

Fiscal Year Begins 1/1/2018	TOTAL	Admin/General <i>Administrative Expenses and Income</i>		Fundraising <i>Fundraising expenses and income</i>		Educate <i>Walk Bike University, Safe Routes</i>		Advocate <i>Campaigns, Local, State, and National</i>		Engage <i>Tour de Nash, Walk Month, Bike Month,</i>	
Income											
Contributions:Individual Giving	\$ 8,300.00	\$ -		\$ 8,300.00	Big Payback giving, End of Year Contributions, Large Gifts	\$ -		\$ -		\$ -	
Contributions:Membership Income	\$ 27,500.00	\$ -		\$ 27,500.00	New members and renewing members.	\$ -	Business Memberships in Travel Green	\$ -		\$ -	
Contributions:Merchandise	\$ 3,280.00	\$ -		\$ 2,905.00	Tshirt and Jerseys	\$ -		\$ -		\$ 375.00	T-Shirt Slaes
Event Income:Participant	\$ 40,000.00	\$ -		\$ -		\$ -		\$ -		\$ 40,000.00	TDN Ticket Sales Sponsorship, including \$15,000 OSN2 Sponsorship
Event Income:Sponsorship	\$ 60,000.00	\$ -		\$ -		\$ -		\$ -		\$ 60,000.00	
Grants:Foundations	\$ 70,000.00	\$ -		\$ 2,500.00	Big Payback Award, Extra Effort Grants	\$ 2,500.00	HCA Grant	\$ 65,000.00	Transit Center Grant	\$ -	
Grants:Government	\$ 61,000.00	\$ -		\$ -		\$ 61,000.00	THSO Grant	\$ -		\$ -	
Program Revenues: Travel Green	\$ 1,600.00	\$ -		\$ -		\$ 1,600.00		\$ -		\$ -	
Program Revenues:Bike Valet	\$ 3,010.00	\$ -		\$ -		\$ -		\$ -		\$ 3,010.00	Bike Valet events and Donations
Rental Income	\$ 20,760.00	\$ 20,760.00	12 Months Sublet and Subletter Utilities payments	\$ -		\$ -		\$ -		\$ -	
Sub-Total	\$ 295,450.00	\$ 20,760.00		\$ 41,205.00		\$ 65,100.00		\$ 65,000.00		\$ 103,385.00	
	\$ 295,450.00										
Expenses											
Bank Charges	\$ -	\$ -		\$ -		\$ -		\$ -		\$ -	
Board Expense	\$ 250.00	\$ 250.00	Food for board meetings	\$ -		\$ -		\$ -		\$ -	
Equipment Rentals	\$ 1,225.00	\$ -		\$ -		\$ 750.00	Trucks for WBU learn to ride classes; trucks for Bike Rodeos	\$ -		\$ 475.00	Truck rental for TDN and OSN
Event Expenses:Advocacy Events	\$ 250.00	\$ -		\$ -		\$ -		\$ 250.00	\$2000 for TN Bike Summit, \$250 for hosting costs	\$ -	
Event Expenses: Annual Celebration	\$ 500.00	\$ -		\$ 500.00	Supplies for End of Year Celebration	\$ -		\$ -		\$ -	
Event Expenses:Walk and Roll to School Day	\$ -	\$ -		\$ -		\$ -	Giveaway for students doing Bike to School Day	\$ -		\$ -	
Event Expenses:Walk to School Day	\$ 1,603.00	\$ -		\$ -		\$ 1,603.00	Banners, tshirts, permits for Walk and Roll to School	\$ -		\$ -	
Graphic Design	\$ 6,500.00	\$ 1,500.00	Annual Report layout	\$ -		\$ -		\$ 5,000.00	Design for Advocacy Reports	\$ -	
Insurance -- Events Liability	\$ 1,672.00	\$ -		\$ -		\$ 350.00	Insurance for Walk to School Day	\$ -		\$ 1,322.00	Insurance for OSN and TDN
Insurance -- General	\$ 2,902.00	\$ 2,902.00	Directors and Officers, Business	\$ -		\$ -	Insurance for Bike Rack installation	\$ -		\$ -	
Internet	\$ 1,840.00	\$ 1,740.00	Comcast	\$ 100.00	Internet for Ipads	\$ -		\$ -		\$ -	
Meals and Entertainment	\$ 11,240.00	\$ 900.00	Staff Lunches Assorted organizational memberships	\$ 1,150.00	Food for end of Year Celebration and Donor Parties	\$ 440.00	Food for classes and events	\$ 1,000.00	Food for Advocacy events	\$ 7,750.00	Food for TDN, Bike Month and Walk Month, Volunteer Party
Membership Dues	\$ 890.00	\$ 815.00		\$ -		\$ -		\$ 75.00	Membership for LAB	\$ -	

