

MIDDLE TN 2007 REVENUE BUDGET

REVENUE SOURCES	2003 Actual	2004 Actual	2005 Actual	2006 Actual*	2007 Budget	% chg
Personal Giving:						
Personal Major Gifts	0	40,000	30,000	50,000	10,000	-80%
Annual Giving (thru mail & United Way)	17,200	13,500	25,900	15,000	23,000	53%
Davidson Co. Breakfast	85,700	85,200	18,300	65,000	56,000	-14%
Williamson Co. Breakfast	0	31,200	22,500	25,000	27,000	8%
Rutherford Co. Breakfast	0	0	32,500	15,000	20,000	33%
TOTAL PERSONAL GIVING	\$102,900	\$169,900	\$129,200	\$170,000	\$136,000	-20%
Special Events:						
Nashville Walk	59,100	106,300	115,300	113,100	125,000	11%
Maury Co. Walk	29,600	33,500	23,800	33,200	34,000	2%
Rutherford Co. Walk	0	36,000	25,000	27,900	30,000	8%
Sumner Co. Walk	0	0	0	25,500	28,000	10%
Nashville Tribute	228,000	226,600	211,700	174,000	200,000	15%
Nashville Bone Bash	0	0	20,400	25,000	28,000	12%
TOTAL SPECIAL EVENTS	\$316,700	\$402,400	\$396,200	\$398,700	\$445,000	12%
Other Revenue:						
Foundations (restricted grants)	34,000	35,000	35,000	40,000	40,000	0%
Comm & Ind (non-shar. public forums)	0	0	0	10,000	5,000	-50%
Comm & Ind (restricted/underwriting)	20,000	16,400	7,500	15,000	15,000	0%
Comm & Ind (National sponsor dollars)	11,400	20,000	10,500	16,300	14,000	-14%
Memorials	4,000	4,400	3,000	3,000	3,000	0%
Donated Vehicles	3,100	5,600	0	1,000	1,000	0%
Sales & Service Fees	3,900	10,000	1,400	4,000	2,000	-50%
TOTAL OTHER REVENUE	\$76,400	\$91,400	\$56,000	\$89,300	\$80,000	-10%
CAMPAIGN INCOME TOTALS	\$496,000	\$663,700	\$581,400	\$658,000	\$661,000	0%

***NOTES:**

2006 Actual data includes financial data thru August; All future events are projected numbers.

Breakfasts do not include discounts for doubtful accounts.

All special event totals are adjusted gross (net income after direct expenses).

revised 11/13/06