

| Nashville Civic Design Center |                                                   | 2018-2019             | 2019-2020       |
|-------------------------------|---------------------------------------------------|-----------------------|-----------------|
|                               |                                                   | Yearend<br>Projection | Budget Proposal |
|                               | Income                                            |                       |                 |
|                               | 40000 Income                                      |                       |                 |
|                               | 40700 Office Renovations                          |                       |                 |
|                               | 47109 Frist Foundation                            | 25,000.00             | 25,000.00       |
|                               | 47211 Steve Turner                                |                       | 25,000.00       |
|                               | 40211 Steve Turner - Loan                         |                       | 50,000.00       |
|                               | 47213 Joe C Davis Foundation                      |                       | 25,000.00       |
|                               | 47240 Other Found/Private Firms/Individuals       |                       | 50,000.00       |
|                               | Total 40700 Office Renovations                    | \$ 25,000.00          | \$ 175,000.00   |
|                               | 42000 Income Restrictcd                           |                       |                 |
|                               | 40100 Government Grants (Restricted)              |                       |                 |
|                               | 40101 GNRC/MPO                                    | 26,461.80             | 50,000.00       |
|                               | 40101.1 GNRC/MPO                                  | -                     | 25,000.00       |
|                               | 40201 Metro Mayor's Office                        | 125,000.00            | 125,000.00      |
|                               | 40202 Metro Historic                              | -                     | 25,000.00       |
|                               | Total 40100 Government Grants (Restricted)        | \$ 151,461.80         | \$ 225,000.00   |
|                               | 41200 Corporate & Foundation (Restricted)         |                       |                 |
|                               | 40102 Conexion Americas                           | 7,236.78              |                 |
|                               | Core Foundation                                   | -                     | 5,000.00        |
|                               | 40104 Buckingham Foundation, Inc.                 | 10,000.00             | 10,000.00       |
|                               | 40109 Frist Foundation                            |                       | 25,000.00       |
|                               | 40111 Maddox Family Foundation                    | 10,000.00             |                 |
|                               | 40113 Hastings Architecture                       | 10,000.00             |                 |
|                               | 40211 Steve Turner                                | 75,000.00             |                 |
|                               | 40215 Louisiana Pacific Corp                      | 1,500.00              | 10,000.00       |
|                               | 40220 Scott Chambers Foundation                   |                       | 5,000.00        |
|                               | 40221 Village Real Estate Advised Fund            | 5,000.00              | 10,000.00       |
|                               | 40702 Mars Petcare - North America                | 120,000.00            | 110,000.00      |
|                               | 40702.1 Mars Petcare - Global                     | 55,971.00             | 45,000.00       |
|                               | 40704 Miken Development - TURBO                   | 5,000.00              | 5,000.00        |
|                               | 40707 Greater Nashville Realtors Association      |                       | 5,000.00        |
|                               | 40709 Ingram Industries                           |                       | 5,000.00        |
|                               | 40710 Memorial Foundation                         |                       | 50,000.00       |
|                               | 40712 Metro Parks Foundation                      | 4,483.00              | 5,000.00        |
|                               | 40713 HCA                                         | 61,859.82             | 50,000.00       |
|                               | 40714 Urban Housing Solutions                     | 770.00                |                 |
|                               | 40715 Walk-Bike                                   | 3,194.47              |                 |
|                               | 40935 AIA Foundation                              |                       | 5,000.00        |
|                               | Total 41200 Corporate & Foundation (Restricted)   | \$ 370,015.07         | \$ 345,000.00   |
|                               | Total 42000 Income Restrictcd                     | \$ 521,476.87         | \$ 570,000.00   |
|                               | 43000 Income (Unrestricted)                       |                       |                 |
|                               | 40200 Corporate & Foundation (Unrestricted)       |                       |                 |
|                               | 40208 John & Melinda Buntin                       | 3,000.00              | 3,000.00        |
|                               | 40214 MSB Cockayne Fund/Atticus Trust             | 20,000.00             | 20,000.00       |
|                               | 40216 Martin Brown Family / Atticus Trust         | 5,000.00              | 125,000.00      |
|                               | 40240 Other Found/Private Firms/Individuals       | 107.82                | 2,000.00        |
|                               | Total 40200 Corporate & Foundation (Unrestricted) | \$ 28,107.82          | \$ 150,000.00   |
|                               | 40300 Institutions                                |                       |                 |
|                               | 40310 UTK                                         | 51,025.00             | 60,000.00       |

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|                               |                                                                         | Yearend<br>Projection | Budget Proposal |
