



Lamb and Lion Studios

2934 Niagara Falls Blvd
North Tonawanda, NY 14120
(716) 245-9107



Lamb and Lions Studio, Master Plan

Principals:

William Huff

Christine Miller

Skills (Education & Professional)

College Degreed (General), Mechanical, Electrical/Electronic, Industrial Design/Prototyping, Engineering,
Architectural Design, Construction/Production, Manufacturing, R&D,
Estimation/Scheduling, Production Management, Set/Stage,
Trade Show Exhibits/Environments, Retail Theming, Writing, Marketing,
Web Page Development (HTML, PHP, CSS), Entrepreneurship,
Visual Models/Sculpture, Painting, Masonry/Hardscape

College Degreed (Fine Arts), Portraiture, Sculpture, Design, Entrepreneurship, Production,
Manufacturing, Graphical Design/Layout, Customer Service, Food Industry

Advisory (board & non-board members):

Pastor Eric Roselund
Pastor Chad Rieselman
William Huff, Jr.
Tim Kennedy
Andrew Toukatlyw
Ward James
Glenn James
Louis Orrantia

Background/Experience/Credentials

Theologic advisor/Counselor
Theologic advisor/Counselor
Entrepreneur/Business Owner/Advisor
Theologic advisor/Counselor
Entrepreneur/Business Owner/Advisor
Technical Advisor
Technical Advisor
Architect/Technical Advisor

Planning/Legal/Logistics/Management

Business Plan

Research/Survey

Real Estate, Commercial
Church Attendance
Christians
Donations
Christian Facilities/Events/Endeavors
Economy, Regional
Needs, Regional & International
Planning/Productivity/Resource Allocation
Staffing
Business Models

Art Galleries
Coffee/Pastry Shops
Gift Shop
Themed Events
Festivals
Theatre
Public Gardens
Weddings
Seminars
Interactive Exhibits

Business Outline
Editing
Presentation/Solicitation

Online

Web Page
Crowdfunding
Social Media

Personal Networks

Friends/Family
Business

Mailings

Corporate
Organizations

Signage

Small Localized
Regional. Medium to Large

Gross Expenditures

Management/Board Establishment and Expansion

Phase One

Advisory Board
Senior Management

<u>year one</u>	<u>year two</u>	<u>year three</u>	<u>year four</u>	<u>year five</u>	<u>year six</u>	<u>year seven</u>	<u>year eight</u>	<u>year nine</u>	<u>year ten</u>
0	0								
0	12000								

Phase Two

Advisory Board
Senior Management

		5000	5000	5000					
		18000	18000	24000					

Phase Three

Advisory Board
Senior Management

					10000	10000	10000	10000	10000
					36000	36000	36000	36000	36000

Totals **0** **12000** **23000** **23000** **29000** **46000** **46000** **46000** **46000** **46000**

Legal/Taxes

Phase One

Consultation
Taxation
Proprietary

<u>year one</u>	<u>year two</u>	<u>year three</u>	<u>year four</u>	<u>year five</u>	<u>year six</u>	<u>year seven</u>	<u>year eight</u>	<u>year nine</u>	<u>year ten</u>
500	250								
5000	6000								
0	0								

Phase Two

Consultation
Non-profit incorporation
Taxation
Proprietary

		500	500	500					
		1200	0	0					
		1000	1000	1000					
		1500	1500	1500					

Phase Three

Consultation
Taxation
Proprietary

					1500	1500	1500	1500	1500
					2000	2000	2000	2000	2000
					3000	3000	3000	3000	3000

Totals **5500** **6250** **4200** **3000** **3000** **6500** **6500** **6500** **6500** **6500**

Expenditures

Phase One

Mortgage, first trust deed
Mortgage, second trust deed
Closing costs
Property taxes
Utilities
Insurance
Development Costs
Overhead

<u>year one</u>	<u>year two</u>	<u>year three</u>	<u>year four</u>	<u>year five</u>	<u>year six</u>	<u>year seven</u>	<u>year eight</u>	<u>year nine</u>	<u>year ten</u>
21600	21600								
12000	12000								
1000	0								
5000	5000								
3000	3000								
1200	1200								
24000	24000								
3000	3000								

