

|                              |                                          |                            | Actuals<br>FY2017   | Actuals<br>FY2018   | Latest<br>FY2019    |
|------------------------------|------------------------------------------|----------------------------|---------------------|---------------------|---------------------|
| <b>Income</b>                | <b>Fed &amp; State Grants</b>            |                            |                     |                     |                     |
| <b>State/City:</b>           | <b>TOR</b>                               | TAP                        | \$ 154,998          | \$ 90,302           | \$ -                |
|                              |                                          | RSS                        | \$ 146,954          | \$ 141,700          | \$ 214,041          |
|                              |                                          | RCA/RMA                    | \$ 95,057           | \$ 77,385           | \$ 67,087           |
|                              |                                          | ICM                        | \$ 54,265           | \$ 59,409           | \$ 48,199           |
|                              |                                          | ELD                        | \$ 18,315           | \$ 15,208           | \$ 23,944           |
|                              |                                          | SIG                        | \$ 30,924           | \$ 37,520           | \$ 56,020           |
|                              |                                          | IELCE                      | \$ -                | \$ 80,210           | \$ 250,000          |
|                              |                                          | <b>CEF/CPF</b>             | \$ 72,201           | \$ 22,733           | \$ -                |
|                              |                                          | <b>Subtotal</b>            | <b>\$ 572,713</b>   | <b>\$ 524,467</b>   | <b>\$ 659,291</b>   |
|                              |                                          | <b>% chg</b>               |                     |                     |                     |
| <b>Fed:</b>                  | <b>ECDC</b>                              | R&P                        | \$ 340,230          | \$ 291,183          | \$ 276,250          |
|                              |                                          | MG                         | \$ 53,760           | \$ 149,100          | \$ 86,400           |
|                              |                                          | PC-ICM                     | \$ 72,571           | \$ 59,785           | \$ 60,000           |
|                              |                                          | Citizenship                | \$ 14,626           | \$ 47,432           | \$ 50,000           |
|                              |                                          | FEMA-PA                    | \$ 20,981           | \$ 85,397           | \$ 42,699           |
|                              |                                          | FEMA-NICE                  | \$ 56,825           | \$ 130,370          | \$ 65,185           |
|                              |                                          | <b>Subtotal</b>            | <b>\$ 558,993</b>   | <b>\$ 763,267</b>   | <b>\$ 580,534</b>   |
|                              |                                          | <b>% chg</b>               |                     |                     |                     |
| <b>Pv. Foundations/Corps</b> |                                          | United Way                 | \$ 62,450           | \$ 73,091           | \$ 73,000           |
|                              |                                          | Dollar General             | \$ 30,000           | \$ 45,000           | \$ 45,000           |
|                              |                                          | Dan & Margaret Maddox      | \$ 25,000           | \$ 25,000           | \$ 25,000           |
|                              |                                          | Memorial Foundation        | \$ 35,000           | \$ 35,000           | \$ 35,000           |
|                              |                                          | NAZA                       | \$ 35,920           | \$ 7,392            | \$ 18,480           |
|                              |                                          | Scarlett Family Foundation | \$ 83,840           | \$ 42,500           | \$ 42,500           |
|                              |                                          | FRIST Foundation           | \$ 25,000           | \$ 27,500           | \$ 2,500            |
|                              |                                          | JOE C. DAVIS               | \$ 5,000            | \$ 7,500            | \$ 7,500            |
|                              |                                          | Vandy                      | \$ 21,000           | \$ -                | \$ -                |
|                              |                                          | Healing Trust              | \$ 52,866           | \$ -                | \$ -                |
|                              |                                          | HCA                        | \$ -                | \$ 25,000           | \$ 25,000           |
|                              |                                          | Wdmt + other faith based   | \$ 4,640            | \$ 18,100           | \$ 15,000           |
|                              |                                          | Community Foundation of TN | \$ 10,000           | \$ 10,000           | \$ 10,000           |
|                              |                                          | <b>Subtotal</b>            | <b>\$ 390,716</b>   | <b>\$ 316,083</b>   | <b>\$ 298,980</b>   |
| <b>Unrestricted</b>          | <b>Fundraising, Services &amp; Gifts</b> | Organization Donations     | \$ 16,456           | \$ 9,806            | \$ 10,000           |
|                              |                                          | In-Kind                    | \$ 84,905           | \$ 36,893           | \$ 25,000           |
|                              |                                          | Immigration                | \$ 53,512           | \$ 64,290           | \$ 70,000           |
|                              |                                          | Registration & books       | \$ 15,767           | \$ 6,180            | \$ 15,000           |
|                              |                                          | AlG                        | \$ 7,500            | \$ 7,500            | \$ 7,500            |
|                              |                                          | Individual Donations       | \$ 17,145           | \$ 16,775           | \$ 20,000           |
|                              |                                          | <b>Subtotal</b>            | <b>\$ 195,286</b>   | <b>\$ 141,444</b>   | <b>\$ 147,500</b>   |
| <b>Total</b>                 |                                          |                            | <b>\$ 1,717,708</b> | <b>\$ 1,745,261</b> | <b>\$ 1,686,305</b> |

