NIAS Budget
July 2016 through June 2017

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Revenue													
Grants													0
Government Contracts	0	0	50,697	0	35,000	0	14,750	0	0	0	14,750	0	115,197
One Time Commercial Contracts for services	0	0	0	15,000	15,000	0	0	20,000	0	0	15,000	0	65,000
Nodes	0	900	3,420		1,400	1,700	1,700	1,700	1,700	2,000	2,000	2,000	18,520
On Going Commercial Contracts for services	0	0	0	0	17,500	10,000	48,500	85,000	20,000	20,000	70,000	20,000	291,000
Other - Future BVLOS Clients	0	0	0	0	0	0	0	0	0	0	0	0	0
Cost of Revenue													
Government Contracts	0	0	50,697	0	29,000	0	14,750	0	0	0	14,750	0	109,197
One Time Commercial Contracts for services	0	0	0	12,000	7,500	0	0	10,000	0	0	0	0	29,500
On Going Commercial Contracts for services	0	0	0	0	13,200	8,500	34,500	54,500	15,500	15,500	54,500	15,500	211,700
Other	0	0	0	0	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	100,000
Net Revenue													
Grants	0	0	0	0	0	0	0	0	0	0	0	0	0
Government Contracts	0	0	0	0	6,000	0	0	0	0	0	0	0	6,000
One time Commercial Contracts for services	0	0	0	3,000	7,500	0	0	10,000	0	0	15,000	0	35,500
Nodes	0	900	3,420		1,400	1,700	1,700	1,700	1,700	2,000	2,000	2,000	18,520
On Going Commercial Contracts for services	0	0	0	0	4,300	1,500	14,000	30,500	4,500	4,500	15,500	4,500	79,300
Other	0	0	0	0	-12,500	-12,500	-12,500	-12,500	-12,500	-12,500	-12,500	-12,500	-100,000
Total Net Revenue	0	900	3,420	3,000	6,700	-9,300	3,200	29,700	-6,300	-6,000	20,000	-6,000	39,320
													0
													0
Expenses													0
Personnel	25,800	25,800	26,800	28,300	28,300	28,300	28,300	28,300	28,300	28,300	28,300	28,300	333,100
Operations	4,155	4,155	2,055	6,755	2,555	2,555	2,555	2,555	2,555	2,555	2,555	2,555	37,560
Marketing	250	11,650	2,350	2,250	4,250	3,950	4,250	2,250	1,750	10,250	34,750	2,750	80,700
Travel	4,200	5,200	3,400	3,400	5,200	5,200	5,200	5,200	5,200	5,200	10,000	5,200	62,600
Professional Services	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000
Other													0
Total Expenses	40,405	52,805	40,605	46,705	46,305	46,005	46,305	44,305	43,805	52,305	81,605	44,805	585,960
Surplus/Deficit	**-40,405**	**-51,905**	**-37,185**	**-43,705**	**-39,605**	**-55,305**	**-43,105**	**-14,605**	**-50,105**	**-58,305**	**-61,605**	**-50,805**	**-546,640**

Revenue													
Government Contracts													
NASA													
NASA CRADA			50,697				14,750				14,750		80,197
FAA cUAS					35,000								35,000
Other													0
Total Government Contracts		0	50,697	0	35,000	0	14,750	0	0	0	14,750	0	115,197
One Time Commercial Contracts													
Lockheed Martin cUAS Santa Cruz				15,000							15,000		30,000
Microsoft					15,000								15,000
Joby Aviation								20,000					
Other													0
Total OTCC Revenue	0	0	0	15,000	15,000	0	0	20,000	0	0	15,000	0	45,000
Nodes													
Microsoft		900	900	300	300	300	300	300	300	300	300	300	4,500
Silver Springs				300	300	300	300	300	300	300	300	300	2,700
NAASIC			1,980	300	300	300	300	300	300	300	300	300	4,680
DRI AviSight DA			540	300	300	300	300	300	300	300	300	300	3,240
ERAU					200	200	200	200	200	200	200	200	1,600
Other						300	300	300	300	600	600	600	3,000
Total Node Revenue	0	900	3,420		1,400	1,700	1,700	1,700	1,700	2,000	2,000	2,000	19,720
On Going Commercial Contracts (Consultation)													
Ehang							23,500	5,000	5,000	5,000	5,000	5,000	48,500
Kitty Hawk					17,500	10,000	10,000	10,000	10,000	10,000	10,000	10,000	87,500
Lockheed Martin - Fury								65,000			50,000		115,000
Arcturas UAV							15,000	5,000	5,000	5,000	5,000	5,000	40,000
Total OGCC Revenue	0	0	0	0	17,500	10,000	48,500	85,000	20,000	20,000	70,000	20,000	291,000
Other													
Total Other	0	0	0	0	0	0	0	0	0	0	0	0	0