Phase Two

Mortgage, first trust deed
Mortgage, second trust deed
Property taxes
Utilities

		21600	21600						
		12000	12000						
		0	0						
		4000	4000						

	Insurance				2400	2400					
	Development Costs				45000	45000					
	Overhead				4000	4000					
Phase Three											
	Mortgage, first trust deed				16800	16800	16800	16800	16800	16800	
	Closing costs				3000	0	0	0	0	0	
	Property Lease				12000	12000	12000	12000	12000	12000	
	Property taxes				0	0	0	0	0	0	
	Utilities				5000	5000	5000	5000	5000	5000	
	Insurance				4000	4000	4000	4000	4000	4000	
	Development Costs				75000	75000	0	0	0	0	
	Overhead				9000	9000	9000	9000	9000	9000	
	Totals	70800	69800	89000	89000	124800	121800	46800	46800	46800	46800
Handicap Procedural/Infrastructure		year one	year two	year three	year four	year five	year six	year seven	year eight	year nine	year ten
Phase One											
	Management	0	0								
	Labor/Materials	250	500								
Phase Two											
	Management			500	500						
	Labor/Materials			1000	1000						
Phase Three											
	Management					1500	1500	1000	1000	1000	1000
	Labor/Materials					5000	5000	1000	1000	1000	1000
	Totals	250	500	1500	1500	6500	6500	2000	2000	2000	2000
Employer/Employment, Governmental		year one	year two	year three	year four	year five	year six	year seven	year eight	year nine	year ten
Phase One											
	Management	500	500								
Phase Two											
	Management			750	750						
Phase Three											
	Management					1500	1500	1500	1500	1500	1500
	Totals	500	500	750	750	1500	1500	1500	1500	1500	1500
Human Resources		year one	year two	year three	year four	year five	year six	year seven	year eight	year nine	year ten
Phase One		0	0								
Phase Two				250	250						
Phase Three						5000	10000	20000	35000	50000	75000
	Totals	0	0	250	250	5000	10000	20000	35000	50000	75000
Marketing		year one	year two	year three	year four	year five	year six	year seven	year eight	year nine	year ten
	Web Page Development and Management	1500	100	500	100	500	100	100	100	100	100
	Radio, Christian and Secular		500	1000	1000	1500	1500	1500	3000	3000	3000
	Strategic Signage	200	500	750	750	1200	1200	1200	1500	1500	1500
	Direct Mailings	200	500	750	750	1200	1200	1200	1500	1500	1500
	Networks	1000	1500	2000	2000	2500	2500	2500	2500	2500	2500
	Totals	2900	3100	5000	4600	6900	6500	6500	8600	8600	8600
Accounting		year one	year two	year three	year four	year five	year six	year seven	year eight	year nine	year ten
	Bookkeeping (phase one)	500	600								
	Accounting (phase two and three)			800	1000	3000	4000	5000	7500	8000	10000

