

January 18, 2021

2021 Annual Budget



URBAN GREEN LAB™

Summary

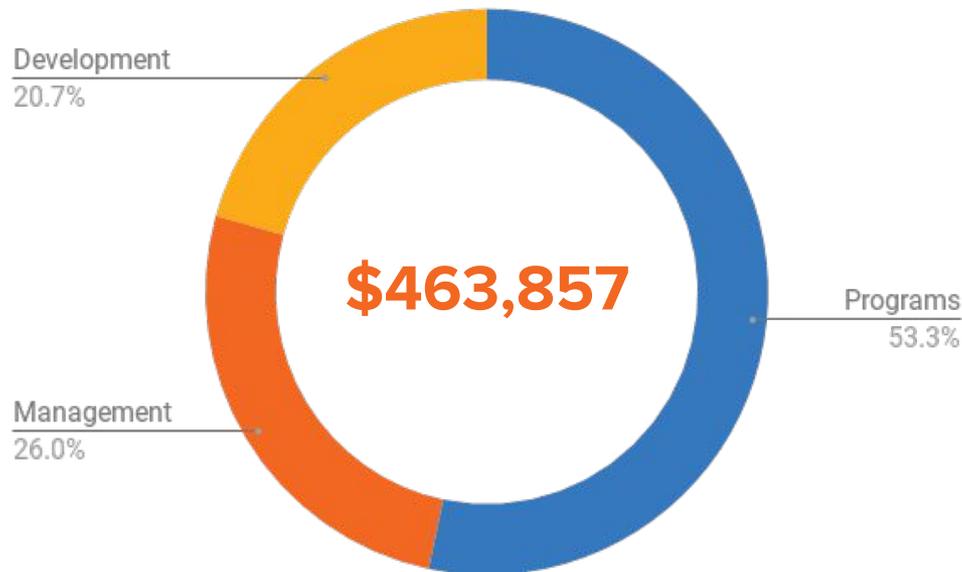
Revenue	\$473,746
Expenses	\$463,857
Difference	\$9,889
Starting balance (Jan 1)*	\$319,818
Average monthly expenses	\$38,655
Number of months covered by starting balance	8.3

*Includes current bank balance, plus pending deposits from confirmed awards by TDOT, SERG, and Kroger. Does not include the line of credit. There is no separate account for reserves.





PROJECTED EXPENSES 2021

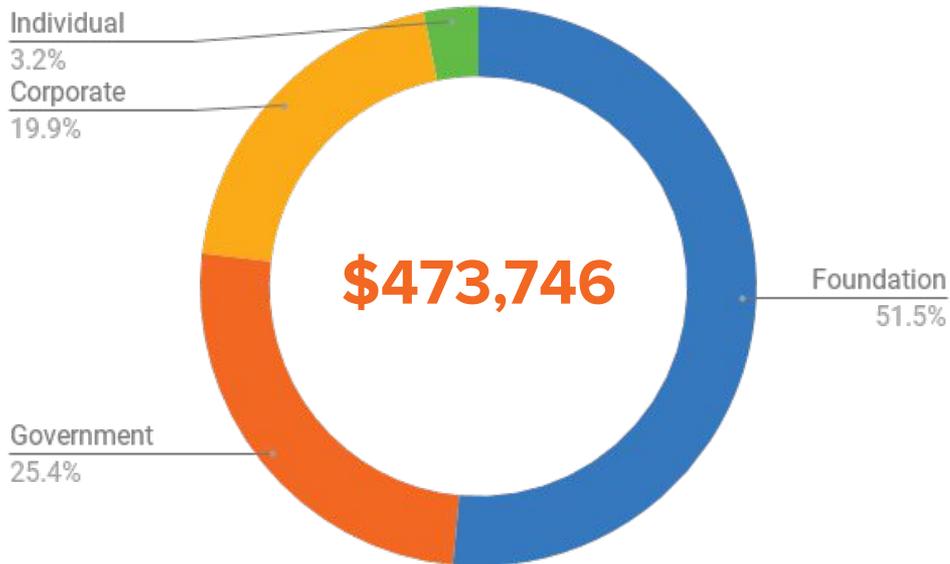


Education remains our top spending priority.

Combined education programs (Sustainable Classrooms, the Roundtable, etc.) are the largest single expense, with salaries making up 75 percent of the entire budget.



PROJECTED REVENUE 2021



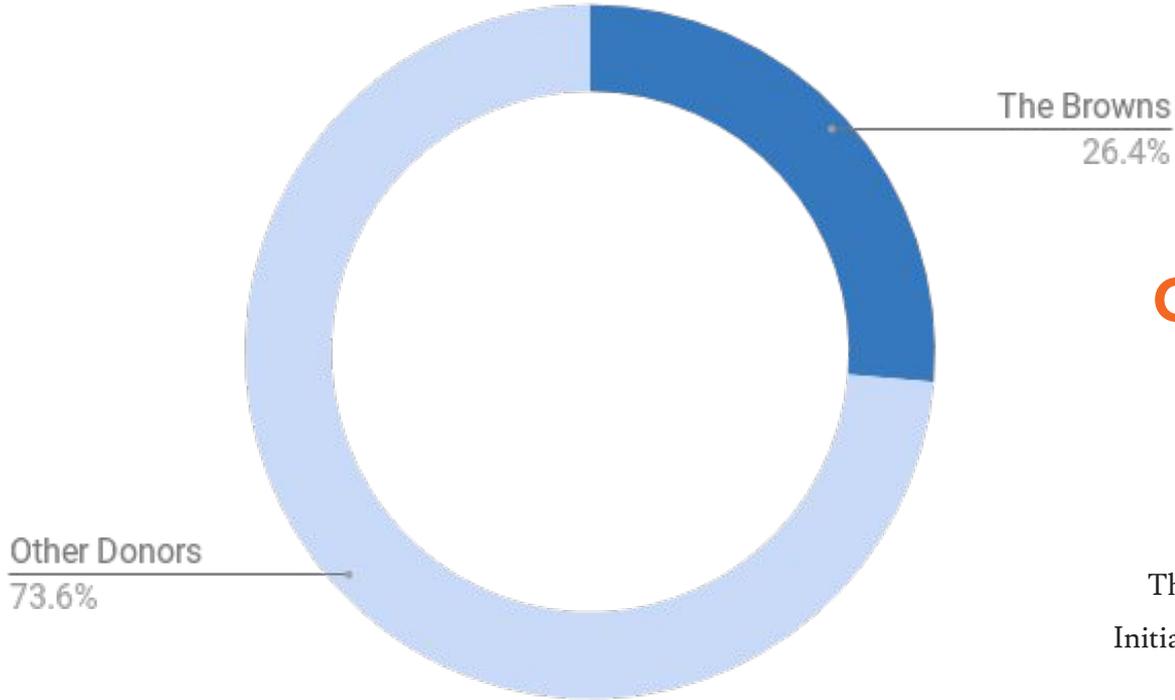
**Foundations are now
our largest stream.**

Foundations -- many from private industry -- make up our largest revenue stream for the first time. Individual* projections, while key for sustainable growth, remain low.

*Most individual donors are those who are involved in our programs.



OUR LARGEST CONTRIBUTOR



Our most important relationship is with the Brown Family.

The Browns support our Nashville Food Waste Initiative (\$75k), but that's likely to be replaced in 2022 by \$50k for solid waste leadership.