



# Lemonade Stand Bootcamp, Inc.

## Financial Report & Budget Summary

January 2024 – December 2024



# About Us

We are a 501(c)3 nonprofit EIN 92-1211020, comprised of black business owners, entrepreneurs, and professionals committed to empowering disadvantaged communities. Our primary objective is to foster financial literacy and business acumen among the youth, thus catalyzing community growth. United by a shared vision, we aim to revitalize urban landscapes through education, encouragement, and the cultivation of financial independence and entrepreneurship. With nine dedicated board members, we are steadfast in our mission to enhance economic opportunities in underserved areas.

In the past 2 years, we devoted time to develop a program that is being used to teach the urban underprivileged youth about financial literacy and entrepreneurship which includes historical aspects of money, banking, and credit. In addition, the program helps with learning about marketing, branding, business development, and growth. In our program we use a blend of Kinesthetic, Auditory, Visual, and Physical learning methods, we captivate our audience and facilitate meaningful connections. **After testing out the program on several groups of youth we found that the information retained by the youth that participated was about 70%.** Giving them a better outlook on life and their futures.

This year, our initiatives include summer camps tailored to urban youth, where we have revamped our teaching approach to ensure engagement and prevent boredom. Furthermore, we prioritize the involvement of urban minority professionals who serve as relatable role models, inspiring the next generation toward success.

# Our Mission

Our objective is to empower underprivileged youth by nurturing their potential and instilling financial awareness as they transition into adulthood. We aim to equip them with the knowledge and skills to effectively manage and grow their finances in today's dynamic landscape. Leveraging the influence of Hip Hop culture, we harness its positive elements to educate our youth about the significance of money and its workings in the modern world.



# Program

We have several programs that can help the community and all it to flourish. Although each program is designed as a stand-alone program, they work in conjunction with each other to promote and encourage the development of each program.



The **Triumphant Advancement in Prosperity (T. A. P. Program)**. This program is a three (3) hour program designed to allow teens to learn core information about financial literacy and business development, and leadership. It gives enough information to pique teens' interest through word associations and created games. Through the **T.A.P. Program**, young people get a grasp of the idea of budgeting and learn simple terminology of business development while playing games created to commit the information to memory for the future. It is the perfect springboard to the **CARTS Program** or **The Lemonade Stand Camp**.

CARTS program is the in-school or after-school program **Community Advancement Resource Training Services (CARTS) Program**. The CARTS Program is a two-week program designed to go into the school system to teach basic information about financial literacy and business development. The **CARTS Program** will help those who want to learn about business development and financial literacy with a deep understanding on how money works and how to apply it to their personal and business life. It will help students become certified in financial literacy and business development. This program is a STEM Certified initiative which also includes language and social studies. It is designed to make the students use creative thinking and ideas as they learn about financial literacy and business development.



The **Know Thyself Program** is designed to help fight against insecurity, and suicide that is happening in the community of young people every day. In this program, we encourage open discussions, hands-on activities, and excursions that allow youth to explore diverse perspectives. Through these experiences, youth gain a sense of belonging and learn to appreciate the beauty of their own cultural heritage while celebrating others. This allows us to create positive experiences that will last for a lifetime for today's young people. It helps youth recognize their self-worth, learn to have self-respect, practice self-acceptance, become more self-aware, and learn how to create respectful social connections as they mature into young adults.

Our Program "**Mo Money Musical**". It is a performance based on financial literacy and business development to give basic information to the community on how to better itself and become more productive. This musical performance uses comedy, music, and dance to help ignite those who may be interested in doing better and think about how to become a producer within the community. It is designed to promote financial literacy without judgment. It is also designed to help those who view it see that it is possible to have and be more as a community. It gives simple lessons that can be implemented immediately within the home and personal lives.





# Program Continued



The **LEADership Program (Leveraging Essential Alliances Developing Empowerment Richly)** will provide training in crucial leadership skills like communication, decision-making, and teamwork, alongside opportunities for personal growth and self-awareness. It will facilitate mentorship, community engagement, and networking to broaden participants' horizons and connect them with supportive role models and peers. Incorporating experiential learning, public speaking training, and cultural competence development. Our program will encourage critical thinking, emotional intelligence, and reflection. We will have Leadership projects and continuous support mechanisms to further enhance participants' abilities to apply their skills, make a positive impact, and continue their leadership journey beyond the program. In addition, we will have Evaluations and feedback loops to ensure ongoing improvement and effectiveness. Through these integrated components, the program equips young leaders with the tools, knowledge, and confidence needed to thrive in diverse leadership roles and make meaningful community contributions.

