				CORE WORK /	MISSION RELATED					SPECIFIC PROJE	CT RELATED				NOTES
	FYE 2016 TOTALS		General Op / Admin / Fundraising	Admin / General Design		HC Book	SHC Rollout / Implementation	NCDC Educational Curriculum	UT Fall Semester	UT Spring Semester	UT Summer Semester	Design Your Neighborhood	SHC Urban Design Challenge		
INCOME															
Received/Committed	\$	491,750													
Government/Foundation Grants (Restricted) TDOT	Ś	25,000		\$ 1,000	\$ 4,000	Ś	5,000	\$ 15,000					T		1/3 of total grant expected to be spent in FY 15
															Includes \$10,000 in funds for additional work
MPO	\$	60,000		\$ 2,500	\$ 7,500	\$	10,000	\$ 15,000		\$ 12,500	\$ 12,500				related to 2040 Plan
NEA	\$	30,000											\$ 10,000	\$ 20,000	\$5,000 closes our NEA funding for DYN, and
	· ·		ć 11F.00											7 = 3,555	\$20,000 for SHCN Design Challenge
Government/Foundation Grants (Restricted) Total			\$ 115,00	υ 											
Government/Foundation Grants (Unrestricted)									į.		į.				
Metro Nashville	\$	100,000		\$ 25,900	\$ 64,100	\$	5,000	\$ 5,000							Salary support, general admin costs of running
	Ş	100,000			\$ 64,100	۶	5,000	\$ 5,000							offic, \$10,000 towards SHCN
Gov't/Foundation Grants (Unrestricted) Total			\$ 100,00	0		+			1		1				
Foundations					1			Į.					1		
Brown Family Funds	\$	15,000		\$ 5,000	\$ 10,000										
Memorial Foundation	\$	5,000			,	\$	5,000								
Scott Chambers Fund	\$	5,000		\$ 1,000	\$ 4,000										Restricted - Speakers' expenses and associated staff time in support of AUD•ible Lecture Series
Turner Family	\$	50,000			\$ -				\$ 50,000						In support of Educational Initiative to create a class for public schools
Frist Technology Grant	\$	5,000			\$ 5,000										Tech Grant for computer upgrades
ULI	\$	10,000			\$ 10,000										In support of ULI Grant focused on Charlotte Pike
Undetermined Foundation support for NEA	\$	10,000			\$ 10,000										\$10,000 in private funding for DYN / SHCN Design Challenge for NEA match we still need to raise (Design Studio work)
Foundations Total			\$ 100,00	0											Total of the state
Institutions		.= .aa l		4 45 400	ı			ı	ı	ı	ı			I	
UTK - Salary support Institutions Total	\$	47,100	\$ 47,10	\$ 47,100											per UTK contract
institutions rotal			3 47,10	<u> </u>		+									
Major Donors															
Board Members (18)	\$	9,000		\$ 9,000											Represents minimum \$500 each
Presidents' Council	\$	15,000			\$ 15,000										Initial year kick-off of our Major Donor level giving
		•		+	·	+									circle - led by past presidents Board Members hosting events at homes /
				1.											businesses or lunches for potential donors to
Support for Hospitality (In-Kind)	\$	1,000		\$ 1,000											expand fundraising opportunities. This can either
						\perp									be direct giving or In-Kind.
Major Donors Total			\$ 25,00	0		+			ļ						
Memberships					<u> </u>				1		1		1	l	I
Membership Dues	\$	15,000		\$ 10,000	\$ 5,000				l	l	l				Annual Memberships (individuals and business)
Memberships Total		-,	\$ 15,00												[F-1]
Miscellaneous Income					1				1	1	1			1	
Urban Design Class PON / MTF Book / Publications	\$	1,000 2,500		\$ 500 \$ 2,500	\$ 500	+									Class based on SHCN - Spring 16
FON / IVITE DOOK / PUDIICATIONS	ş	2,500		3	I			I	<u>I</u>	l	<u> </u>			l	Product sales

	ı			1	CORE WORK / N	MISSION RELATED	NOTES								
				ŀ	CORE WORK / I	VIISSION KELATED		1		SPECIFIC PROJE	CI RELATED	I	1		NOTES
		FYE 2016	5 TOTALS		General Op / Admin / Fundraising	General Design Studio	SHC Book	SHC Rollout / Implementation	NCDC Educational Curriculum	UT Fall Semester	UT Spring Semester	UT Summer Semester	Design Your Neighborhood	SHC Urban Design Challenge	
