

Fiscal Year Begins	TOTAL	Admin		Fundraising		Educate		Advocate		Engage	
1/1/2016		Administrative Expenses and Income		Fundraising expenses and income		Walk Bike University, Safe Routes to Schools, Safe Routes to Shops and Travel Green		Campaigns, Local, State, and National Advocacy Efforts		Tour de Nash, Walk Month, Bike Month, Open Streets	
Income											
Contributions:Individual Giving	\$ 15,800.00	\$ -		\$ 14,800.00	\$3500 at Big Payback, \$5800 at End of Year Campaign, \$35,000 in gifts (from individuals) New members and renewing members.	\$ 1,000.00	Sponsorship of Bike Parking Guide Business Memberships in Travel Green	\$ -		\$ -	
Contributions:Membership Income	\$ 16,500.00	\$ -		\$ 13,500.00		\$ 3,000.00		\$ -		\$ -	
Contributions:Merchandise	\$ 4,975.00	\$ -		\$ 4,600.00	Tshirt and Jerseys	\$ -		\$ -		\$ 375.00	Tour de Nash Tshirts (qty 25)
Event Income:Participant	\$ 23,000.00	\$ -		\$ -		\$ -		\$ -		\$ 23,000.00	Same as 2015
Event Income:Sponsorship	\$ 45,500.00	\$ -		\$ -		\$ -		\$ -		\$ 45,500.00	Same as 2015, didn't increase due to Open Streets conflicts
Grants:Foundations	\$ 12,500.00	\$ -		\$ 2,500.00	Big Payback Award	\$ 7,500.00	REI Stewardship Grant and HCA Grant	\$ -		\$ 2,500.00	
Grants:Government	\$ 170,250.00	\$46,250.00	MCM Indirects, \$5k management, \$5250 of ED Salary			\$73,375.00	MCM for WBU, SRTS, SRTSh, TG + 20% ED Salary, 75% PC salaries	\$17,025.00	MCM for Summits, 20% ED Salary, 5% PCs salaries	\$33,600.00	20% ED Salary, 20% PCs Salaries, TDN, Walk Month, Bike Month, Bike Valet
Program Revenues: Travel Green	\$ 250.00	\$ -		\$ -		\$ 250.00	Fees for Travel Green classes	\$ -		\$ -	
Program Revenues:Bike Valet	\$ 3,975.00	\$ -		\$ -		\$ -		\$ -		\$ 3,975.00	Bike Valet events and Donations
Sub-Total	\$ 292,750.00	\$ 46,250.00		\$ 35,400.00		\$ 85,125.00		\$ 17,025.00		\$ 108,950.00	
Expenses											
Bank Charges	\$ -	\$ -		\$ -		\$ -		\$ -		\$ -	
Board Expense	\$ -	\$ -		\$ -		\$ -		\$ -		\$ -	
Equipment Rentals	\$ 1,050.00	\$ -		\$ -		\$ 1,050.00	Trucks for WBU learn to ride classes; trucks for Bike Rodeos	\$ -		\$ -	
Event Expenses: Fundraising Events	\$ 500.00	\$ -		\$ 500.00	Supplies for End of Year Celebration	\$ -		\$ -		\$ -	
Event Expenses:Advocacy Events	\$ 4,000.00	\$ -		\$ -		\$ -		\$ 4,000.00	\$2000 for TN Bike Summit, \$1000 for assorted Advocacy events supplies	\$ -	
Event Expenses:Open Streets	\$ -	\$ -		\$ -		\$ -		\$ -		\$ -	
Event Expenses:Walk and Roll to School Day	\$ 2,710.00			\$ -		\$ 2,710.00	Banners, tshirts, bike lights, permits for Walk and Roll to School	\$ -		\$ -	
Event Expenses:Walk to School Day	\$ 1,230.00			\$ -		\$ 1,230.00	Banners, tshirts, permits for Walk and Roll to School	\$ -		\$ -	
Event Expenses:Tour de Nash	\$ 19,020.00	\$ -		\$ -		\$ -		\$ -		\$ 19,020.00	
Insurance	\$ 550.00	\$ 550.00		\$ -		\$ -		\$ -		\$ -	
Insurance - Disability	\$ -	\$ -		\$ -		\$ -		\$ -		\$ -	
Insurance - Liability	\$ 903.00	\$ 903.00		\$ -		\$ -		\$ -		\$ -	
Interest Expense	\$ -	\$ -		\$ -		\$ -		\$ -		\$ -	
Internet	\$ 300.00	\$ -		\$ 300.00	Internet for Ipads	\$ -		\$ -		\$ -	
