Recurring Revenue - Municipal Partners	Projected FY12/13	Projected FY13/14	Comments
Alameda County (paid $25k in FY 11/12)	-	$ -	
City of Pleasanton	$ 25,000.00	$ 25,000.00	
City of Dublin	$ 25,000.00	$ 25,000.00	
Town of Danville	$ 25,000.00	$ 25,000.00	
City of Davis	$ 25,000.00	$ 25,000.00	
City of Lathrop	$ 10,000.00	$ 10,000.00	
City of Tracy (paid in FY 11/12)		$ 10,000.00	
City of Brentwood	$ 10,000.00	$ 10,000.00	
City of Fremont (paid in FY 11/12)		$ 10,000.00	
Total:	$ 120,000.00	$ 140,000.00	Cities are MOU partners but may cancel on annual basis
Affiliate Member Dues			
UltraCell	$ 6,000.00	$ 6,000.00	
CyberTran	$ 6,000.00	$ 6,000.00	
Total:	$ 12,000.00	$ 12,000.00	Assumes continued affiliation
Tenancy - Rent Dues			
FOTDDO	$ 3,000.00	$ 3,000.00	
PowerPrism	$ 3,000.00	$ 3,000.00	
Total:	$ 6,000.00	$ 6,000.00	Assumes continued tenancy
Misc. partnerships			
Wavepoint	$ 2,500.00	$ 2,500.00	
Manex	$ 12,000.00	$ 12,000.00	
Sandia Labs	$ 10,000.00	$ 10,000.00	Assumes continued contribution in 2013 / 2014
LLNL	$ 10,000.00	$ 10,000.00	Assumes continued contribution in 2013 / 2014
Total:	$ 34,500.00	$ 34,500.00	
Total Annual Revenues as of July 2012:	**$ 172,500.00**	**$ 192,500.00**	
Annual Rent / Utilities / Compensation	**FY12/13**	**FY13/14**	
Lease to Altamont Associates	$ 113,589.60	$ 132,878.40	Rent increases per existing lease, which expires Sept 2014
Telepacific - Phone / Telecommunications	$ 10,740.00	$ 10,740.00	
PG & E	$ 6,100.00	$ 6,100.00	
Insurance (Facility and D & O)	$ 3,300.00	$ 3,300.00	
RINA accountancy - tax returns for NEST and Dev Corp	$ 3,000.00	$ 3,000.00	
Moreno & Associates - Janitorial Services	$ 2,400.00	$ 2,400.00	
Office Supplies	$ 1,500.00	$ 1,500.00	
Lanlogic - network and wireless	$ 1,440.00	$ 1,440.00	
Water service	$ 600.00	$ 600.00	
Membership in NBIA	$ 525.00	$ 525.00	
Constant Contact - marketing outreach	$ 420.00	$ 420.00	
Chamber Luncheons	$ 300.00	$ 300.00	
Board meeting expense	$ 300.00	$ 300.00	
Payments on $17K loan payable to SG Corporation	$ 17,000.00	$ -	
CFO	$ 24,000.00	$ 24,000.00	
Program Coordinator	$ 19,200.00	$ 19,200.00	
VP Programs	$ 18,000.00	$ -	Contract ends 2013
Total Annual Overhead as of July 2012:	**$ 222,414.60**	**$ 206,703.40**	Assumes no capital / improvement costs
Operational Surplus (Deficit)	**$ (49,914.60)**	**$ (14,203.40)**	
<u>Additional Funding Sources Available</u>			
City of Livermore Credit Line Advances	**$ 126,584.80**	**$ -**	
Cash Balance (as of 7/1/12)	**$ 36,000.00**		
Surplus (Deficit) available	**$ 112,670.20**	**$ (14,203.40)**	