

Ten Thousand Villages of Nashville																	
FY 2024 BUDGET																	
April 1, 2023 - March 31, 2024																	
	Actual	Projection	Projection	Projection	Projection	Projection	Projection	Projection	Projection	Projection	Projection	Projection	Budget	Budget			
	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Total 2024	Total 2023	Variance	\$\$ Difference	
Revenue																	
4000 INCOME																	
4100 Store Sales	18,680.71	16,106.64	13,935.74	10,589.81	15,520.73	16,896.12	16,493.03	39,682.38	95,518.86	15,827.76	12,453.57	18,789.84	290,495.19	286,600.00	1.4%	3,895.19	
4500 Off-Site Sales													0.00				
4505 Regular Off-Site Sales				469.93		4,990.86		13,156.86	3,537.98				22,155.63	27,105.00	-18.3%	(4,949.37)	
4507 Ecommerce Commission	19.79	155.05	101.43	18.86	26.52			46.86	434.83	249.33	89.61	0.00	1,142.28	510.00	124.0%	632.28	
Total 4500 Off-Site Sales	19.79	155.05	101.43	488.79	26.52	4,990.86	0.00	13,203.72	3,972.81	249.33	89.61	0.00	23,297.91	27,615.00	-15.6%	(4,317.09)	
Total 4000 INCOME	18,700.50	16,261.69	14,037.17	11,078.60	15,547.25	21,886.98	16,493.03	52,886.10	99,491.67	16,077.09	12,543.18	18,789.84	313,793.10	314,215.00	-0.1%	(421.90)	
Total Revenue	18,700.50	16,261.69	14,037.17	11,078.60	15,547.25	21,886.98	16,493.03	52,886.10	99,491.67	16,077.09	12,543.18	18,789.84	313,793.10	314,215.00	-0.1%	(421.90)	
Cost of Goods Sold																	
5000 COST OF GOODS SOLD	49.37%	52.00%	52.00%	52.00%	52.00%	52.00%	52.00%	52.00%	52.00%	52.00%	52.00%	52.00%	51.84%	50.00%			
5001 Cost of Goods Sold	9,232.32	8,456.08	7,299.33	5,760.87	8,084.57	11,381.23	8,576.38	27,500.77	51,735.67	8,360.09	6,522.45	9,770.72	162,680.47	157,107.00	3.5%	5,573.47	
Total 5000 COST OF GOODS SOLD	9,232.32	8,456.08	7,299.85	5,761.39	8,085.09	11,381.75	8,576.90	27,501.29	51,736.19	8,360.61	6,522.97	9,771.24	162,685.67	157,107.00	3.6%	5,578.67	
Total Cost of Goods Sold	9,232.32	8,456.08	7,299.85	5,761.39	8,085.09	11,381.75	8,576.90	27,501.29	51,736.19	8,360.61	6,522.97	9,771.24	162,685.67	157,107.00	3.6%	5,578.67	
Gross Profit	9,468.18	7,805.61	6,737.32	5,317.21	7,462.16	10,505.23	7,916.13	25,384.81	47,755.48	7,716.48	6,020.21	9,018.60	151,107.43	157,108.00	-3.8%	(6,000.57)	
Expenditures																	
6000 OPERATING EXPENSES																	
6001 Salaries & Wages																	
6002 Manager	3,292.30	3,292.30	3,292.30	3,292.30	3,292.30	3,292.30	3,292.30	3,292.30	3,292.30	3,292.30	3,292.30	3,292.30	39,507.60	30,753.00	28.5%	8,754.60	
6003 Assistant Manager	534.56	512.00	512.00	512.00	512.00	512.00	1,024.00	1,024.00	1,024.00	1,024.00	320.00	320.00	7,830.56	15,080.00	-48.1%	(7,249.44)	
60035 VM & Inventory Manager	767.38	740.00	740.00	740.00	740.00	1,480.00	1,480.00	1,480.00	1,480.00	740.00	740.00	740.00	11,867.38	23,940.00	-50.4%	(12,072.62)	
60036 Sales Manager	527.10	896.00	896.00	896.00	896.00	896.00	896.00	896.00	896.00	896.00	896.00	896.00	10,383.10	0.00	0.0%	10,383.10	
6004 Bookkeeper	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,105.00	-100.0%	(3,105.00)	
6005 Temporary Employee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,540.00	-100.0%	(7,540.00)	
6009 Payroll Tax	391.78	381.91	381.91	381.91	381.91	438.52	484.11	484.11	484.11	421.08	367.22	367.22	4,965.79	6,152.00	-19.3%	(1,186.21)	
6026 Payroll processing fees	141.25	45.00	45.00	45.00	45.00	90.00	90.00	90.00	90.00	45.00	45.00	45.00	816.25	660.00	23.7%	156.25	
Total 6001 Salaries & Wages	5,654.37	5,867.21	5,867.21	5,867.21	5,867.21	6,708.82	7,266.41	7,266.41	7,266.41	6,418.38	5,660.52	5,660.52	75,370.68	87,230.00	-13.6%	(11,859.32)	
6010 Advertising & Marketing	1,706.00	1,010.00	1,080.00	2,925.00	0.00	75.00	2,400.00	2,000.00	2,000.00	3,225.00	0.00	0.00	16,421.00	12,900.00	27.3%	3,521.00	
6040 Credit Card Fees	459.72	335.87	280.74	233.29	299.87	437.12	329.86	1,057.72	1,989.83	321.54	250.86	375.80	6,372.22	6,284.00	1.4%	88.22	
6080 Insurance	0.00	0.00	0.00	1,650.00	0.00	0.00	0.00	2,500.00	0.00	1,850.00	0.00	1,800.00	7,800.00	5,770.00	35.2%	2,030.00	
6090 Professional Fees													0.00	0.00			
6091 Tax & Accounting Fees	0.00	1,116.00	526.00	526.00	526.00	526.00	526.00	526.00	1,626.00	526.00	526.00	1,020.00	7,970.00	300.00	2556.7%	7,670.00	
8110 Technical Support	0.00	672.74	336.37	336.37	336.37	336.37	336.37	336.37	336.37	336.37	336.37	336.37	4,036.44	3,150.00	28.1%	886.44	
Total 6090 Professional Fees	0.00	1,788.74	862.37	862.37	862.37	862.37	862.37	862.37	1,962.37	862.37	862.37	1,356.37	12,006.44	3,450.00	248.0%	8,556.44	
6100 Rent	5,852.16	5,852.16	5,852.16	5,852.16	5,852.16	5,852.16	5,852.16	5,852.16	5,852.16	5,852.16	5,852.16	5,852.16	70,225.92	70,920.00	-1.0%	(694.08)	
6102 Building & Ground	24.00	138.00	138.00	138.00	138.00	138.00	138.00	138.00	138.00	138.00	138.00	138.00	1,542.00	780.00	97.7%	762.00	
6110 Store Supplies	0.00	42.00	150.00	125.00	210.00	85.00	190.00	25.00	50.00	25.00	20.00	75.00	997.00	1,200.00	-16.9%	(203.00)	
6112 Equipment, Non-Capital	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0%	0.00	
6120 Utilities & Phone	0.00												0.00	0.00	0.0%	0.00	
6121 Telephone	64.02	64.02	64.02	69.00	64.02	64.02	64.02	64.02	64.02	64.02	64.02	64.02	773.22	720.00	7.4%	53.22	
6122 Electric	179.00	229.00	342.00	520.00	477.00	414.00	284.00	225.00	283.00	306.00	311.00	255.00	3,825.00	3,936.00	-2.8%	(111.00)	
6123 Gas	328.54	120.00	65.00	60.00	125.00	60.00	60.00	100.00	400.00	425.00	425.00	400.00	2,568.54	1,455.00	76.5%	1,113.54	
6123 Water													0.00	80.00	-100.0%	(80.00)	
6126 Network	78.43	70.14	70.14	70.14	70.14	70.14	70.14	70.14	70.14	70.14	70.14	70.14	849.97	780.00	9.0%	69.97	
Total 6120 Utilities & Phone	649.99	483.16	541.16	719.14	736.16	608.16	478.16	459.16	817.16	865.16	870.16	789.16	8,016.73	6,971.00	15.0%	1,045.73	
6135 Offsite Sales Expense					200.00			200.00			0.00		400.00	0.00	0.0%	400.00	
6500 Loan Interest Expense	218.76	217.10	215.42	214.90	214.37	213.84	213.30	212.77	212.24	211.70	211.16	210.63	2,566.19	3,720.00	-31.0%	(1,153.81)	
8000 General Expenses																	
8010 Office Supplies & Software	60.09	125.00	230.00	80.00	55.00	55.00	300.00	240.00	55.00	170.00	60.00	170.00	1,600.09	780.00	105.1%	820.09	
8000 P&G	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	100.00	0.00	100.0%	100.00	