Merchandise	\$ 2,785.00	\$ -		\$ 2,785.00	Expenses to increase inventory	\$ -		\$ -		\$ -	
Office Expenses	\$ 1,560.00	\$ 1,560.00		\$ -		\$ -		\$ -		\$ -	
Personnel Expense: Payroll											
Tax Expense	\$ -	\$ -		\$ -		\$ -		\$ -		\$ -	
Personnel Expense: Salaries	\$ 183,752.00	\$ 29,311.58	10% of staff, 20% of ED	\$ 21,735.58	20% ED, 10% Events Manager	\$ 54,549.81	20% ED, 90% SRTS Coordinator, 90% Education Coordinator, 25% Education manager	\$ 35,885.69	65% of Education and Policy Manager, 20% of ED	\$ 42,269.35	20% of ED, 80% Events Manager
Professional Fees:Accounting	\$ 9,630.00	\$ 9,630.00	Anticiapte Audit and Monthly Accounting service	\$ -		\$ -		\$ -		\$ -	
Professional Fees:Legal	\$ -	\$ -		\$ -		\$ -		\$ -		\$ -	
Program Supplies: Bike Month	\$ 450.00	\$ -		\$ -		\$ -		\$ -		\$ 450.00	Sponsored Bike Month Events, T-Shirts
Program Supplies: Bike Valet	\$ 675.00	\$ -		\$ -		\$ -		\$ -		\$ 675.00	Bike Valet racks and supplies
Program Supplies: Livable Streets Project	\$ 205.00	\$ -		\$ -		\$ -		\$ 205.00	Supplies for Walk Audits	\$ -	
Program Expenses: Open Streets	\$ 6,737.50	\$ -		\$ -		\$ -		\$ -		\$ 6,737.50	Supplies for Open Streets
Program Supplies: Safe Routes to Schools	\$ 1,200.00	\$ -		\$ -		\$ 1,200.00	Supplies for schools to help augment their SRTS program; supplies for bike rodeos and events	\$ -		\$ -	
Program Expenses: Tour de Nash	\$ 17,217.00	\$ -		\$ -		\$ -		\$ -		\$ 17,217.00	Tour de Nash, including possible OSN2 and Police Support
Program Supplies: Travel Green	\$ 650.00	\$ -		\$ -		\$ 650.00	Supplies for rack installations Consumables, shirts, League Pamphlets	\$ -		\$ -	
Program Supplies: Walk Bike University	\$ 1,151.00	\$ -		\$ -		\$ 1,151.00		\$ -		\$ -	
Program Supplies: Walk Month	\$ -	\$ -		\$ -		\$ -		\$ -		\$ -	Sponsored Walk Month Events
Promotional	\$ 34,299.50	\$ 1,000.00	Annual Report and Layout, general promotinal items	\$ 160.00	Sponsor banner, facebook ads	\$ 26,599.50	Printing pamphlets and posters for events and classes, Pedestrian Safety Campaign	\$ 525.00	Facebook ads and flyers for events/campaigns	\$ 6,015.00	Promotion for TDN and OSN
Rent or Lease	\$ 30,000.00	\$ 30,000.00	Rent	\$ -		\$ -		\$ -		\$ -	
Repair & Maintenance	\$ 1,095.00	\$ 250.00	General office repairs	\$ -		\$ 845.00	Bike repair for Adult and Kid bikes	\$ -		\$ -	
Shipping, Delivery Expense	\$ 542.80	\$ 388.00	Stamps, prime membership	\$ 154.80	Shipping jerseys and shirts	\$ -		\$ -		\$ -	
Stationery & Printing	\$ 4,720.00	\$ 460.00	General office printing	\$ 1,875.00	Printing membership letters and mailers	\$ 735.00	Printing of flyers, posters, and handouts	\$ 500.00	Printing for advocacy events or campaigns (flyers etc)	\$ 1,150.00	Printing for TDN, OSN posters and handouts
Subscription Fees	\$ 3,702.96	\$ 3,561.00	Gusto, Nationbuilder, Emma	\$ -		\$ -		\$ -		\$ 141.96	Tockify Subscription
Taxes & Licenses	\$ 790.00	\$ 290.00	Sales tax, business report	\$ 500.00	Sales and Use tax	\$ -		\$ -		\$ -	

Training and Development	\$ 4,885.00	\$ 1,000.00	Staff professional development, \$200 per staff	\$ -	\$ 1,885.00	1 LCI Instructor, LCI Renewal Fees, First Aid Classes	\$ 2,000.00	Staff conference budget (\$500/staff) Travel to and from National conferences, 5 days per staff in hotels Meals at national conferences	\$ -	staff travel for Events Manager
Travel	\$ 4,645.00	\$ 300.00	ED Travel Reimbursements	\$ -	\$ 720.00	Travel for staff	\$ 3,325.00		\$ 300.00	
Travel Meals	\$ 500.00	\$ -		\$ -	\$ -		\$ 500.00		\$ -	
Utilities	\$ 3,000.00	\$ 3,000.00	Utilities	\$ -	\$ -		\$ -		\$ -	
Sub-Total	\$ 343,064.76	\$ 88,857.58		\$ 28,960.38	\$ 91,478.31		\$ 49,265.69		\$ 84,502.81	
	\$ 343,064.76									
Revenue/Loss	\$ (47,614.76)	\$ (68,097.58)		\$ 12,244.63	\$ (26,378.31)		\$ 15,734.31		\$ 18,882.19	
Projected Assets December 31, 2017	\$ 255,843.66									
Projected Assets December 31, 2018	\$ 208,228.90									
Personnel Expense		Employer Cost Taxes								
		\$ 55,628.75 4041								
		\$ 38,431.75 3098.24475								
		\$ 37,328.25 3055.811								
		\$ 36,817.00 3189.83525								
		\$ 18,475.00								