Our summer camp program called **“The Financial & Business Summer BootCamp”**. The camp is an 8-hour camp filled with games, fun, interaction, and education. However, this program is designed to take a week and train youth daily for 5.5 hours about financial literacy, business development, investments, and much more. The campers will be able to experience a full-blown immersive protocol of financial literacy from A to Z, which includes, field trips, and educational labs that will demonstrate all aspects of money and business. In addition, the camper will learn about business development from start to finish and then learn how to produce a product from its inception to completion. Campers will leave with not just information but also application of both financial literacy and business development.



# 2023 Revenue Summary

The LSB 2023 Five-Year Budget Summary is reflected below. Our Revenue narrative includes the following pages.

<b>Financial Budget for 2023</b>					
<b>Revenues</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>
<b>Donations</b>	11,060.00	50,000	150,000	300,000	400,000
<b>Grants &amp; Aids</b>	0.00	30,000	75,000	180,000	250,000
<b>Camp</b>	0.00	35,000	70,000	105,000	250,000
<b>EduFundraiser</b>	0.00	150,000	175,000	250,000	350,000
<b>Booklets</b>	0.00	500	2,000	5,000	15,000
<b>Games</b>	0.00	700	1,500	2,500	4,500
<b>Apparel</b>	50.00	375	725	1,050	2,000
<b>Stickers</b>	6.00	150	300	500	1,000
<b>Musical/Events</b>	128.00	35,000	75,000	150,000	175,000
<b>Program Sales</b>	0.00				
<b>Program Training</b>	0.00				
<b>Total Revenue</b>	<b>11,619</b>	<b>301,725</b>	<b>549,525</b>	<b>994,050</b>	<b>1,447,500</b>

# 2024 Budget Summary

The LSB 2023 Five-Year Budget Summary is reflected below. Our budget narrative includes the following pages.

<b>Financial Budget for 2023</b>					
<b>Expenditures</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>
<b>Special Services</b>	8,000.00	5,000	7,500	11,000	55,000
<b>Administrative</b>	0.00	15,000	15,000	25,000	55,000
<b>Training Facility</b>	0.00	10,000	10,000	20,000	40,000
<b>Booklets</b>	0.00	8,000	11,000	14,000	17,000
<b>Games</b>	0.00	3,000	5,000	8,000	11,000
<b>Materials &amp; Supplies</b>	0.00	5,000	8,000	13,000	16,000
<b>Performing Art Musical Prep</b>	0.00	15,000	15,000	35,000	55,000
<b>Edufundraiser Prep</b>	0.00	5,000	8,000	30,000	30,000
<b>Camp Program</b>	0.00	15,000	75,000	100,000	125,000
<b>T.A.P Program</b>	0.00	9,000	15,000	20,000	25,000
<b>CARTS Program</b>	0.00	9,000	13,000	16,000	19,000
<b>Musical Program</b>	0.00	2,500	5,500	8,500	12,000
<b>Leadership Program</b>	0.00	9,000	12,000	15,000	18,000
<b>Know Thyself Program</b>	0.00	8,000	11,000	14,000	17,000
<b>Camp Program Evaluation</b>	1,500.00	15,000	15,000	35,000	65,000
<b>TAP Program Evaluation</b>	0.00	10,000	13,000	16,000	19,000
<b>CARTS Program Evaluation</b>	0.00	10,000	13,000	16,000	19,000
<b>Musical Program Evaluation</b>	0.00	10,000	13,000	16,000	19,000
<b>Leadership Evaluation</b>	0.00	10,000	13,000	16,000	19,000
<b>Know Thyself Evaluation</b>	0.00	10,000	13,000	16,000	19,000
<b>TAP Mentor Stipend</b>	0.00	15,000	30,000	45,000	60,000
<b>CARTS Mentor Stipend</b>	0.00	10,000	13,000	20,000	40,000
<b>Know Thyself Stipend</b>	0.00	10,000	13,000	16,000	19,000
<b>Musical Stipend</b>	0.00	10,000	13,000	16,000	19,000
<b>Community Collaboration</b>	1,500.00	19,000	7,000	9,000	15,000
<b>Marketing &amp; Outreach</b>	0.00	25,000	25,000	25,000	45,000
<b>Total Expenditures</b>	<b>11,000</b>	<b>286,500</b>	<b>405,000</b>	<b>575,500</b>	<b>853,000</b>
<b>Gross Revenue</b>	<b>619.00</b>	<b>47,225</b>	<b>141,525</b>	<b>418,550</b>	<b>594,500</b>

# Profit Loss Statement Summary

The LSB 2023/24 profit/loss statement is reflected below.