8020 Bank Charges	10.00							14.95	10.00	24.95	154.61	50.00	264.51	2.00	132.0%	282.51
8080 Postage	0.00									0.00	0.00		35.00	0.00	0.0%	35.00
8140 Taxes & Licenses			25.00							0.00	0.00	0.00	25.00	360.00	-93.1%	(335.00)
8141 Vendor Credit				(21.00)	(19.00)	(25.00)		(25.00)	(25.00)	0.00	(17.00)		(132.00)	0.00	0.0%	(132.00)
8142 Penalties									0.00	0.00	0.00		0.00	0.00	0.0%	0.00
Total 8140 Taxes & Licenses	0.00	0.00	25.00	(21.00)	(19.00)	(25.00)	0.00	(25.00)	(25.00)	0.00	(17.00)	0.00	(\$107.00)	360.00	-129.7%	(467.00)
8145 Memberships	0.00	105.00									0.00		105.00	84.00	25.0%	21.00
8170 Visual Merchandising													0.00	600.00	-100.0%	(600.00)
Total 8000 General Expenses	70.09	230.00	255.00	59.00	71.00	30.00	300.00	229.95	40.00	194.95	197.61	220.00	1,897.60	1,826.00	3.9%	71.60
Total 6000 OPERATING EXPENSES	14,635.09	15,964.24	15,242.06	18,646.07	14,451.14	15,010.47	18,030.26	20,803.54	20,328.17	19,964.26	14,062.84	16,477.64	203,615.78	201,051.00	1.3%	2,564.78
9000 Other Income																
9011 Contributions																
9013 Individuals	(2,020.68)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(1,979.32)	(24,000.00)	(11,115.00)	115.9%	(12,885.00)
9014 Corporate		0.00						0.00			0.00		0.00	(1,200.00)	-100.0%	1,200.00
Total 9011 Contributions	(2,020.68)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(1,979.32)	(24,000.00)	(12,315.00)	94.9%	(11,685.00)
9015 Interest Income	(0.03)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(0.03)	(2.00)	-98.5%	1.97
Total 9000 Other Income	(2,020.71)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(2,000.00)	(1,979.32)	(24,000.03)	(12,317.00)	94.9%	(11,683.03)
Unapplied Cash Bill Payment Expense	0.00				0.00								0.00	0.00	0.0%	0.00
Uncategorized Expense	0.00		0.00								0.00	0.00	0.00	0.00	0.0%	0.00
Total Expenditures	12,614.38	13,964.24	13,242.06	16,646.07	12,451.14	13,010.47	16,030.26	18,803.54	18,328.17	17,964.26	12,062.84	14,498.32	179,615.75	188,735.00	-4.8%	(9,119.25)
Net Operating Revenue	(3,146.20)	(6,158.63)	(6,504.74)	(11,328.86)	(4,988.98)	(2,505.24)	(8,114.13)	6,581.27	29,427.31	(10,247.78)	(6,042.63)	(5,479.72)	(28,508.32)	(31,627.00)	-9.9%	3,118.68
Net Revenue	(3,146.20)	(6,158.63)	(6,504.74)	(11,328.86)	(4,988.98)	(2,505.24)	(8,114.13)	6,581.27	29,427.31	(10,247.78)	(6,042.63)	(5,479.72)	(28,508.32)	(31,627.00)	-9.9%	3,118.68

