

| UniCycle Projected Budget for Fiscal Year 2022               |                    |                 |
|--|--------------------|-----------------|
| <b>Gross Revenue</b>   |                    | <b>Footnote</b> |
| Direct Contributions from the Public                         | \$2,200.00         | 1               |
| Community Reward Programs                                    | \$200.00           | 2               |
| Community Award  | \$8,000.00         | 3               |
| Foundation Grants  | \$8,000.00         | 4               |
| Technology Grant   | \$2,000.00         | 5               |
| Social Media Campaign  | \$1,500.00         | 6               |
| <b>Total Gross Revenue:</b>                                  | <b>\$21,900.00</b> |                 |
|  |                    |                 |
| <b>Expenses</b>  |                    |                 |
| Program Services   | \$700.00           | 7               |
| Administrative   | \$300.00           | 8               |
| School Outreach and Warehouse Coordinator                    | \$16,000.00        | 9               |
| Quickbooks/Accountant  | \$840.00           | 10              |
| Website Maintenance & Email Communications                   | \$42.00            |                 |
| Website Development  | \$1,500.00         |                 |
| Marketing Materials (Canva)                                  | \$155.00           |                 |
| <b>Total Expenses</b>  | <b>\$19,537.00</b> |                 |
|  |                    |                 |
| <b>Excess or deficit for the year</b>                        | <b>\$2,363.00</b>  |                 |
|  |                    |                 |
| <b>Donations</b>   |                    |                 |
| In-Kind & Clothing Donations                                 | \$64,519.00        | 11              |
| Estimated Clothing Placed with Students                      | \$70,000.00        |                 |
| In-Kind Executive Director Salary                            | \$40,000.00        | 12              |
| In-Kind Volunteer Salaries                                   | \$77,000.00        | 13              |
| In-Kind Donated internal logistics for clothing distribution | \$15,000.00        | 14              |
| Donated Warehouse Facility Use & Utilities                   | \$8,000.00         | 15              |

1. Amount based on historical contributions from individuals including personal donations and Facebook
2. Amount based on historical contributions from the Amazon Smile & Costco charity donation programs
3. Inspiring Innovators Award for \$8K from the Nashville Public Education Foundation funded in 2019
4. Anticipated Grant applications for the 2021/2022 Fiscal year
5. Technology grant applications anticipated to be submitted to the HCA and Frist Foundations in the Fall of 2021
6. Planned Social Media Campaign for the Spring of 2022
7. Expenses related to the collection materials for clothing drives (laundry baskets, signage and marketing materials)
8. Expenses related to regulatory filings and reports
9. Contracted employee hired to expand program operations
10. Yearly cost for book keeping and reporting
11. Current inventory calculated using the estimated fair market of value of the items in inventory
12. Founder Jami Oakley is a Public Relations executive that began UniCycle in 2015
13. Estimated based on 10 hours minimum for warehouse volunteers, parents, and community and school stakeholders
14. UniCycle utilizes the MNPS internal mail system to distribute clothing as part of the warehouse in-kind donation
15. The UniCycle warehouse is provided by MNPS and is located at Percy Priest Elementary School