Other	\$	500			\$ 500										Walking Tour
Product sales Total			\$	4,000											· ·
Productions (Design Studio)		,													
Shaping Healthy Communities	\$	25,000					\$ 25,000								Additional Sponsorships for SHCN book
Shaping Healthy Communities book sales	\$	10,000						\$ 10,000							Based on selling 300 SHCN books at \$35 each
Productions Total			\$ 3	5,000											
Professional Firms and Corporations															
Misc. Donations (non membership / sponsorship)	\$	2,500				\$ 2,500									Misc. donations given each year by firms and corporations not connected to sponsorships or membership - can be project related
Professional Firms & Corporations Total			\$	2,500											
Special Events / Fundraisers															
LTPON	\$	127,000			\$ 77,000	\$ 50,000									
NCDC Roadtrips	\$	2,500			\$ 2,500										
Golden Cones Awards	\$	1,000			\$ 1,000										ticket sales and potential sponsors - parking day
Special Events / Fundraisers Total			\$ 13	0,500											
In-Kind															
Emma	\$	900			\$ 900										Free e-newsletter service
Rent	\$	50,500			\$ 50,500										Turners
Good People	\$	500				\$ 500									Pecha Kucha Night beer sponsor
VU Graphic Services	\$	10,000					\$ 10,000								Work related to SHCN Book
VU Publishing	\$	15,000					\$ 15,000								Work related to SHCN Book
Yazoo	\$	750				\$ 750									UDF and events beer sponsor
In-Kind Total			\$ 77	,650									ļ		
TOTAL INCOME			\$ 65	1,750	\$ 237,900	\$ 188,850	\$ 75,000	\$ 45,000	\$ 50,000	\$ 12,500	\$ 12,500	\$ -	\$ 10,000	\$ 20,000	

													NOTES
	FYE 2016	FYE 2016 TOTALS		General Op / Admin / Fundraising General Design Studio		SHC Rollout / Implementation	NCDC Educational Curriculum	UT Fall Semester	UT Spring Semester	UT Summer Semester	Design Your Neighborhood	SHC Urban Design Challenge	
EXPENSES													
PERSONNEL									1				
Payroll Expenses (salaries + staff taxes)		1				1.	<u> </u>	1	1	1	1 1		
Exc. Director Salary \$	73,000		\$ 25,000	\$ 30,000		\$ 18,000							
Assistant Director Salary \$	57,000		\$ 10,000	\$ 40,000		\$ 7,000							
Development Manager \$	27,000		\$ 22,000	\$ 5,000									
Payroll Expenses \$	15,399		\$ 8,082	\$ 7,317									
Payroll Expenses Total		\$ 172,399							ļ				
									1				
Benefits	6.006	l e	¢ 6000				I		1				I
Exc. Director Insurance Stipend \$	6,000		\$ 6,000						1				
Exc. Director Transit/Parking Stipend \$	1,020		\$ 1,020						1				
IRA contribution for Exc. Director \$	2,190		\$ 2,190	ć 3.700					1				
Assistant Director Insurance Stipend \$	3,790		 	\$ 3,790 \$ 1,020					1		 		
Assistant Director Transit/Parking Stipend \$ IRA contribution for Assistant Director \$	1,020			7 1,020					+				
	1,710		ć 2460	\$ 1,710									
Development Manager Insurance Stipend \$	2,160		\$ 2,160										
Development Manager Transit/Parking Stipend \$	1,020		\$ 1,020										
IRA contribution for Development Manager \$	810	A 40.730	\$ 810										
Benefits Total		\$ 19,720					1						
NON PERSONNEL						ļ			 				
NON-PERSONNEL									1				
Audit & Legal fees 2015 Audit \$	6,700	l	\$ 6,700			T	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>		linusiand and unid for in 2014/2015 hudget
20207.0000	6,700	\$ 6,700	\$ 6,700										invoiced and paid for in 2014/2015 budget
Audit & Legal fees Total		\$ 6,700							1				
Bank / Financial Fees		1				Į.	1	<u> </u>	1				
·	360	I	\$ 360				I						\$30 per month
	204		\$ 204						+				·