Meals and Entertainment	\$ 6,900.00	\$ 600.00		\$ 2,900.00	Food for end of Year Celebration and Donor Parties	\$ 1,200.00	Food for classes and events	\$ -	Food for Advocacy events (\$250 x 4)	\$ 2,200.00	Food for Bike Month and Walk Month
Merchandise	\$ 3,705.00	\$ -		\$ 3,705.00	Expenses to increase inventory	\$ -		\$ -		\$ -	
Membership Dues	\$ 541.00	\$ 300.00		\$ -		\$ -		\$ 241.00	Membership for LAB and AofWandB	\$ -	
Office Expenses	\$ 5,700.00	\$ 5,700.00	Up slightly from 2015, plus \$5000 for moving expenses	\$ -		\$ -		\$ -		\$ -	
Personnel Expense	\$ 149,281.00	\$ 22,450.00	Staff bonus pool and 20% of ED salary	\$ 9,000.00	20% of ED time	\$ 54,375.00	20% of ED, 75% of PCs	\$ 12,025.00	20% of ED, 5% of PCs	\$ 51,431.00	20% of ED and PCs, Bike Valet Supervisor, Event Coordinator
Professional Fees:Accounting	\$ 2,350.00	\$ 2,350.00		\$ -		\$ -		\$ -		\$ -	
Professional Fees:Legal	\$ -	\$ -		\$ -		\$ -		\$ -		\$ -	
Program Supplies: Bike Month	\$ 2,975.00	\$ -		\$ -		\$ -		\$ -		\$ 2,975.00	
Program Supplies: Bike Valet	\$ 975.00	\$ -		\$ -		\$ -		\$ -		\$ 975.00	
Program Expenses: Open Streets	\$ 12,165.00	\$ -		\$ -		\$ -	Supplies for schools to help augment their SRTS program; supplies for bike rodeos and events	\$ -		\$ 12,165.00	

Program Supplies: Safe Routes to Schools	\$ 6,275.00	\$ -	\$ -	\$ 6,275.00	Supplies for schools to help augment their SRTS program;	\$ -	\$ -
Program Supplies: Safe Routes to Shop:	\$ 700.00	\$ -	\$ -	\$ 700.00	supplies for bike rodeos and events	\$ -	\$ -
Program Supplies: Travel Greer	\$ 1,000.00	\$ -	\$ -	\$ 1,000.00	Supplies for events and paying instructors	\$ -	\$ -
					tshirts for instructors and ambassadors, bike lights, general class supplies	\$ -	\$ -
Program Supplies: Walk Bike University	\$ 1,338.00	\$ -	\$ -	\$ 1,338.00	events and classes	\$ -	\$ -
Program Supplies: Walk Mont	\$ -	\$ -	\$ -	\$ -	facebook ads for events and classes	\$ 150.00	\$ 2,232.50
Promotional: Print Marketing	\$ 5,232.50	\$ 1,300.00	\$ -	\$ 1,700.00	Ads for Travel Green	\$ -	\$ 1,215.00
Promotional: Online Marketing	\$ 2,220.00	\$ -	\$ -	\$ 855.00			\$ 1,350.00
Promotional: Other Marketing	\$ 3,850.00	\$ 1,000.00	\$ 500.00	\$ 1,000.00	Bike repair for Adult and Kid bikes	\$ -	\$ -
Rent or Lease	\$ 15,822.00	\$ 15,822.00	\$ -	\$ -	Printing of flyers, posters, and handouts	\$ 1,000.00	\$ 700.00
Repair & Maintenance	\$ 1,450.00	\$ 250.00	\$ -	\$ 1,200.00		\$ -	\$ -
Shipping, Delivery Expense	\$ -	\$ -	\$ -	\$ -	LCI Classes, First Aid Classes, Advocacy Advance Class	\$ 2,800.00	\$ -
					Staff conference budget (\$600 each)		
Stationery & Printing	\$ 4,857.50	\$ 500.00	\$ 1,075.00	\$ 1,582.50	Travel to and from National and state conferences, 5 days per staff in hotels	\$ 4,500.00	\$ -
Subscription Fees	\$ 1,750.56	\$ 1,750.56	\$ -	\$ -	Meals at national and state	\$ 1,600.00	\$ -
Taxes & Licenses	\$ 1,200.00	\$ 1,200.00	\$ -	\$ -		\$ -	\$ -
Training and Development	\$ 12,020.00	\$ 1,200.00	\$ -	\$ 8,020.00			
Travel	\$ 5,220.00	\$ 720.00	\$ -	\$ -			
Travel Meals	\$ 1,600.00	\$ -	\$ -	\$ -			
Utilities	\$ 900.00	\$ 900.00	\$ -	\$ -			
Sub-Total	\$ 280,290.56	\$ 57,495.56	\$ 17,980.00	\$ 84,235.50		\$ 26,316.00	\$ 94,263.50
Revenue/Loss	\$ 12,459.44	\$ (11,245.56)	\$ 17,420.00	\$ 889.50		\$ (9,291.00)	\$ 14,686.50