

**BEFORE THE TENNESSEE REGULATORY AUTHORITY  
NASHVILLE, TENNESSEE**

**IN RE:** )  
 )  
**JOINT PETITION OF CONTACT MINISTRIES, INC.** ) **TRA Docket No. 17-00028**  
**and CONTACT-CONCERN OF NORTHEAST** )  
**TENNESSEE, INC. TO TRANSFER ITS N11** )  
**NUMBER (ABBREVIATED DIALING CODE)** )

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**JOINT PETITION FOR TRANSFER OF AN N11 NUMBER**

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Contact Ministries, Inc. ("Contact Ministries") and Contact-Concern of Northeast Tennessee, Inc. ("Contact Concern") respectfully submit this Joint Petition for Transfer of an N11 Number.

**INTRODUCTION**

1. Petitioner Contact Ministries is a nonprofit corporation located in Johnson City, Tennessee, and it presently holds the 211 designation for Carter, Greene, Unicoi, and Washington counties. Contact Ministries received its 211 designation on March 12, 2002, in TRA Docket No. 02-00126, and Contact Ministries has operated its 211 information and referral program in accordance with the guidelines established by the TRA since that date.

2. Petitioner Contact Concern is a nonprofit corporation located in Kingsport, Tennessee, and it presently holds the 211 designation for Sullivan, Johnson, Hawkins, and Hancock counties. Contact Concern received its 211 designation for Sullivan, Johnson, and Hawkins Counties on March 26, 2002, in Docket No. 02-00127. On May 15, 2006, in Docket No. 06-00100, Contact Concern received its 211 designation for Hancock County. Contact Concern has operated its 211 information and referral

program in accordance with the guidelines established by the TRA since the above dates as to these counties.

### **REASONS FOR SUPPORTING TRANSFER OF 211 DESIGNATION**

1. Contact Ministries and Contact Concern have entered into merger discussions as a means to address the challenges facing each organization. The Petitioners have agreed to merge, as evidenced by the Written Consent of the Directors of Contact Ministries dated March 23, 2017, and the Minutes of Contact Concern for the Board of Directors meeting held March 9, 2017, which are both attached as Exhibit A to this Petition.

2. The proposed consolidation of the information and referral centers for Contact Ministries and Contact Concern as proposed will improve the quality of service that 211 provides in Northeast Tennessee by allowing us to combine the strengths of both organizations. Both petitioners are certified by Contact USA in both database management and in providing information and referral services.

3. Contact Ministries Executive Director has submitted her resignation effective March 31, 2017. Additionally, Contact Ministries faced a budget shortfall early this year and was forced to terminate its lease, since which time all calls directed to Contact Ministries have been answered remotely rather than in a designated call center.

4. Contact Concern has an active Executive Director and leases space in Kingsport for the operations of its call center. While Contact Concern is financially stable with adequate savings to cover operational expenses in the event of a budget shortfall, it has struggled to maintain enough active volunteers and has been utilizing paid staff to answer its phones at times. The merger of Petitioners will allow the surviving

organization to adequately handle the volume of calls received by the two current organizations.

5. The consolidation of services will allow the two organizations to combine its strengths and better utilize its resources. The merger of Petitioners is critical to best utilize resources and better serve our collective eight county region. The merged entity will serve all of Northeast Tennessee.

6. The current Executive Director of Contact Concern will serve as Executive Director of the merged entity. Call center functions will be based in Kingsport in space currently leased by Contact Concern, which lease will be assigned to the surviving entity in connection the merger.

7. For continuity of relationships, the board of directors of Contact Ministries and Contact Concern will combine into a single board of directors for the merged organization, the survivor of which will be Contact Ministries, which will simultaneously change its name to Contact 211 of Northeast Tennessee, Inc.

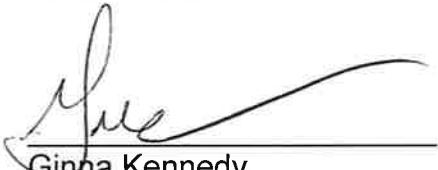
8. Each organization's respective Executive Directors and Board of Directors is supportive of the merger as evidenced by the letters attached as Exhibit B as well as the documents previously referenced and attached as Exhibit A indicating the approval of the proposed merger of Petitioners.

9. The merger of Petitioners will result in a surviving entity that is financially strong and able to support the information and referral needs of the community. The attached Exhibit C contains relevant financial information for both Petitioner as well as proposed budgets previously adopted by each of Petitioners and a proposed budget for the merged entity.

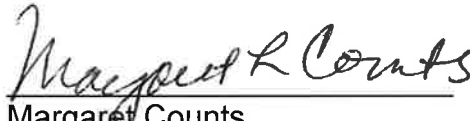
## CONCLUSION

Petitioners respectfully request that the TRA allocated 211 designation of Contact Concern be transferred to Contact Ministries, which will be known as Contact 211 of Northeast Tennessee, Inc., following the merger of the Petitioners.

