

Open Table Nashville  
2021 Approved Budget

|                                     | 2021<br>Approved    | % of<br>Total<br>Budget |
|-------------------------------------|---------------------|-------------------------|
| <b>Income</b>                       |                     |                         |
| Corporate Donations                 | \$60,000.00         |                         |
| Faith Communities                   | \$160,000.00        |                         |
| Foundations/ Grants                 | \$125,000.00        |                         |
| Fundraisers                         | \$75,000.00         |                         |
| Individual Donations                | \$225,000.00        |                         |
| <b>Inkind Donations</b>             | \$30,000.00         |                         |
| <b>Total Income</b>                 | <b>\$675,000.00</b> |                         |
| <b>Expenses</b>                     |                     |                         |
| <b>Fundraising and Development</b>  |                     |                         |
| Development Director                |                     |                         |
| Taxes & Fringe                      |                     |                         |
| Postage                             |                     |                         |
| Printing                            |                     |                         |
| Supplies                            |                     |                         |
| Annual Event                        |                     |                         |
| <b>Total F&amp;D</b>                | <b>\$65,125.00</b>  | <b>9.65%</b>            |
| <b>Marketing and Communications</b> |                     |                         |
| Communications Director             |                     |                         |
| Taxes & Fringe                      |                     |                         |
| Advertising                         |                     |                         |
| Postage                             |                     |                         |
| Printing                            |                     |                         |
| Supplies                            |                     |                         |
| WTTIN                               |                     |                         |
| <b>Total M&amp;C</b>                | <b>\$60,664.00</b>  | <b>8.99%</b>            |
| <b>Retention (Financial Aid)</b>    |                     |                         |
| Fees and Filing                     |                     |                         |
| Food                                |                     |                         |
| Medical                             |                     |                         |
| Phone                               |                     |                         |
| Rent Assistance                     |                     |                         |
| Supplies                            |                     |                         |
| Utilities Assistance                |                     |                         |
| <b>Total Retention</b>              | <b>\$4,450.00</b>   | <b>0.66%</b>            |
| <b>Education &amp; Advocacy</b>     |                     |                         |
| Education Director                  |                     |                         |
| Taxes & Fringe                      |                     |                         |
| Food                                |                     |                         |

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|  |                    |              |
|--|--------------------|--------------|
| Printing                                     |                    |              |
| Supplies                                     |                    |              |
| Intern Stipends                              |                    |              |
| Parking                                      |                    |              |
| Chaplaincy                                   |                    |              |
| <b>Total Education</b>                       | <b>\$46,261.00</b> | <b>6.85%</b> |
| <b>Volunteer and<br/>Community Relations</b> |                    |              |
| Welcome Home Kits                            |                    |              |
| Furniture                                    |                    |              |
| Postage                                      |                    |              |
| Printing                                     |                    |              |
| Supplies                                     |                    |              |
| Parking                                      |                    |              |
| <b>Total Volunteer</b>                       | <b>\$2,250.00</b>  | <b>0.33%</b> |
| <b>General Admin</b>                         |                    |              |
| Executive Director                           |                    |              |
| Executive Assistant                          |                    |              |
| Operations Coordinator                       |                    |              |
| Taxes & Fringe                               |                    |              |
| Accounting Services                          |                    |              |
| AmeriCorps                                   |                    |              |
| Gas/Mileage (non-<br>outreach)               |                    |              |
| Bank Fees                                    |                    |              |
| Business Meals                               |                    |              |
| Contract Labor                               |                    |              |
| Dues & Subscriptions                         |                    |              |
| Gifts  |                    |              |
| General and Liability<br>Insurance           |                    |              |
| Workers Comp                                 |                    |              |
| Meals & Entertainment                        |                    |              |
| Office Rent                                  |                    |              |
| Online Service                               |                    |              |
| Parking                                      |                    |              |
| Payroll Processing Fee<br>(ADP)              |                    |              |
| Phone  |                    |              |
| Postage                                      |                    |              |
| Printing                                     |                    |              |
| Staff Development                            |                    |              |
| Staff and Board Retreat                      |                    |              |
| Supplies                                     |                    |              |
| Technology                                   |                    |              |

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|                               |                     |               |
|-------------------------------|---------------------|---------------|
| <b>Total Admin</b>            | <b>\$220,885.00</b> | <b>32.72%</b> |
| <b>Outreach</b>               |                     |               |
| Outreach/Resource Coordinator |                     |               |
| Outreach West                 |                     |               |
| Outreach South                |                     |               |
| Outreach North                |                     |               |
| Outreach East                 |                     |               |
| PT Winter Outreach            |                     |               |
| Taxes & Fringe                |                     |               |
| <b>Resource shelter</b>       |                     |               |
| Clean Up                      |                     |               |
| Food                          |                     |               |
| Laundry                       |                     |               |
| Supplies                      |                     |               |
| <b>Street Outreach</b>        |                     |               |
| Camping Equip                 |                     |               |
| Clothing                      |                     |               |
| Fees and Fines                |                     |               |
| Food                          |                     |               |
| Gas                           |                     |               |
| Hotel                         |                     |               |
| Laundry                       |                     |               |
| Medical                       |                     |               |
| Parking                       |                     |               |
| Records                       |                     |               |
| Supplies                      |                     |               |
| Transportation                |                     |               |
| Printing                      |                     |               |
| <b>Total Outreach</b>         | <b>\$244,820.00</b> | <b>36.27%</b> |
| <b>Total Expenses</b>         | <b>\$644,455.00</b> | <b>95.47%</b> |
| <b>Net Profit/Loss</b>        | <b>\$30,545.00</b>  |               |