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|--|----------------|------------------------|
| Open Table Nashville 2020 Budget | FYE/CYE | |
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| | | |
| INCOME | | |
| | | |
| Corporate Donations | | \$45,000 |
| Faith Communities | | \$60,000 |
| Foundations/ Grants | | \$150,000 |
| Special Events | | \$95,000 |
| Individual Donations | | \$332,000 |
| | | |
| TOTAL INCOME | | \$682,000 |
| | | |
| | | |
| <i>In-Kind Donations</i> | | <i>\$30,000</i> |
| | | |
| | | |
| EXPENSES | | |
| | | |
| Programming | | |
| | | |
| Salaries | | \$434,380.00 |
| Outreach | | \$36,160.00 |
| Education | | \$6,340.00 |
| Retention (Financial Aid) | | \$6,000.00 |
| Marketing and Communications | | \$33,800.00 |
| Volunteer and Community Relations | | \$10,000.00 |
| | | |
| Administration | | |
| | | |
| General Admin | | \$133,890 |
| (Rent, Postage, Mileage, Insurance, Staff Development, Contract Labor, etc.) | | |
| Development | | \$21,275 |
| | | |
| TOTAL EXPENSES | | \$681,845 |

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| | FYE/CYE 2020 Budget | |
| | | |
| Income | | |
| Corporate Donations | \$45,000 | |
| Faith Communities | \$60,000 | |
| Foundations/ Grants | \$150,000 | |
| Special Events | \$95,000 | |
| Individual Donations | \$332,000 | |
| Total Income | \$682,000 | |
| | | |
| Inkind Donations | \$30,000 | |
| | | |
| | | |
| EXPENSES | | |
| | | |
| Salaries | \$434,380 | |
| Interim Co-Director (32 hours per week) | \$32,000 | |
| Interim Co-Director | \$36,000 | |
| Executive Assistant | \$35,000 | |
| Ingrid McIntyre (through June) | \$24,480 | |
| Financial Coordinator | \$10,400 | |
| Volunteer Coordinator | \$22,500 | |
| Development Director | \$40,000 | |
| Resource Coordinator | \$19,500 | |
| Outreach West | \$38,000 | |
| Outreach South | \$38,000 | |
| Outreach North | \$27,000 | |
| Outreach East | \$36,000 | |
| Retention Coordinator (Q3) | \$18,000 | |
| PT Winter Outreach | \$2,500 | |
| Executive Director (Q3) | \$30,000 | |
| Payroll Taxes | \$25,000 | |
| Total Salaries | | \$434,380 |
| | | |
| Fundraising and Development | | |
| Postage | \$3,000 | |
| Printing | \$6,275 | |
| Supplies | \$2,000 | |
| Annual Event | \$10,000 | |
| Total F&D | | \$21,275 |

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| Marketing and Communications | | |
| | Budget 2020 | |
| Advertising | \$7,000 | |
| Postage | \$4,500 | |
| Printing | \$7,500 | |
| Supplies | \$1,800 | |
| WTTIN | \$13,000 | |
| Total M&C | | \$33,800 |

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| Retention (Financial Aid) | | |
| | Budget 2020 | |
| Fees and Filing | \$500 | |
| Food | \$400 | |
| Medical | \$500 | |
| Phone | | |
| Rent | \$3,000 | |
| Supplies | \$600 | |
| Utilities | \$1,000 | |
| Total Retention | | \$6,000 |

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| Education | Budget 2020 | |
| Food | \$240 | |
| Other | \$1,400 | |
| Printing | \$200 | |
| Supplies | \$2,500 | |
| Intern Stipends | \$1,800 | |
| Parking | \$0 | |
| Chaplaincy | \$200 | |
| Total Education | | \$6,340 |

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| Volunteer and Community Relations | Budget 2020 | |
| Welcome Home Kits | \$500 | |
| Postage | \$1,000 | |
| Printing | \$1,000 | |
| Supplies | \$2,250 | |
| Parking | \$250 | |
| Other | \$5,000 | |
| Total Volunteer | | \$10,000 |

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| General Admin | Budget 2020 | |
| Accounting (Imagine New and CBH) | \$25,000 | |
| Advertising/Marketing | \$0 | |

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| AmeriCorps | \$0 | |
| Gas/Mileage (non-outreach) | \$1,200 | |
| Auto Maintenance, Repair, Registration | \$1,000 | |
| Bank Fees | \$5,000 | |
| Business Meals | \$1,500 | |
| Contract Labor | \$7,250 | |
| Dues & Subscriptions | \$1,000 | |
| ED's Discretionary Funds | \$1,000 | |
| Health Insurance Reimbursement | \$15,000 | |
| Gifts | \$500 | |
| Insurance | | |
| Auto Insurance | \$1,200 | |
| General and Liability Insurance | \$3,000 | |
| Workers Comp | \$4,650 | |
| Total Insurance | \$8,500 | |
| Meals & Entertainment | \$0 | |
| Office Rent | \$18,000 | |
| Online Service | \$8,000 | |
| Parking | \$1,000 | |
| Payroll Processing Fee (ADP) | \$3,200 | |
| Phone | \$6,000 | |
| Postage | \$150 | |
| Printing | \$240 | |
| Staff Development | \$6,000 | |
| Staff and Board Retreat | \$2,000 | |
| Supplies | \$2,500 | |
| Technology | \$5,000 | |
| Utilities | \$6,000 | |
| Total Admin | | \$133,890 |

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|-------------------------|-------------|
| Outreach | |
| Resource shelter | Budget 2020 |
| Clean Up | \$1,000 |
| Food | \$800 |
| Laundry | \$500 |
| Supplies | \$1,200 |
| Street Outreach | |
| Camping Equip | \$5,000 |
| Clothing | \$1,200 |
| Fees and Fines | \$6,000 |
| Food | \$1,500 |
| Gas | |

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|----------------------------------|---------|----------|
| Hotel | \$500 | |
| Laundry | \$240 | |
| Medical | \$1,200 | |
| Parking | \$720 | |
| Records | \$1,800 | |
| Resource Coordinator Disc. Funds | \$2,400 | |
| Supplies | \$2,000 | |
| Transportation | \$9,600 | |
| Printing | \$500 | |
| Total Outreach | | \$36,160 |

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| Total Expenses | | \$247,465 |
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