Respectfully submitted,



Ginna Kennedy  
Executive Director  
Contact Ministries, Inc.  
P.O. Box 1403  
Johnson City, TN 37605  
(423) 926-0140  
Ginna\_kennedy@contact211jc.org



Margaret Counts  
Executive Director  
Contact-Concern of Northeast Tennessee, Inc.  
P.O. Box 3336  
Kingsport, TN 37664  
(423) 246-2273  
Margaret@contactconcern.org

Date: March \_\_, 2017

**WRITTEN CONSENT  
IN LIEU OF MEETING  
OF THE BOARD OF DIRECTORS OF  
CONTACT MINISTRIES, INC.**

BE IT REMEMBERED, that the undersigned, being all of the Directors of Contact Ministries, Inc., a Tennessee nonprofit corporation, ("Contact Ministries") in accordance with Tenn. Code Ann. § 48-58-202, do hereby unanimously take the following affirmative action and hereby unanimously consent to the following in lieu of holding a meeting:

WHEREAS, due to budgetary constraints and in the desire to better serve the individuals residing in the four county region served by Contact Ministries, namely Carter, Greene, Unicoi, and Washington Counties, the Directors deem it to be in the best interest of the nonprofit corporation to merge with Contact-Concern of Northeast Tennessee, Inc., another Tennessee nonprofit corporation also providing information and referral services in the region immediately adjacent to that served by Contact Ministries, namely Sullivan, Johnson, Hawkins, and Hancock Counties;

WHEREAS, the Directors hereby approve the Agreement and Plan of Merger for the proposed merger of Contact Ministries and Contact-Concern of Northeast Tennessee, Inc. ("Contact Concern"), in which Contact Ministries will be the surviving entity and will change its name to Contact 211 of Northeast Tennessee, Inc., coinciding with the merger;

WHEREAS, the Directors hereby approve the filing of the Joint Petition for Transfer of an N11 Number with the Tennessee Regulatory Authority as necessary to transfer the 211 designation for the counties served by Contact Concern to Contact Ministries in connection with the merger;


WHEREAS, the Directors hereby further authorize the President of Contact Ministries, Chris Kimmons, to execute the Agreement and Plan of Merger on behalf of Contact Ministries and

authorize Ginna Kennedy to execute the Joint Petition for Transfer of an N11 Number with the Tennessee Regulatory Authority and to take such additional actions as is necessary or advisable to effectuate the merger.

IN WITNESS WHEREOF, the undersigned have duly executed this Written Consent this 23<sup>rd</sup> day of March, 2017.

DIRECTORS:

  
Chris Kimmons

  
Jamye Carr

  
Vickie Ellet

  
Mike Patterson

**MINUTES OF MEETING  
OF THE BOARD OF DIRECTORS OF  
CONTACT-CONCERN OF NORTHEAST TENNESSEE, INC.  
March 9, 2017**

The meeting of the Board Directors of Contact-Concern of Northeast Tennessee, Inc. ("Contact Concern"), was held in the Eastman Foundation Conference Room in the V.O. Dobbins, Sr. Community Center, 301 Louis Street, Kingsport, Tennessee 37660, at 5:30 p.m., March 9, 2017, which was a regularly scheduled meeting of the Board of Directors.

The following members of the board of directors of the corporation were present: Doug Fabick, President, Maria Adams, Barry Brickey, Kathy Bright, Janice Carroll, Jeff Dill, Robert Geer, Suzi Little, Mark Nickels and Margaret Counts (ex-officio).

Doug Fabick called the meeting to order and acted as a President of the Board of Directors. Kathy Bright served as Secretary of the meeting.

The Secretary read the minutes of the previous meeting of the Board of Directors. Upon motion duly made by Janice Carroll and seconded by Mark Nickels, they were unanimously approved as read.

The President announced that discussions between Contact Concern and Contact Ministries, Inc. ("Contact Ministries") had gone well. The Merger Committee previously appointed by this Board met on March 8, 2017, to discuss the Plan of Merger and Joint Petition for Transfer of N11 Number, and the Merger Committee has recommended that this Board approve the proposed merger.

For the purpose of documenting the reasons for the merger, Doug Fabick summarized our prior meeting discussions and Merger Committee meetings as follows:

Due to budgetary constraints of Contact Ministries and in the desire to better serve the individuals residing in the four county region served by Contact Ministries, namely Carter, Greene, Unicoi, and Washington Counties, Contact Ministries engaged Contact Concern about a possible merger several months ago. This Board previously appointed a Merger Committee to meet with and discuss the possible merger. The Merger Committee met on February 4, 2017, February 11, 2017, and on March 8, 2017, to discuss the merger and how our two organizations would combine. An Agreement and Plan of Merger has been prepared by legal counsel and is being circulated at this meeting. It is consistent with the terms previously discussed and agreed to by this Board, and the Merger Committee recommends approval of the Agreement and Plan of Merger and the consummation of the merger with Contact Concern. The Merger Committee proposes to change the surviving entity's name to Contact 211 of Northeast Tennessee, Inc., coinciding with the merger to better define our organization and the geographic area we serve.

