\$60	\$113	\$160	\$198

**SCENARIO 2**

- \* Revenue increase of 3% annually
- \* Salary increase of 3% annually
- \* Benefit dollars frozen but costs increase 12% annually

<b>Revenue</b>	<b>fy03</b>	<b>fy04</b>	<b>fy05</b>	<b>fy06</b>	<b>fy07</b>
Combined 1	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
<b>TOTAL</b>	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
<b>Expenses</b>					
Salaries	\$21,000	\$21,630	\$22,279	22,947	\$23,636
Benefits	\$3,000	\$3,360	\$3,763	\$4,215	\$4,721
Other	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000
<b>TOTAL</b>	\$30,000	\$30,990	\$32,042	\$33,162	\$34,356
<b>REV-EXP</b>	\$0	(\$90)	(\$215)	(\$380)	(\$591)

### SCENARIO 3

\* Revenue increase of 3% annually

\* Salary increase of 5% annually

\* Benefit dollars frozen at fy 03 level

<b>Revenue</b>	<b>fy03</b>	<b>fy04</b>	<b>fy05</b>	<b>fy06</b>	<b>fy07</b>
Combined 1	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
<b>TOTAL</b>	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
<b>Expenses</b>					
Salaries	\$21,000	\$21,050	\$23,153	24,310	\$25,526
Benefits	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Other	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000
<b>TOTAL</b>	\$30,000	\$30,050	\$32,153	\$33,310	\$34,526
<b>REV-EXP</b>	\$0	(\$150)	(\$326)	(\$528)	(\$760)

### SCENARIO 4

\* Revenue increase of 3% annually

\* Salary increase of 2% annually

\* Benefits to 100% full health in fy 04 plus 12% annual increase in fy 05 and beyond

<b>Revenue</b>	<b>fy03</b>	<b>fy04</b>	<b>fy05</b>	<b>fy06</b>	<b>fy07</b>
Combined 1	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
<b>TOTAL</b>	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
<b>Expenses</b>					
Salaries	\$21,000	\$21,420	\$21,848	22,285	\$22,713
Benefits	\$3,000	\$6,000	\$6,720	\$7,526	\$8,430
Other	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000
<b>TOTAL</b>	\$30,000	\$33,420	\$34,568	\$35,812	\$37,161
<b>REV-EXP</b>	\$0	(\$2,520)	(\$2,741)	(\$3,030)	(\$3,395)

**SCENARIO 5**

\* Revenue increase of 3% annually

\* Salary increase of 3% annually

\* Benefits to 76% full health in fy 04 plus 12% annual increase in fy 05 and beyond

<b>Revenue</b>	<b>fy03</b>	<b>fy04</b>	<b>fy05</b>	<b>fy06</b>	<b>fy07</b>
Combined 1	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
<b>TOTAL</b>	\$30,000	\$30,900	\$31,827	\$32,782	\$33,765
<b>Expenses</b>					
Salaries	\$21,000	\$21,630	\$22,279	\$22,947	\$23,636
Benefits	\$3,000	\$4,500	\$5,040	\$5,645	\$6,322
Other	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000
<b>TOTAL</b>	\$30,000	\$32,130	\$33,319	\$34,592	\$35,958
<b>REV-EXP</b>	\$0	(\$1,230)	(\$1,492)	(\$1,810)	(\$2,193)