Cost of Revenue													
Government Contracts - Expense													
NASA IDIQ													0
NASA CRADA			50,697				14,750				14,750		80,197
FAA cUAS					29,000								29,000
Other													0
GC Expense	0	0	50,697	0	29,000	0	14,750	0	0	0	14,750	0	109,197
One - Time Commercial Contracts													
LM cUAS				12,000									12,000
Joby Aviation								10,000					10,000
Microsoft (includes range fee)					7,500								7,500
OTCC Expense	0	0	0	12,000	7,500	0	0	10,000	0	0	0	0	29,500
On- Going Commercial Contracts (services)													
Ehang (Services)							16,000	3,500	3,500	3,500	3,500	3,500	33,500
Kitty Hawk (services)					13,200	8,500	8,500	8,500	8,500	8,500	8,500	8,500	72,700
Lockheed Fury (services)								39,000			39,000		78,000
Arcturas UAV							10,000	3,500	3,500	3,500	3,500	3,500	27,500
OG CC Expense	0	0	0	0	13,200	8,500	34,500	54,500	15,500	15,500	54,500	15,500	211,700
Other													
Flight Operations Support (Part Time Aviator)					2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	20,000
BVLOS Airspace Development (Working Group)					10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	80,000
Other Expense				0	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	100,000

Operation Expenses													
Personnel													
Director of Operations	8,650	8,650	8,650	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	110,100
Business Development Dir	8,650	8,650	8,650	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	110,100
Operations mgr	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Workers Comp	400	400	400	400	400	400	400	400	400	400	400	400	4,800
Unemployment insurance	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Medical/Dental/Vision	1,700	1,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	30,400
Retirement	700	700	700	800	800	800	800	800	800	800	800	800	9,300
Processing Fee	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Total Personnel Expense	25,800	25,800	26,800	28,300	28,300	28,300	28,300	28,300	28,300	28,300	28,300	28,300	333,100
Operations													
Rent	2,100	2,100											4,200
Storage	55	55	55	55	55	55	55	55	55	55	55	55	660
GL Insurance	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Property Insurance	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Cellular Service	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Office Supplies	300	300	300	300	300	300	300	300	300	300	300	300	3,600
IT Support	300	300	300	5,000	800	800	800	800	800	800	800	800	12,300
Licenses & Software	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Other	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Total Operations Expense	4,155	4,155	2,055	6,755	2,555	2,555	2,555	2,555	2,555	2,555	2,555	2,555	37,560
Marketing													
Website, hosting and SEO		8,500	1,600	500	500	500	500	500	500	500	500	500	14,600
Collateral/advert/Digital		500	500	500	1,000	1,000	1,000	500		1,000	3,000	1,000	10,000
Memberships & Subscriptions	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Registrations/Trade Shows		2,400			1,500	1,200	1,500			7,500	30,000		44,100
Media and PR firm				1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	9,000
Total Marketing	250	11,650	2,350	2,250	4,250	3,950	4,250	2,250	1,750	10,250	34,750	2,750	80,700
Travel													
Director of Operations	2,200	2,200	1,200	1,200	2,200	2,200	2,200	2,200	2,200	2,200	4,000	2,200	26,200
Busines Dev Director	2,000	2,000	1,200	1,200	2,000	2,000	2,000	2,000	2,000	2,000	4,000	2,000	24,400
Operations Mgr	0	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	2,000	1,000	12,000
Total Travel	4,200	5,200	3,400	3,400	5,200	5,200	5,200	5,200	5,200	5,200	10,000	5,200	62,600
Flight Operations													
Aviation Insurance	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Flight Data Processing	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Flight Supplies	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Other (rental equipment)	400	400	400	400	400	400	400	400	400	400	400	400	4,800
Total Flight Ops Expense	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	40,800
Professional Services													
Legal	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Accounting	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Total Professional Services	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000