

**EAST NASHVILLE HOPE EXCHANGE, INC.**  
**Profit & Loss Budget Performance**

|                                     |  | <b>Proposed</b> |               |
|-------------------------------------|--|-----------------|---------------|
|                                     |  | <b>2022</b>     | <b>Budget</b> |
| Ordinary Income/Expense             |  |                 |               |
| Income                              |  |                 |               |
| 400 · Contributions                 |  |                 |               |
| 401 · Individual Contributions      |  | 40,300.00       |               |
| 402 · Corporate Contributions       |  | 10,500.00       |               |
| 403 · Board Contributions           |  | 11,500.00       |               |
| Total 400 · Contributions           |  | 62,300.00       |               |
| 420 · Program Income                |  |                 |               |
| 422 · Registration/Enrollment       |  | 4,500.00        |               |
| 423 · Aftercare Income              |  | 2,517.82        |               |
| 420 · Program Income - Other        |  | 0.00            |               |
| Total 420 · Program Income          |  | 7,017.82        |               |
| 430 · Event Revenue                 |  |                 |               |
| 431 · Wine Tasting Ticket Sales     |  | 7,000.00        |               |
| 432 · Wine Tasting Auctions         |  | 10,000.00       |               |
| 433 · Wine Tasting Donations        |  | 3,500.00        |               |
| 436 · Second Fundraiser             |  | 12,250.00       |               |
| 437 ·                               |  |                 |               |
| 438 ·                               |  |                 |               |
| Total 430 · Event Revenue           |  | 32,750.00       |               |
| 450 · Grants/Foundations            |  | 128,046.00      |               |
| Total Income                        |  | 230,113.82      |               |
| Expense                             |  |                 |               |
| 500 · Compensation                  |  |                 |               |
| 501 · Director's Salary             |  | 58,682.76       |               |
| 502 · Teachers -All                 |  | 66,500.00       |               |
| 503 · Payroll Tax                   |  | 13,400.00       |               |
| 504 · Staff Training & Appreciation |  | 1,500.00        |               |
| 505 · Grant Manager                 |  | 15,000.00       |               |
| 506 · Recruitment & Enroll Liaison  |  | 600.00          |               |
| 507 · Program Support               |  | 16,190.00       |               |
| 511 · Custodian (Contract)          |  | 1,600.00        |               |
| Total 500 · Compensation            |  | 173,472.76      |               |
| 600 · Program Expenses              |  |                 |               |
| 601 · Classroom Furn/Storage        |  | 400.00          |               |
| 602 · Classroom/ Art Supplies       |  | 1,450.00        |               |
| 603 · Games/Equipment               |  | 250.00          |               |
| 604 · Books/Curriculum              |  | 5,700.00        |               |
| 606 · Field Trips                   |  | 3,438.71        |               |
| 607 · Recognition                   |  | 430.00          |               |
| 608 · T-Shirts                      |  | 1,300.00        |               |
| 609 · Family Engagement Events      |  | 3,000.00        |               |
| 610 · Snacks/Paper Supplies         |  | 900.00          |               |
| 612 · Technology                    |  | 500.00          |               |
| 613 · Storage Facility              |  | 3,156.00        |               |
| 614 · Copying and Laminating        |  | 1,540.00        |               |
| 615 · Postage - Program             |  | 0.00            |               |
| 616 · Artist Fees                   |  | 1,335.00        |               |
| 617 · Background Checks             |  | 450.00          |               |
| 618 · Occupancy                     |  | 8,500.00        |               |
| 619 · Insurance                     |  | 6,000.00        |               |
| Total 600 · Program Expenses        |  | 38,349.71       |               |
| 700 · Administrative                |  |                 |               |
| 704 · Office Supplies               |  | 301.35          |               |
| 705 · Technology - Admin            |  | 1,000.00        |               |
| 710 · Payroll Processing Fee        |  | 600.00          |               |
| 712 · Dues/Memberships              |  | 300.00          |               |
| 716 · Misc. Expenses Admin          |  | 223.00          |               |
| 702 · P.O. Box                      |  | 148.00          |               |
| 703 · Postage - Admin               |  | 150.00          |               |
| 706 · Workmans Comp Insurance       |  | 800.00          |               |
| Total 700 · Administrative          |  | 3,522.35        |               |
| 720 · Professional Services         |  |                 |               |
| 721 · Accounting Fees               |  | 6,000.00        |               |
| 722 · Audit                         |  | 0.00            |               |
| Total 720 · Professional Services   |  | 6,000.00        |               |
| 800 · Fundraising Expenses          |  |                 |               |
| 801 · Donor Management Software     |  | 445.00          |               |
| 802 · Social Media Advertising      |  | 100.00          |               |
| 803 · Event Expenses                |  | 6,200.00        |               |
| 804 · Printing & Copying Exp        |  | 810.00          |               |
| 805 · Postage - Fundraising         |  | 200.00          |               |
| 807 · Online Payment Fees           |  | 440.00          |               |
| 808 · 501c3 Registration Fees       |  | 200.00          |               |
| 810 · Misc Expenses - Fundraising   |  | 374.00          |               |
| Total 800 · Fundraising Expenses    |  | 8,769.00        |               |
| Total Expense                       |  | 230,113.82      |               |
| Net Ordinary Income                 |  | 0.00            |               |
| Net Income                          |  | 0.00            |               |