<b>Profit and Loss</b>	
<b>Date Range: 2023-05-28 to 2024-02-12</b>	
<b>ACCOUNTS</b>	May 28, 2023, to Feb 12, 2024
<b>Income</b>	
Direct Public Support – Individual Contributions	\$439.68
Total Income	\$439.68
Total Cost of Goods Sold	\$0.00
Gross Profit	\$439.68
<b>Operating Expenses</b>	
Legal Fees	\$250.00
Office Supplies	\$250.00
<b>Total Operating Expenditures</b>	<b>\$330.08</b>
<b>Net Profit</b>	<b>\$109.60</b>

# Budget Narrative

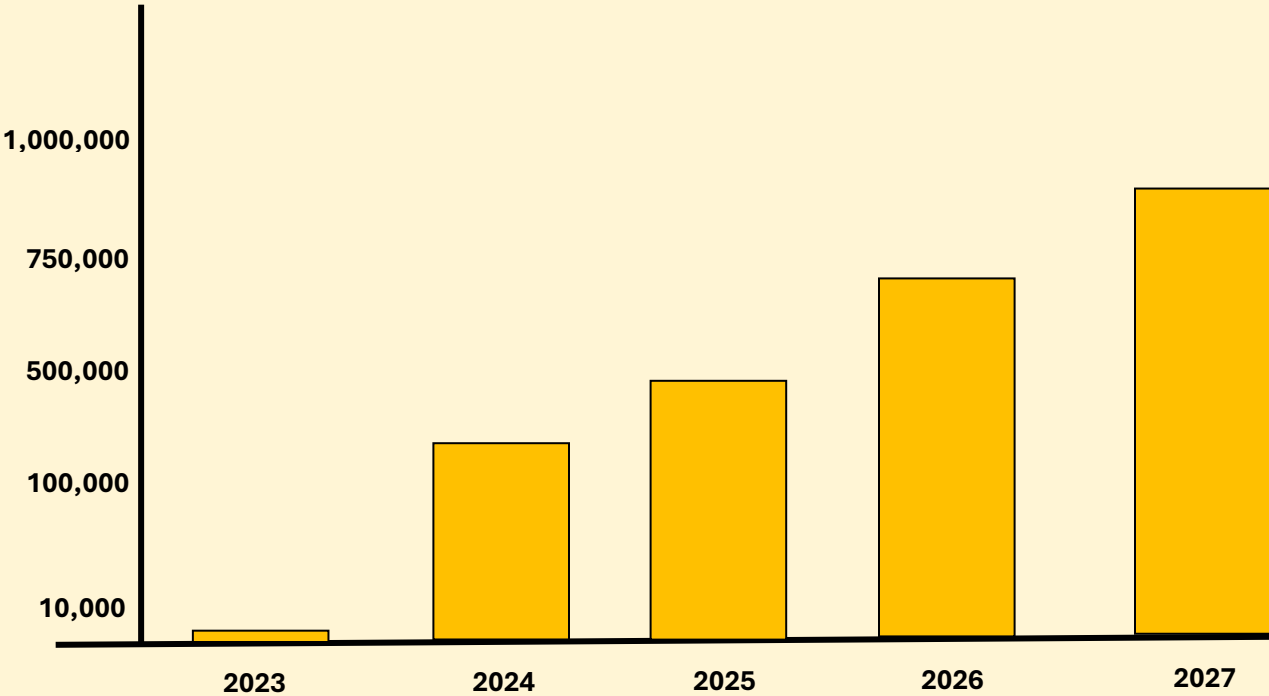
## Revenue

### REVENUE

In FY 2023, budgeted revenues consist of donations and fundraising efforts. In FY 2023, LSB is planning to apply for a myriad of grants and engage in more fundraising efforts to generate more revenue to pay for existing and proposed plans and programs. In FY 2023, LSB reflects a total budgeted revenue of \$619.

In FY 2024, the total projected revenue is \$295,025, an increase of 122.3% from FY 2023. In FY 2025 and FY 2026, revenues are projected to increase by 20.9%. Additionally, projected revenues in FY 2027 are expected to increase by 9.6%. The projected increase in revenues is largely attributable to an equitable increase among donations, products, camps, grants & aids, and fundraising efforts.