		Totals	500	600	800	1000	3000	4000	5000	7500	8000	10000
Security		<u>year one</u>	<u>year two</u>	<u>year three</u>	<u>year four</u>	<u>year five</u>	<u>year six</u>	<u>year seven</u>	<u>year eight</u>	<u>year nine</u>	<u>year ten</u>	
		200	200	1000	1500	3000	4500	6000	7500	10000	12000	
		Totals	200	200	1000	1500	3000	4500	6000	7500	10000	12000
Technical Support		<u>year one</u>	<u>year two</u>	<u>year three</u>	<u>year four</u>	<u>year five</u>	<u>year six</u>	<u>year seven</u>	<u>year eight</u>	<u>year nine</u>	<u>year ten</u>	
	Research and Development	200	200	500	500	1500	1500	2000	2500	3000	3500	
	Resource allocation, management and utilization	200	200	500	500	1000	1500	2000	2500	3000	3500	
	IT (Computers, digital controls, interactive systems)	200	500	750	1000	5000	7500	10000	12000	5000	5000	
	Sets, theming and costuming	200	200	1500	2000	3000	4000	5000	6000	6500	7500	
	Design/Detail Drawings/Orthographics	100	500	1000	1000	2500	3000	3500	1500	1000	1000	
	Permits/Zoning/Variations	1200	250	1200	1200	1500	1500	1500	500	500	500	
	Building/construction systems	200	500	750	750	1500	1500	1500	1500	1500	1500	
	Repairs and maintenance	500	500	1000	1000	2000	3000	3500	4000	4500	5000	
	Horticultural	100	0	1500	1500	10000	10000	10000	5000	5000	5000	
	Totals	2900	2850	8700	9450	28000	33500	39000	35500	30000	32500	
Staff		<u>year one</u>	<u>year two</u>	<u>year three</u>	<u>year four</u>	<u>year five</u>	<u>year six</u>	<u>year seven</u>	<u>year eight</u>	<u>year nine</u>	<u>year ten</u>	
	Employees	0	12000	24000	36000	75000	100000	120000	150000	150000	150000	
	Totals	0	12000	24000	36000	75000	100000	120000	150000	150000	150000	
	Gross Totals	83550	107800	158200	170050	285700	340800	299300	346900	359400	390900	
Gross Receipts												
	Events/Uses/Attractions/Services	<u>year one</u>	<u>year two</u>	<u>year three</u>	<u>year four</u>	<u>year five</u>	<u>year six</u>	<u>year seven</u>	<u>year eight</u>	<u>year nine</u>	<u>year ten</u>	
	Phase One Facility											
	Gallery/Studio	10000	40000	50000	60000	50000	65000	75000	85000	90000	100000	
	Coffee Shop	10000	20000	25000	30000	30000	30000	30000	30000	30000	30000	
	Gift Shop	2000	5000	7500	10000	20000	30000	45000	55000	65000	75000	
	Art Classes and Education	1000	1500	2000	3000	4000	5000	6000	7000	8000	9000	
	Traveling Shows	0	3000	5000	7500	10000	12000	15000	20000	25000	30000	
	Tenants	12000	24000	24000	24000	0	0	0	0	0	0	
	Festival Booth Rentals	0	0	500	1000	5000	10000	15000	20000	25000	30000	
	Phase Two Facility											
	Periodic Outdoor Art, Music, Theatre, Performing Arts Events & Seminars (seasonal)			500	1000	2000	3000	3000	3000	3000	3000	
	Seasonal/Holiday Events (Christian)			500	1000	2000	3000	3000	3000	3000	3000	
	Disaster Response Event, Long term Readiness, and Quick Response Resource Allocation			500	1000	2000	3000	3000	3000	3000	3000	
	Phase Three Facility (incl. acquiring leased acreage at rear)											
	Weddings					500	1000	2000	3000	3000	3000	
	Periodic Art, Music, Theatre & Performing Arts Festivals (medium to large)					1000	2500	5000	10000	20000	40000	
	Periodic, Charity Specific, Needy, Disaster Relief, Events/Drives					500	1000	2000	3000	3000	3000	
	Family/individual interactive/meditative areas					500	1000	2000	3000	3000	3000	
	Transportation (need based)					500	1000	2000	3000	3000	3000	
	Seasonal/Holiday Events (Christian)					500	1000	2000	3000	3000	3000	
	Disaster Response Event, Long term Readiness, and Quick Response Resource Allocation					500	1000	2000	3000	3000	3000	
	Indoor venues and interactive exhibits					1000	2500	5000	10000	20000	40000	
Donations/Sponsorships/Grants												
	Phase One											
	Sponsors	500	1500									
	Donations	2000	10000									
	Grants	1000	5000									
	Cash Loans	50000	0									

Phase Two	Sponsors	5000	7500								
	Donations	30000	35000								
	Grants	10000	7500								
Phase Three	Sponsors			15000	20000	30000	45000	60000	75000		
	Donations			150000	200000	300000	350000	400000	450000		
	Grants			10000	12000	15000	20000	25000	30000		
Totals		88500	110000	160500	188500	305000	404000	562000	679000	795000	936000
Net to Causes		4950	2200	2300	18450	19300	63200	262700	332100	435600	545100

Phase One Facility Development Costs (over 2 yr. Period)

