



**Nashville Business Incubation Center (NBIC)
2017 - 2018 Budget**

BUSINESS BUDGET
2017-2018

SUMMARY	2017-2018	NOTES
<i>Total Revenue</i>	\$ 773,198.39	
<i>Total Expenditures</i>	\$ 773,198.39	
<i>Net Revenue</i>		

REVENUE DETAILS	2017-2018	NOTES
4010 • Donations	\$ 7,500.00	Includes 100% Board personal give of \$500
4020 • Grants (Lift TN)	\$ 150,000.00	See <u>Sch A - Grants and Contracts</u>
4030 • Rental Revenue - Current	\$ 43,018.39	See <u>Sch B - EDP Sheet Projected Revenue - Current Occupancy.</u>
4035 • Rental Revenue - New Location (Bow Truss)	\$ 39,040.00	See <u>Sch C - EDP Sheet Projected Revenue - Current Occupancy.</u>
4040 • Rental Revenue - Incubator Without Walls (IWW) Proj	\$ 27,000.00	See <u>Sch D - IWW Revenue</u>
4050 • Rental Revenue - Hot Desks	\$ 36,000.00	See <u>Sch E - Hot Desks Revenue</u>
4055 • Rental Revenue - Co-Working Spaces Revenue	\$ 21,384.00	See <u>Sch F - Co-Working Spaces Revenue</u> See <u>Sch G - Sponsorship Revenue -</u>
4070 • Sponsorships Revenue - General	\$ 177,120.00	
4072 • Sponsorships Revenue - M&TA	\$ 10,000.00	
4080 • Special Events Revenue:		
4081 • Special Events: Advertisement & Sponsorships	\$ 50,000.00	
4082 • Special Events: Table Purchase	\$ 30,000.00	
4090 • Earned Revenues	\$ 1,686.00	Annualized
4100 MNAA - Program Service Revenue	\$ 180,050.00	See <u>Sch A - Grants and Contracts</u>
4130 • Revolving Loans	\$ 400.00	Projected Rev for 2 Revolving Loans
<i>Total Revenue:</i>	\$ 773,198.39	

Expenditures DETAILS	2017-2018	NOTES
<i>COST OF GOODS SOLD</i>		
5000 • DIRECT COSTS		
5020 • Program Exps- Grants/Contracts	311,080.00	See <u>Sch A - Grants and Contracts</u>
<i>Total Direct Costs:</i>	\$ 311,080.00	
<i>Percent of total:</i>	40.23%	
<i>GENERAL & ADMINISTRATIVE</i>		
7000 • GENERAL & ADMINISTRATIVE EXP		
7010 • Management and Technical Fund		
7012 • Management & Technical Assists	\$ 10,000.00	M&TA for program participants directly tied to sponsorship funds
Total 7010 • Management and Technical Fund	\$ 10,000.00	
7020 • Operating		
7023 • Bank Service Charges	\$ 87.00	Annualized
7026 • Insurance Expenditures	\$ 10,000.00	Annualized
7027 • Licenses and Fees	\$ 3,950.00	Annualized
7028 • Parking	\$ 80.00	Annualized
7029 • Postage	\$ 245.00	Annualized
7030 • Professional Development	\$ 2,000.00	Annualized
7031 • Repairs & Maintenance	\$ -	Eliminated - Exp included in new lease agreement
7036 • Utilities	\$ -	Eliminated - Exp included in new lease agreement
7037 • Professional Fees	\$ 102,208.00	See <u>Sch H - Professional Fees</u>
7040 • Printing & Copying	\$ 775.00	Annualized
Total 7020 • Operating	\$ 119,345.00	
7050 • Service Contracts Fees		
7051 • Maintenance-Computer	\$ 2,340.00	Annualized
7052 • Maintenance-Postage Meter	\$ -	Eliminated - Exp not necessary at new location
7053 • Maintenance-Copier	\$ 2,245.00	Annualized
7054 • Maintenance-HVAC	\$ -	Eliminated - Exp not necessary at new location
Total 7050 • Service Contracts Fees	\$ 4,585.00	



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7060 · Public Relations		
7061 · Brochures and Publications	\$ -	
7063 · Advertising Services	\$ 1,200.00 Annualized	
7064 · Dues & Subscriptions	\$ 3,695.00 Annualized	
7067 · Gifts and Honorariums	\$ 500.00 Annualized	
7068 · Meetings Expenditures	\$ 2,400.00 Annualized	
Total 7060 · Public Relations	\$ 7,795.00	
7100 · Salaries and Fringe Benefits		
7110 · Employee Benefits	\$ 19,800.00 Annualized	
7120 · Salaries	\$ 95,000.00 Annualized	
7135 · Payroll Tax	\$ 7,690.00 Annualized	
Total 7100 · Salaries and Fringe Benefits	\$ 122,490.00	
7140 · Supplies and Materials	\$ 2,730.00 Annualized	
7150 · Travel and Entertainment	\$ 4,675.00 Annualized	
7155 · Office Relocation Exps	\$ 18,259.00 Estimated	
7160 · Office Startup Expenses	\$ 18,277.39 Estimated	
7300 · Special Events Expenditures	\$ 15,000.00 Annualized -	
7301 · Food & Beverages	\$ 85.00 Annualized	
7302 · Audio & Video	\$ 42.00 Annualized	
7304 · Printing	\$ 2,625.00 Annualized	
7306 · Facility Cost	\$ 131,525.00 (\$11,275)	
8010 · Interest Expenditures	\$ 40.00 Annualized	
8610 · Bad debt Expenditures	\$ 1,020.00 Annualized	
9110 · Investment Mgmt. Fees-UBS	\$ 3,625.00 Annualized	
Total G&A and Other Expenditures:	\$ 462,118.39	
Percent of total:	59.77%	