|                               | Income                                                                  |                       |                 |
|                               | 40315 MeHarry-Vanderbilt (CERC)                                         |                       | 10,000.00       |
|                               | 40000 Belmont                                                           |                       | 5,000.00        |
|                               | 40320 Vanderbilt University                                             | 30,000.00             | 60,000.00       |
|                               | Total 40300 Institutions                                                | \$ 81,025.00          | \$ 135,000.00   |
|                               | 40400 Memberships                                                       |                       |                 |
|                               | 40401 Board Members                                                     | 5,000.00              | 10,000.00       |
|                               | 40410 Presidents Council                                                | 20,000.00             | 20,000.00       |
|                               | 40500 General Membership Dues                                           | 15,000.00             | 20,000.00       |
|                               | Total 40400 Memberships                                                 | \$ 40,000.00          | \$ 50,000.00    |
|                               | Total 40600 Miscellaneous Income                                        | \$ 19,622.86          | \$ 19,100.00    |
|                               | 40800 Fundraising                                                       |                       |                 |
|                               | 40830 Annual Luncheon                                                   | 224,271.30            | 250,000.00      |
|                               | Total 40800 Fundraising                                                 | \$ 224,271.30         | \$ 250,000.00   |
|                               | Total 43000 Income (Unrestricted)                                       | \$ 393,026.98         | \$ 604,100.00   |
|                               | Total 40000 Income                                                      | \$ 939,503.85         | \$ 1,349,100.00 |
|                               | Total 40900 In-Kind Revenue                                             | \$ 67,730.00          | \$ 56,815.00    |
|                               | Total Income                                                            | \$ 1,007,233.85       | \$ 1,405,915.00 |
|                               | Gross Profit                                                            | \$ 1,007,233.85       | \$ 1,405,915.00 |
|                               | Expenses                                                                |                       |                 |
|                               | 12003 Bad Debts                                                         | 5,133.00              |                 |
|                               | 50000 Personnel Expenses                                                |                       |                 |
|                               | Total 50100 Salaries                                                    | \$ 443,010.66         | \$ 529,789.56   |
|                               | Total 50200 Payroll Taxes & Fees                                        | \$ 42,789.26          | \$ 50,019.18    |
|                               | Total 50300 Benefits                                                    | \$ 66,048.43          | \$ 76,450.25    |
|                               | Total 52000 Contract Services                                           | \$ 85,662.80          | \$ 77,700.00    |
|                               | Total 50000 Personnel Expenses                                          | \$ 637,511.15         | \$ 733,958.99   |
|                               | Total 53100 Employee & Contractor Allocations                           | -\$ 570,846.54        | -\$ 733,958.99  |
|                               | 68000 Operational Expenses, Development, Marketing                      |                       |                 |
|                               | Total 60000 Operational Expenses - Admin                                | \$ 269,893.08         | \$ 297,181.33   |
|                               | Total 62333 Business Development                                        | \$ 86,714.86          | \$ 247,074.85   |
|                               | Total 62444 Marketing & Advertising                                     | \$ 58,817.91          | \$ 54,595.37    |
|                               | Total 68000 Operational Expenses, Development, Marketing                | \$ 415,425.85         | \$ 598,851.55   |
|                               | Total 78000 Fundraising                                                 | \$ 108,298.38         | \$ 108,016.76   |
|                               | 80000 Living The Plan                                                   |                       |                 |
|                               | 62700 Productions & Project Expenses                                    |                       |                 |
|                               | Total 62710 Shaping Health Communities                                  | \$ 174,510.93         | \$ 245,258.00   |
|                               | Total 62740 Design Your Neighborhood                                    | \$ 95,712.56          | \$ 133,980.00   |
|                               | Total 64000 Reclaiming Public Spaces                                    | \$ 85,076.02          | \$ 176,948.00   |
|                               | Total 65000 Moving Tennessee Forward                                    | \$ 14,554.35          | \$ 10,384.00    |
|                               | Total 66000 The Plan of Nashville - Community Based Projects & Programs | \$ 36,530.47          | \$ 47,978.00    |
|                               | Total 62700 Productions & Project Expenses                              | \$ 406,384.33         | \$ 614,548.00   |
|                               | Total 80000 Living The Plan                                             | \$ 406,384.33         | \$ 614,548.00   |
|                               | Total Expenses                                                          | \$ 1,001,906.17       | \$ 1,321,416.31 |
|                               | Net Operating Income                                                    | \$ 5,327.68           | \$ 84,498.69    |
|                               | Net Income                                                              | \$ 5,327.68           | \$ 84,498.69    |