	204	\$ 564	\$ 204						1				\$17 per month
Bank Fees Total		\$ 504											
Business Travel		\$ 5,000	\$ 1,000	\$ 2,000		\$ 2,000	<u> </u>		1				Non conference related travel - local / regional
business travei		\$ 5,000 	\$ 1,000 	\$ 2,000		\$ 2,000	ı	l	1	l e	ı ı		I
Communications (EMMA & Sitemason)									1				
Kindful \$	600	Π	\$ 600				I				<u> </u>		donor management software
SiteMason Webhosting \$	420		\$ 420						1				donor management sortware
EMMA E-newsletters (In-Kind) \$	900		\$ 900										
Communications Total	300	\$ 1,920	y 300						1				
Communications rotal		7 1,320							1				
Contract Services (Admin)		l				<u> </u>	l	<u> </u>	1	I			
		l	I			I	l		I	<u> </u>			Fees for freelance Graphic Design Assistance -
Graphic Designer \$	2,000		\$ 2,000										marketing / branding related
 									1				Bookkeeping once a week, potentially more
Bookkeeping assistance \$	8,000		\$ 8,000										around annual luncheon - increased this amount
200ceping assistance	0,000		5,000										to accommodate increased hours
Contract Services (Admin) Total		\$ 10,000							1				to assummance mercused month
contract services (Admin) rotal		7 10,000											
Contract Services (Design Studio)		1				 	1	I	1	l			
			I			1,		l .	1.				MPO funded work (includes approx. 25,000 for
Design/Research Fellow(s) \$	40,000			\$ 20,000		\$ 10,000		\$ 2,500	\$ 2,500			\$ 5,000	Eric Hoke)

					CORE WORK /	MISSION RELATED				SPECIFIC PROJ	ECT RELATED				NOTES
		FYE 2016	2016 TOTALS		General Op / Admin / Fundraising	General Design Studio	SHC Book	SHC Rollout / Implementation	NCDC Educational Curriculum	UT Fall Semester	UT Spring Semester	UT Summer Semester	Design Your Neighborhood	SHC Urban Design Challenge	
Interns	\$	5,000				\$ 5,000	<u> </u>								Stipends
Christine Kreyling (Senior Fellow)	\$	5,000					\$ 5,000								Work to Finalize book
NCDC Educational Initiative	\$	50,000							\$ 50,000						Work related to Educational Initiative - Turner Family Funding
TK Davis (MPO contract)	\$	5,000								\$ 2,500	\$ 2,500				Reimbursable expenses related to MPO contract
Travel and Parking stipends	\$	1,500				\$ 1,500	<u> </u>								For interns and Fellows
VU Graphics (In-Kind)	\$	10,000					\$ 10,000								SHCN Book Design
VU Publishing (In-Kind)	\$	15,000					\$ 15,000								
SHCN Book Index Consultant	\$	2,500					\$ 2,500								<u> </u>
NEA Design Your Neighborhood	\$	6,000							1				\$ 6,000	A 6.000	Contract services
NEA SHCN UC Design Fellow (NEA)	\$	6,000		16 000										\$ 6,000	Contract services
Contract Services (Design Studio)			\$ 14	16,000						1					
Equipment Purchase			\$	7,500	\$ 2,500	\$ 5,000									Adobe software upgrades: \$1000; Office iPad: \$1000; \$500 misc. (includes 5000 Frist Grant - est.)
Hospitality & Meetings Expense			1												
In-House Hospitality	¢	2,000	l		\$ 2,000			1	1	1	1		1		Lunches / staff appreciation, misc. expenses
Board Retreat	Ś	500			\$ 500	+	+								Euricies / starr appreciation, mise. expenses
Hospitality & Meetings Expense Total	, , ,	300	Ś	2,500	y 500	+	+								+
mospitality a meetings expense rotal			-	2,500		+	 								
General Operating Support			•					1	,		,		,	•	
Equipment lease and maintenance	\$	5,000	l l		\$ 5,000	Τ									copy machine rental, and repairs to plotter
Insurance	\$	3,500			\$ 3,500		1								
Janitorial	\$	5,000			\$ 5,000										Office cleaning service - once every other week; Cleaning fees for events at off site locations
Office supplies	\$	3,000			\$ 3,000										Pens, printer paper, envelopes, light bulbs, coffee, plotter paper, charette supplies, etc.
