

IDEAS HUB WORKSHEET

Three-Year Financial Vision

All arts organizations develop an annual budget, but a three-year financial plan allows you to be much more strategic in your planning for financial model changes. Here's a step-by-step process outlining the basics:

Step 1: Predict annual expenses for the next three years.

Will they be about the same, somewhat larger, or significantly larger?

- About the same
- Somewhat larger
- Significantly larger

Step 2: Identify factors

In this box, identify the factors that drive the predictions, as well as the expense areas affected.

Step 3: Identify current revenue situation

On page 2, list the components of your current situation: largest revenue components and the infrastructure needed to generate the revenue.

Step 4: Identify changes

On page 2, decide if a change is needed in any component of your financial model to accomplish your goals in three years, determining how the anticipated changes will affect your largest income components and their required infrastructure three years into the future.

Step 5: Map out changes for the next three years

On page 2, describe what is needed to accomplish those changes. You will use this to set goals.

Current situation	Is change needed?	Three years in the future	What's needed to realize this?
<p>Largest income components:</p>		<p>Largest income components:</p>	
<p>Infrastructure in place related to generating revenue:</p>		<p>Infrastructure in place related to generating revenue:</p>	