

|    | A                                 | B                   | C |
|----|-----------------------------------|---------------------|---|
| 1  | <b>NAMI Tennessee</b>             |                     |   |
| 2  | <b>FY24 Budget Draft</b>          |                     |   |
| 6  |                                   | Proposed            |   |
| 7  |                                   | FY 24               |   |
| 8  | INCOME                            |                     |   |
| 9  | Donations                         | 0.00                |   |
| 10 | Affiliate Expansion/Naomi Judd    | 250,000.00          |   |
| 11 | Benefit Concerts (Bonneroo organ  | 100,000.00          |   |
| 12 | ERC                               | 250,000.00          |   |
| 13 | Fundraising:                      |                     |   |
| 14 | NAMI Walks Income                 | 0.00                |   |
| 15 | Vision of Hope Dinner             | 65,000.00           |   |
| 16 | Community Shares                  | 0.00                |   |
| 17 | Grants:                           |                     |   |
| 18 | Affiliate Expansion               | 324,625.00          |   |
| 19 | Additional Affiliate Expansion Gr | 325,000.00          |   |
| 20 | OCJP Connect & Protect            | 216,000.00          |   |
| 21 | Extension OCJP 2022/23            | 74,000.00           |   |
| 22 | CIT - DOJ                         | 0.00                |   |
| 23 | CIT - Statewide                   | 288,849.00          |   |
| 24 | Peer 2 Peer                       | 493,616.00          |   |
| 25 | Healing Trust                     | 45,000.00           |   |
| 26 | NAMI                              | 30,000.00           |   |
| 27 | MHBG COVID 19 Relief/ARPA         | 114,000.00          |   |
| 28 | Other Grants                      | 25,000.00           |   |
| 29 | TAADAS                            | 0.00                |   |
| 30 | Membership Dues Received          | 3,000.00            |   |
| 31 | NAMI State Convention             | 25,000.00           |   |
| 32 | NAMI TN Endowment Disburseme      | 1,100.00            |   |
| 33 | Other Income                      | 1,000.00            |   |
| 34 | Affiliate Reimbursement ED Salar  | 0.00                |   |
| 35 | United Way                        | 15,000.00           |   |
| 36 |                                   |                     |   |
| 37 |                                   |                     |   |
| 38 | Services:                         |                     |   |
| 39 | FSS Training                      | 20,000.00           |   |
| 40 | TBI (TN Bureau of Invest.)        | 0.00                |   |
| 41 | Interest Income                   | 2,500               |   |
| 42 | TOTAL Revenue                     | <u>\$ 2,668,690</u> |   |
| 43 |                                   |                     |   |
| 44 |                                   |                     |   |
| 45 |                                   |                     |   |
| 46 |                                   |                     |   |
| 47 |                                   |                     |   |
| 48 | EXPENSES                          |                     |   |
| 49 | Wages & Benefits:                 |                     |   |
| 50 | Wages                             | 1,005,366.00        |   |
| 51 | Benefits & Payroll Taxes          | 363,351.00          |   |
| 52 |                                   |                     |   |
| 53 | Professional Fees:                |                     |   |
| 54 | CIT DOJ                           | 0.00                |   |
| 55 | OCJP Connect & Protect            | 108,296.00          |   |
| 56 | Facebook Live                     | 0.00                |   |
| 57 | Education Coordinator             | 9,600.00            |   |

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|----|-------------------------------------|--------------|---|
| 58 | IT/Internet                         | 12,000.00    |   |
| 59 | Audit                               | 12,000.00    |   |
| 60 | MHBG ARPA                           | 7,800.00     |   |
| 61 | P2P                                 | 28,200.00    |   |
| 62 | CIT                                 | 6,756.00     |   |
| 63 | AFF Expansion                       | 36,400.00    |   |
| 64 | Other Professional Fees             | 75,000.00    |   |
| 65 | Other OCJP Grant Expenses           | 103,914.27   |   |
| 66 | Conferences & Meetings:             |              |   |
| 67 | Board Meetings                      | 5,000.00     |   |
| 68 | Nat. Conv & Other                   | 12,000.00    |   |
| 69 | Travel:                             |              |   |
| 70 | Staff                               | 40,000.00    |   |
| 71 | CIT                                 | 30,000.00    |   |
| 72 | Fundraising Events:                 |              |   |
| 73 | Vision of Hope Gala                 | 15,000.00    |   |
| 74 | Vision of Hope Gala Prof. fees      |              |   |
| 75 | NAMI Walks Expenses                 | 0.00         |   |
| 76 | Rent                                | 35,000.00    |   |
| 77 | Equipment Rental                    | 2,000.00     |   |
| 78 | Conference Trainings (attended b    | 5,000.00     |   |
| 79 | Educational Classes                 | 8,000.00     |   |
| 80 | Program Trainings                   | 0.00         |   |
| 81 | Ending The Silence Presentation     | 2,000.00     |   |
| 82 | Insurance                           | 13,000.00    |   |
| 83 | Software and Licenses               | 10,000.00    |   |
| 84 | Affiliate Development               | 10,000.00    |   |
| 85 | Promotional Materials               | 3,000.00     |   |
| 86 | Supplies                            | 15,000.00    |   |
| 87 | Printing                            | 14,000.00    |   |
| 88 | Postage                             | 2,000.00     |   |
| 89 | Bank Fees and Interest              | 4,500.00     |   |
| 90 | State Convention                    | 32,000.00    |   |
| 91 | Telephone and Internet              | 11,000.00    |   |
| 92 | Discretionary Affiliate Seed \$/Pay | 125,000.00   |   |
| 93 | Affiliate Ongoing funds             |              |   |
| 94 | Affiliate other funds               | 4,500.00     |   |
| 95 | Depreciation                        |              |   |
| 96 | TOTAL EXPENSE                       | \$ 2,166,683 |   |
| 97 |                                     |              |   |
| 98 | NET INCOME (LOSS)                   | 502,006.73   |   |