Fiscal Year 2024 - Budget - Cash Flow												
	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24
Beginning Cash Balance (All Sources)	85,090.91	86,580.22	85,648.77	82,213.30	70,414.73	67,279.21	68,923.56	54,153.63	58,002.96	108,932.70	101,811.23	99,056.73
Net Sales	18,700.50	16,261.69	14,037.17	11,078.60	15,547.25	21,886.98	16,493.03	52,886.10	99,491.67	16,077.09	12,543.18	18,789.84
Gross Expense (inclds Loan Interest pymts)	(14,635.09)	(15,964.24)	(15,242.06)	(18,646.07)	(14,451.14)	(15,010.47)	(18,030.26)	(20,803.54)	(20,328.17)	(19,964.26)	(14,062.84)	(16,477.64)
Loan Payments (Principal)	(727.24)	(728.90)	(230.58)	(231.10)	(231.63)	(232.16)	(232.70)	(233.23)	(233.76)	(234.30)	(234.84)	(235.37)
Other Income	2,020.71	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	1,979.32
Purchases	(3,869.57)	(2,500.00)	(4,000.00)	(6,000.00)	(6,000.00)	(7,000.00)	(15,000.00)	(30,000.00)	(30,000.00)	(5,000.00)	(3,000.00)	(2,000.00)
Ending Cash Balance	86,580.22	85,648.77	82,213.30	70,414.73	67,279.21	68,923.56	54,153.63	58,002.96	108,932.70	101,811.23	99,056.73	101,112.88

90,891.44 April 30 Cash Flow Bal

4,311.22 Diff from Cash Flow Bal