

Tennessee Secretary of State  
Tre Hargett



Division of Business and Charitable Organizations  
312 Rosa L. Parks Avenue, 6th Floor  
Nashville, Tennessee 37243-1102

July 19, 2023

KRISTEN POTEET  
1921 GALLOWS ROAD, SUITE 700  
VIENNA, VA 22182

**RE:** Registration to Solicit Funds for Charitable Purposes

Organization Name: ENTRYWAY  
CO Number: CO29124  
Renewal Date: 06/30/2024

Dear KRISTEN POTEET :

Pursuant to the Tennessee Charitable Solicitations Act, T.C.A. § 48-101-501, *et seq.* the Tennessee Secretary of State has reviewed your application and is pleased to announce your organization's registration to solicit contributions has been **approved**.

The organization must maintain statutory compliance by submitting a renewal application and required fees on an annual basis. At that time you may be required to submit tax filings, financial statements, proof of IRS status, and other documents related to your organization and its fundraising activities. You can find additional information and submit additional filings online at <https://sos.tn.gov/charities>. The "CO" Number listed above will serve as your organization's charitable registration number and should be used when submitting any charitable filings or correspondence.

Please also be advised that if the organization's application or other provided information includes false, misleading or deceptive statements, appropriate action will be taken. Pursuant to the Tennessee Charitable Solicitations Act, a civil penalty of up to five thousand dollars (\$5,000.00) may be assessed for any violation.

Thank you for registering your organization and please do not hesitate to contact us with any questions.

Sincerely,

Tre Hargett  
Secretary of State

**Tracking Number**  
**2023121087**

## **Application to Renew Registration of a Charitable Organization**



Tre Hargett  
Secretary of State

### **Division of Business and Charitable Organizations**

#### **Department of State**

State of Tennessee  
312 Rosa L. Parks Avenue, 6th Floor  
Nashville, Tennessee 37243  
Phone: 615-741-2555  
Fax: 615-253-5173  
sos.tn.gov/charities

CO Number: CO29124  
Filed: 07/19/2023 03:38 PM  
Tre Hargett  
Secretary of State

---

## **Organization Information**

---

**Legal Name of the Charitable Organization:** SHELTERS TO SHUTTERS

**Legal entity type of the Organization:** Corporation

**FEIN:** 47-1004312

**Initial Registration Date:** 05/23/2017

**Renewal Date:** 06/30/2023

**Has your fiscal year ending month changed since your last renewal?**

☐ Yes ☒ No

**Fiscal Year Ending Month:** December

**When and where was the organization legally established**

**Date:** 02/27/2014

**Country:** USA

**City/State:** FAIRFAX, VA

**Has your Principal Office address changed since your last renewal?**

☐ Yes ☒ No

**Principal Office Address**

3810 BEDFORD AVE, SUITE 300  
USA, NASHVILLE, TN 37215

**Has your Mailing address changed since your last renewal?**

☐ Yes ☒ No

**Mailing Office Address**

1921 GALLOWS ROAD, SUITE 700  
USA, VIENNA, VA 22182

### **Contact Information for the Charitable Organization**

**Contact Name:** KRISTEN POTEET

**Telephone Number:** (703) 634-6130

**Email:** INFO@ENTRYWAYTALENT.ORG

**Website:** <https://entrywaytalent.org/>

### **Current names used by the charity organization**

**Do you need to modify other names that the charity solicits under?**

☒ Yes ☐ No

**Other names used by your organization**

ENTRYWAY (F/K/A SHELTERS TO SHUTTERS)

Has the organization registered in any other state(s)?

☒ Yes ☐ No

**Other States**

VA

Does the charity have other offices, chapters, branches, affiliates or a parent?

☐ Yes ☒ No

The category that best describes your organization

P - Human Services

**The charitable purpose of the organization**

Entryway (formerly Shelters to Shutters) is a national 501(c)3 organization that transitions individuals at risk of or experiencing homelessness to economic self-sufficiency by providing career training, full-time employment and housing opportunities in partnership with the real estate industry. We partner with non-profits who connect us with people who are experiencing homelessness and are ready, willing, and able to work. Through our MOU's with industry partners, we can place individuals in jobs with apartments and the candidates receive a significant discount on their rent. Executive Director Chris Smith and a board of local business leaders support Entryway's work in Nashville, Tennessee. We are overseen by a National Board in Virginia.

---

## Tax & Financial Information

---

Has your tax exempt status changed since your last renewal?