**Expenses by programs**

|                        |           |                  |           |                  |           |                  |
|------------------------|-----------|------------------|-----------|------------------|-----------|------------------|
| Employment             | \$        | 308,751          | \$        | 331,989          | \$        | 306,689          |
| Resettlement           | \$        | 564,954          | \$        | 607,475          | \$        | 561,181          |
| Health                 | \$        | 140,925          | \$        | 151,532          | \$        | 139,984          |
| Education              | \$        | 401,637          | \$        | 431,867          | \$        | 398,955          |
| Social Adj/Immigration | \$        | 102,253          | \$        | 109,949          | \$        | 101,570          |
| Admin                  | \$        | 92,337           | \$        | 99,287           | \$        | 91,720           |
| Fundraising            | \$        | 82,344           | \$        | 88,542           | \$        | 81,794           |
| <b>Subtotal</b>        | <b>\$</b> | <b>1,693,201</b> | <b>\$</b> | <b>1,820,641</b> | <b>\$</b> | <b>1,681,893</b> |

**Expenses by Categories**

|                              |               |                    |               |                    |               |                    |
|------------------------------|---------------|--------------------|---------------|--------------------|---------------|--------------------|
| Salaries                     | \$            | 951,618            | \$            | 990,315            | \$            | 957,245            |
| Taxes and Benefits           | \$            | 92,237             | \$            | 129,269            | \$            | 124,952            |
| Travel                       | \$            | 26,660             | \$            | 19,995             | \$            | 19,995             |
| Communications               | \$            | 14,430             | \$            | 13,998             | \$            | 13,998             |
| Supplies & Books             | \$            | 48,180             | \$            | 51,979             | \$            | 51,979             |
| Occupancy                    | \$            | 64,884             | \$            | 70,182             | \$            | 70,182             |
| Professional Contractuals    | \$            | 109,606            | \$            | 90,389             | \$            | 90,389             |
| Insurance & Depreciation     | \$            | 45,481             | \$            | 40,394             | \$            | 40,394             |
| Professional Development     | \$            | 9,843              | \$            | 6,358              | \$            | 6,358              |
| Vehicle Services & Usage     | \$            | 11,266             | \$            | 9,629              | \$            | 9,629              |
| PEACE Ambassadors USA - FEMA | \$            | 15,194             | \$            | 88,735             | \$            | 44,368             |
| Client Assistance            | \$            | 300,826            | \$            | 284,221            | \$            | 216,500            |
| Overseas Mission             | \$            | -                  | \$            | 14,500             | \$            | 25,000             |
| Miscs                        | \$            | 2,976              | \$            | 10,677             | \$            | 10,905             |
| <b>Total</b>                 | <b>\$</b>     | <b>1,693,201</b>   | <b>\$</b>     | <b>1,820,641</b>   | <b>\$</b>     | <b>1,681,893</b>   |
| <br><b>Reserve</b>           | <br><b>\$</b> | <br><b>188,507</b> | <br><b>\$</b> | <br><b>113,127</b> | <br><b>\$</b> | <br><b>117,539</b> |