### Revenues by Source (FY 2023 - FY 2027)



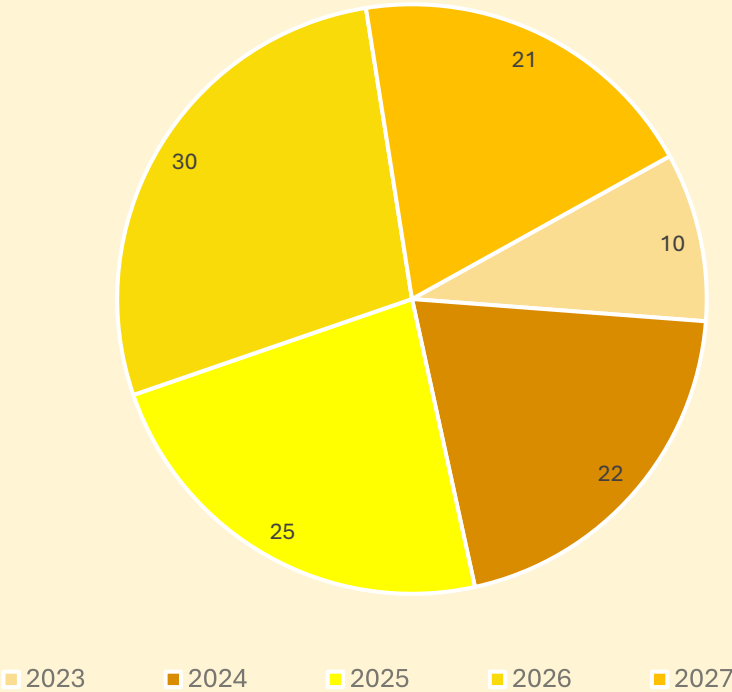


# Budget Narrative

## Expenditures

### EXPENDITURES

In FY 2023, total expenditures are budgeted at \$11,000.00 for the establishment of our organization and include stipends for independent workers, office supplies, and professional services for the operation of LSB. Over the next couple of years, expenditures will continue to increase as LSB plans to increase the programs offered as well as the depth of programs offered to include more of the community. Additionally, the budget increases take into consideration the current CPI index of 22%. As a result, total budgeted expenditures are expected to increase by 100% in FY 2024 (\$189,000), FY 2025 (\$254,500), FY 2026 (\$410,000), and FY 2027 (\$640,000). Our expenditure will increase as we begin to connect with larger audiences.



# 2023 Board Members



**Katrice Johnson CEO**  
Worked in a bank for 12 years and has a marketing and graphic design background.



**LeBarron Durant Treasurer**  
Owns a credit repair business.



**Fedora Wohoo Secretary**  
Is a school teacher and owns her own social work business.



**Paul Pearson, Marketing**  
Has a business in real estate investing.



**Curtis Jefferson Advisor**  
Owns African Afro business and is an investor.



**Ronald French, Advisor**  
Has a business in real estate investing.



**Chris Hendricks Advisor**  
Works in banking in the IT field, and over an investment company.



**Kimberly Jefferson Advisor**  
Owns African Afro business and is an investor.

# Values

At LSB, we believe in Financial Literacy, Business Development, Self-Awareness, and Group Economics for all.

## **Financial Literacy for ALL**

We believe in financial literacy for any and every young person. If youth can learn about money and how it works before they go off to college, we believe that they will be a lot better off in the future.

## **Business Development for ALL**

We believe in business development for any and every young person. Suppose a young person can learn how businesses work and how businesses can benefit them whether they are employed, owners, or investors. In that case, we believe these benefits will create producers rather than consumers.

## **Self Esteem**

We believe in financial literacy for any and every young person. If youth can learn about money and how it works before they go off to college, we believe that they will be a lot better off in the future.

## **Closing the Wealth Gap**

We believe the only way we can close the wealth gap is through educational, and experiential learning. The more opportunities we give the more the wealth gap will begin to close.

## **Financial Empowerment**

We believe that the only way to empower people is by helping them understand their worth and then improving upon it by teaching them the value of who they are and the value of what they earn and have.

## **Business Esteem**

We believe in making others feel comfortable within a business setting to help them advance in the fields that they pursue.



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Lemonade Stand Bootcamp, Inc.  
11160 Lillian Hwy  
Pensacola, FL 32506  
850-361-8829

<https://lemonadestandbootcamp.com>  
[info@lemonadestandbootcamp.com](mailto:info@lemonadestandbootcamp.com)