	<u>Cost/Expenses</u>
Acquire tenant, large front shop (5 yr lease)	500
Negotiate new 5 yr leases existing tenants	100
Roof repair (re-shingle, building paper, ice shield)	4500
Flooring (laminiate, main floor and attic)	3500
Continued conversion of exiting living spaces to Christian centrist art gallery/children's art ministry	2500
Conversion of existing finished office space to coffee shop/gift shop	2500
Connected Pass-ways/Doors (Customer Flow to Gallery, Coffee shop, Rear Outdoor Table/Play area)	1500
Modification of existing, partially finished, attic/basement square footage for new living/work spaces	2000
Modifications of existing signage	500
Outdoor Seating (at rear)	500
Landscaping/hardscapes/Parking	1000
Noise/Visual screening (hedges)	1500
Facade/Exterior repairs/modifications (arched wall/breezway/lattice overheard/pavers)	10000
Overhead Sunscreens (sail type at rear outdoor seating)	1200
Landscape Lighting	500
Children's outdoor play area	2500
Utility Upgrades	1200
Operational Overhead	2500
Plans/Permits	1000
Security	500
Insurance	1500
Legal	1500
Misc	4000
Total	47000

Phase Two Facility Development Costs (over 2 yr. Period)

Grading/Trenching (utilities, additional parking, and lawn area)	10000
Gravel Parking/Drive	5000
Landscaping/hardscapes	2500
Small stage (portable)	7500
Event Seating (modular)	1500
Facade/Exterior repairs/modifications (rear shop)	2500
Overhead Sunscreens	1500
Outdoor Lighting	1200
Utility Upgrades	1500
Operational Overhead (Labor, Materials, Management)	1500
Plans/Permits	1500
Security	1500
Insurance	1500
Legal	1500
Misc	4000
total	44700

Phase Three Facility Development Costs (adding leased acreage at rear, over 2 yr. Period)

Conversion of 4,000 sf existing building to indoor venues and interactive exhibits, as well as an expansion of dedicated work space for operations and maintenance	15000
Grading/Trenching (utilities, hardscapes, lawn and garden areas, paths, and a pond, as well as	30000

group and meditative sitting areas)	
Gravel Parking/Drive	10000
Landscaping/hardscapes	15000
Pavilion/Stage	35000
Event Seating	5000
Facade/Exterior repairs/modifications	5000
Outdoor Lighting	2000
Utility Upgrades	3000
Operational Overhead (Labor, Materials, Management)	3000
Plans/Permits	2000
Security	5000
Insurance	3000
Legal	2000
Misc	13600
total	148600

Demographics

all ages/family oriented

Capital/Resource expenditure to-date

	subtotals
Interior wall repair/prep/painting	4000
Space enhancement (enlarged arched openings for gallery/studio space)	2500
Electrical/Appliance Repair	1200
Heating/ducting (furnace replacement)	1200
Plumbing repair (frozen blown lines/valves/water closet replaced)	1500
Roof patching	150
Lease Payments	1800
Floor prep	150
total	12500

Funding Sources

Phase One Facility

Self-funding (currently underway)
Owner (June 1, 2016, contract to purchase: \$35,000 downpayment, 5yr note @12% with balloon)
Investment/Donations (\$50,000, 2nd mortgage 12%, 10 yr., for down payment & phase one funding)

Phase Two and Three Facility (non-profit)

Donations and sponsorship

- Online
 - Web Page
 - Crowdfunding
 - Social Media
- Networking
 - Friends/Family
 - Business
- Direct Mail
 - Corporate
 - Organizations
- Signage
 - Small Localized
 - Regional. Medium to Large

Projected Cause Expenditures, capital, labor and materials

	<u>year one</u>	<u>year two</u>	<u>year three</u>	<u>year four</u>	<u>year five</u>	<u>year six</u>	<u>year seven</u>	<u>year eight</u>	<u>year nine</u>	<u>year ten</u>
CareNet	3000	500	1000	1500	2000	2500	3500	4500	5500	6500
Children's Needs, Local	1500	3000	4500	6000	7500	9000	10500	12000	13500	15000
Children's Needs, Global	500	1000	1500	2000	2500	3000	4500	6000	7500	9000