Postage	\$	250			\$ 250										Stamps
Rent/Utilities	\$	12,000			\$ 12,000										
Rent/Utilities (In-Kind)	\$	50,500			\$ 50,500										
Taxes, Licenses & Fees	\$	400			\$ 400										
Telecommunications	\$	5,525			\$ 5,525										Phone service
General Operating Support Total			\$ 8	35,175		<u> </u>									
Lectures, Exhibitions, & Hosted Events															
Holiday Open House	\$	500			\$ 500										Includes money for food and drink - approximately 100 people annually
Urban Design Forum	\$	500			\$ 500										
AUDible Lecture Series (Scott Chambers)	\$	5,000			\$ 1,500	\$ 3,500		1	1			1			Restricted Funds for Annual Speaker
Young Urbanists Events / Receptions	\$	300			\$ 300										
Pecha Kucha	\$	200			\$ 200				1						
Presidents' Council	\$	1,500			\$ 1,500			ļ	ļ		1		1	ļ	Annual Reception and Breakfast
Studio Exhibitions	\$	250			<u> </u>	\$ 250	+	1	1		-	-		-	
Yazoo and Good People (In-Kind)	Ş	1,220		0.475	\$ 1,220	+	+	1	1		1	-		-	
Lectures, Exhibitions, & Hosted Events Total			\$	9,470		+	+				1				<u> </u>
Marketing and Business Development			I						1		1			1	
General Civic Design Center	\$	2,000			\$ 2,000	T		T	T	<u> </u>	T	<u> </u>		<u> </u>	
Printing	\$	1,000			\$ 1,000		_		1						Brochure and business cards
· · ·	<u>'</u>	,			,		-	1	1		1		1		

					CORE	WORK / I	MISSION RELATED				SPECIFIC PROJ	ECT RELATED				NOTES
		FYE 2016	5 TOTAL	.s	Adn	ral Op / min / Iraising	General Design Studio	SHC Book	SHC Rollout / Implementation	NCDC Educational Curriculum	UT Fall Semester	UT Spring Semester	UT Summer Semester	Design Your Neighborhood	SHC Urban Design Challenge	
Updates to website / revamping	\$	3,500	T		\$	3,500										Completion of Website redesign
15th Year Anniversary Movie	\$	8,000			\$	3,000	\$ 5,000									Funding towards production marketing / pr video to be unveiled - June 2016
Promote NEA DYN/UDC	\$	500													\$ 500	Website and promotion for NEA UDC
Marketing and Business Development Total			\$	15,000						ļ						
Memberships and Dues (Organizational)														1		
Center for Non-Profit Management	Ś	250	Ι		Ś	250			Ι	Γ		T	I	Γ	I	
Chamber of Commerce	\$	500			\$	500										
Costco	\$	55			\$	55										
Office publications	\$	1,000					\$ 1,000									Tennessean, Business Journal, magazines, and books for library
Association of Architectural Organizations	\$	500			\$	500										Recommend joining this national collection of similar non-profit groups to raise stature of NCDC work
Chamber of Commerce YP	\$	250			\$	250										
Memberships Total			\$	2,555						ļ						
Postage & Delivery																
Membership and Annual Report	\$	2,000			\$:	2,000										Increase from previous year because of
Postage & Delievery Total			\$	2,000												Membership campaign and Annual Report
Postage & Delievery Total			,	2,000												
Printing			1							•			1			
Membership	\$	1,250			\$	1,250										
Annual Report	\$	1,250			\$	1,250										
UTK student work - Reports	\$	2,000					\$ 2,000									Publications that involve student work - summer studio, Boathouse, ULI, etc.
DYN Materials	\$	1,000												\$ 1,000		
Printing Total			\$	5,500								1				
Productions - Shaping Healthy Communities			1							i				1		
SHCN Book Printing	\$	25,000						\$ 25,000								
SHC Book Mailings	\$	500						\$ 500								
SHC Book Signing Event and Marketing	\$	2,000			\$	1,000			\$ 1,000							
SHC travel	\$	5,000							\$ 5,000			ļ				
Productions Total			\$	32,500						-				ļ		Speaking engagements related to SHCN
Professional Development & Dues (Staff)			1												<u> </u>	
AIA, Chamber, ULI, CNM,	\$	1,500			\$	500	\$ 1,000			1						Membership fees for staff
Conferences for Staff	\$	7,500			\$	1,500	\$ 6,000									Conference travel
Local events	\$	1,000					\$ 1,000									Attendance to Nashville-related events - Annual luncheons for Chamber, ULI, DTP, etc.
Professional Development & Dues Total			\$	10,000												
Special Events / Fundraising			I													
Annual Luncheon - LTPON	Ś	25,000			\$ 7	25,000							<u> </u>			Annual Luncheon Expenses
Golden Cones Awards	\$	800			\$	800										Park(ing) Day after party
Fundraising - Other	\$	2,500			\$	2,500										Hosting of lunches at NCDC to cultivate new donors
Special Events / Fundraising Total			\$	28,300												

				CORE WORK / N	MISSION RELATED						SPE	CIFIC PROJE	CT RELATED	_					NOTES
	FYE 2016 TOTALS		General Op / Admin / Fundraising General Design Studio		SHC Book		SHC Rollout / Implementation		NCDC Educational Curriculum	UT Fall Semester		UT Spring Semester	UT Summer Semester	Design Your Neighborhood		SHC Urban Design Challenge			
TOTAL EXPENSE		\$	562,803	\$ 241,216	\$ 142,087	\$	58,000	\$	43,000	\$ 50,000	\$	5,000	\$ 5,000	\$ -	\$	7,000	\$	11,500	
SURPLUS (LOSS)		\$	88,947	\$ (3,316)	\$ 46,763	\$	17,000	\$	2,000	\$ -	\$	7,500	\$ 7,500	\$ -	\$	3,000	\$	X.500 I	Board disc. bonuses for staff, and transfer surplus to reserve fund
			•		Note: Total Surplus/Loss is the sum of the above Mission-Related/Project-Related numbers														