☐ Yes ☒ No

Last Fiscal Year Start: January 2022

Last Fiscal Year End: December 2022

Type of 990 Tax Form Filed: 990 (Long Form)

**Gross Revenue**

Direct and Indirect Public Contributions	\$ 2,384,555.00
Government Grants	\$ 0.00
Program Service Revenue	\$ 0.00
Special Events and Activities	\$ 0.00
Gross Sales of Inventory	\$ 0.00
Other Revenue	\$ 0.00
<b>Total Revenue</b>	<b>\$ 2,384,555.00</b>

**Expenses**

Total Program Expenses	\$ 1,176,615.00
Direct Expenses from Special Events	\$ 0.00
Cost of Goods Sold	\$ 0.00
Management and General Expenses	\$ 234,300.00
Fundraising Expenses	\$ 513,952.00
Other Expenses	\$ 0.00
<b>Total Expenses</b>	<b>\$ 1,924,867.00</b>
<b>Excess/Deficit For the Year (Total Revenue - Total Expenses)</b>	<b>\$ 459,688.00</b>

### **Changes in Net Assets/Fund Balances**

Net Assets/Fund Balances at Beginning of Year	\$ 175,953.00
Other Changes in Net Assets or Fund Balances	\$ 0.00
Net Assets/Fund Balances	\$ 635,641.00
Total Liabilities at End of Year	\$ 80,092.00
Net Assets/Fund Balances at End of Year	\$ 635,639.00

---

## **Solicitation Information**

---

Have you been enjoined by any court from soliciting contributions?

☐ Yes ☒ No

Does your organization contract with or otherwise engage the services of any outside fundraising professional (such as a “professional fund-raiser,” “paid solicitor,” “fund raising counsel,” or “commercial co-venturer”)?

☐ Yes ☒ No

---

## **Officer Information**

---

Do you need to modify the current officers?

☒ Yes ☐ No

**List each officer, director, and trustee (at least 2 officers are required, and you must list officers who have or share the following titles: "Chief Financial Officer", "Custodian of Contributions", "Custodian of Final Distributions")**

Chris Finlay  
1921 Gallows Road, Suite 700  
Vienna, VA 22182, USA  
Title(s): Chairman, Board Member

Chris Smith  
One Independence Plaza  
Birmingham, AL 35209, USA  
Title(s): Director

Corey Gibson  
1921 Gallows Road, Suite 700  
Vienna, VA 22182, USA  
Title(s): Chief Financial Officer, Custodian of Contributions

David Williams  
1207 18th Avenue South, #202  
Nashville, TN 37212, USA  
Title(s): Chief Executive Officer, Custodian of Final Distributions, Director, President

Kristen Fagley  
1921 Gallows Road  
Vienna, VA 22182, USA  
Title(s): Custodian of Contributions, Custodian of Final Distributions, Director, Vice President

Marc Robinson  
300 S Tryon Street #1110  
Charlotte, NC 28202, USA  
Title(s): Board Member

Vito Germinario  
1921 Gallows Road  
Vienna, VA 22182, USA  
Title(s): Board Member

JESSIE BARTER  
3810 BEDFORD AVE, SUITE 300  
NASHVILLE, TN 37215  
Title(s): Board Member

JAMILLA HOUSER  
3810 BEDFORD AVE, SUITE 300  
NASHVILLE, TN 37215  
Title(s): Board Member

CHRISTY MCFERREN  
3810 BEDFORD AVE, SUITE 300  
NASHVILLE, TN 37215  
Title(s): Board Member

SUSAN WEBER  
3810 BEDFORD AVE, SUITE 300  
NASHVILLE, TN 37215  
Title(s): Board Member

DOUG BIBBY  
3810 BEDFORD AVE, SUITE 300  
USA, NASHVILLE, TN 37215  
Title(s): Board Member

**Has any officer, director, manager, operator, or principal of the organization been the subject of an injunction, judgement, or administrative order or been convicted of a felony?**

☐ Yes ☒ No

---

## Signature

---

I certify that the statements in this registration statement and all supplemental forms, documents, and continuation sheets are true and correct to the best of my knowledge and belief.

I (Chief Fiscal Officer, Treasurer, or Officer) certify, under penalty of perjury, that the above information is true and correct.

**Signed Electronically:** Kristen Poteet

**Date:** 07/19/2023

**Title:** Officer

I certify that the statements in this registration statement and all supplemental forms, documents, and continuation sheets are true and correct to the best of my knowledge and belief.

I (Chief Fiscal Officer, Treasurer, or Officer) certify, under penalty of perjury, that the above information is true and correct.

**Signed Electronically:** David Anthony Williams

**Date:** 07/19/2023

**Title:** Chief Executive Officer



Tre Hargett  
Secretary of State

**Division of Business and Charitable Organizations**

**Department of State**

State of Tennessee  
312 Rosa L. Parks Avenue, 6th Floor  
Nashville, Tennessee 37243  
Phone: 615-741-2555  
Fax: 615-253-5173  
sos.tn.gov/charities

**Date:** 06/29/2023

**Invoice:** 2023-05421

**Customer Information**

KRISTEN POTEET  
ENTRYWAY  
1921 GALLOWS ROAD, SUITE 700  
VIENNA, 22182

Tracking Number	Description	Amount Paid
2023121087	CH Filing Late Fee	\$ 10.00
2023121087	CH Charitable Renewal	\$ 10.00
<b>Payment Details</b>		
Fee Total:		\$ 30.00
Payment Total:		\$ 20.00
Amount Due:		\$ 0.00
<b>Payment Method</b>		
Payment Type: Credit Card		
Check/Confirmation Number: 3853790561,3854877190		