



Mesa Grande BDC

Income & Expense Projections

July 2021-Dec 2023

Tribal ARPA Resources Available

ARPA, Round 1:	\$5,500,000 (Fiscal Recovery)
ARPA, Round 2:	\$436,000 (Fiscal Recovery)
TPA Funds:	\$800,000

TOTAL: \$6,736,000

BDC REQUEST: \$2,736,000 (40%)

BDC Budget Overview, July 2021-Dec 2023

• Total Operating Income*	\$2,310,813
• Total Operating Expense	\$2,178,630
NET REVENUE	\$132,183
• 1-X COSTS, CURRENT PROJECTS	\$591,000
• CAPITAL IMPROVEMENTS	\$645,000
• NEW PROJECT DEVELOPMENT	\$1,500,000
Total Requested	\$2,736,000

*Excluding any grants received

3-Yr Budget Overview, Year-by-Year

ITEM	2021 JUL-DEC	2022	2023	TOTAL
Projected Income*	\$422,224	\$936,685	\$951,904	\$2,310,813
Projected Expense	362,198	901,931	915,041	2,178,630
NET REVENUE	\$60,026	\$35,294	36,863	\$132,183

*Horse Show Park Revenue not included in these projections pending development decisions.

Overview, Income/Expense Breakout

INCOME

Item	Percentage
Vacation Rentals	41%
Garden Produce Sales	17%
Billed Services	17%
Day Events	7%
Leases	6%

EXPENSE

Item	Percentage
Labor	58%
Admin	19%
ILCC Debt Payment	7%
Consultants	7%
Program Operations	7%
Equipment	2%

Major Projects in Development

- Vacation Rentals (Terebessy, Mabee, Costello)
 - Terebessy & Costello already generating lease revenue
- Event Venue (building and grounds repair/landscaping, parking development—Costello and elsewhere)
- Golden Eagle Gardens (10-acre site prep almost completed, planting this month, first harvest in October)
- C-Store/RV Park (when land is taken into trust)
- Horse Show Park (feasibility study completed, site design pending)
- Lodging/Conference Facility (feasibility study needed)

One-Time Business Development Costs

(Projects currently in development)

Project	Cost	Target Date*
Horse Show Park Study & Site Plan	83,000	Completion 11/01/21
Vacation Rental Prep/Furnish (3)	110,000	Completion 03/31/22
GEF/900 Site Engineering Plan	300,000	Completion 02/01/22
Hotel/Lodging Feasibility Study	68,000	Completion 11/01/21
County Major Use Permit	30,000	Completion 12/31/21
TOTAL	\$591,000	

*Completion dates assume funding on or about September 1, 2021.