Upon motion duly made by Maria Adams and seconded by Robert Geer, the Directors present unanimously approved the Agreement and Plan of Merger of Contact Concern, in which Contact Ministries will be the surviving entity and will change its name to Contact 211 of Northeast Tennessee, Inc., coinciding with the merger.

The President discussed the need to have Contact Concern answer calls for Contact Ministries beginning April 1, 2017 until the transfer can be approved by TRA.

Upon motion duly made by Kathy Bright and seconded by Jeff Dill, the Directors present unanimously approved for Contact Concern to answer calls for Contact



Ministries beginning April 1, 2017, until the transfer is approved retroactively to that date.

The President discussed the need to file a Joint Petition for Transfer of N11 Number to transfer the 211 designation for the four counties served by Contact Concern to Contact Ministries, which will be known as Contact 211 of Northeast Tennessee, Inc. following the merger.

Upon motion duly made by Kathy Bright and seconded by Janice Carroll, the Directors present unanimously approved the Joint Petition for Transfer of N11 Number to be filed with the Tennessee Regulatory Authority for transfer of the 211 designation for the four counties served by Contact Concern to be transferred to Contact Ministries, which will be known as Contact 211 of Northeast Tennessee, Inc. following the merger.

Upon motion duly made by Robert Geer and seconded by Barry Brickey, the Directors present unanimously authorized the President of Contact Concern, Doug Fabick, to execute the Agreement and Plan of Merger on behalf of Contact Concern and authorized Margaret Counts to execute the Joint Petition for Transfer of an N11 Number with the Tennessee Regulatory Authority and to take such additional actions as is necessary or advisable to effectuate the merger.

After discussion and upon motion duly made by Kathy Bright and seconded by Maria Adams it was unanimously:

RESOLVED:

That Contact Concern shall enter into the Agreement and Plan of Merger to merge with Contact Ministries, which will be the surviving entity and will change its name to Contact 211 of Northeast Tennessee, Inc., coinciding with the merger.


That Contact Concern shall execute and submit the Joint Petition for Transfer of N11 Number to the Tennessee Regulatory Authority for transfer of the 211 designation for the four counties served by Contact Concern to be transferred to Contact Ministries, which will be known as Contact 211 of Northeast Tennessee, Inc. following the merger.

That the President of Contact Concern, Doug Fabick, shall execute the Agreement and Plan of Merger on behalf of Contact Concern and Margaret Counts shall execute the Joint Petition for Transfer of an N11 Number and file the same with the Tennessee Regulatory Authority, and they shall take such additional actions as is necessary or advisable to effectuate the merger.

There being no further business to come before the meeting, on motion duly made by Kathy Bright and seconded by Maria Adams, the meeting of the Board of Directors of Contact Concern adjourned.

This 9th day of March, 2017, at Kingsport, Sullivan County, Tennessee.

  
\_\_\_\_\_  
Doug Fabick, President

  
\_\_\_\_\_  
Kathy Bright, Secretary



PO Box 3336  
Kingsport, TN 37664

Phone: 423.246.2273

Fax: 423.247.7761

E-mail: [margaret@contactconcern.org](mailto:margaret@contactconcern.org)

Web Site: [www.contactconcern.org](http://www.contactconcern.org)

March 9, 2017

Dear Authority Conference Member:

I am writing in support of the merger between Contact-Concern of Northeast Tennessee, Inc. and Contact Ministries, Inc. This action brings together two sister organizations that have worked side by side for 40 years. The surviving organization will be Contact Ministries, Inc., which will change its name to Contact 211 of Northeast Tennessee simultaneously with the merger.

The boards of Directors of both organizations have approved this merger, which creates a stronger entity that allows for the relative strengths of each organization to thrive. Combining our efforts will reduce costs and enhance our ability to recruit and retain volunteers, ultimately resulting in better services for the community.

I fully support this merger and respectfully request Tennessee Regulatory Authority approval for the transfer of the 211 designation for the counties currently served by Contact-Concern of Northeast Tennessee, Inc., namely Sullivan, Hawkins, Johnson and Hancock Counties in Tennessee to the surviving entity, Contact Ministries, Inc., which will change its name to Contact 211 of Northeast Tennessee, Inc. concurrently with the merger.

Thank you for your time and for your consideration of this request.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Margaret L. Counts', written in a cursive style.

Margaret L. Counts  
Executive Director



CONTACT MINISTRIES 211  
P.O. Box 1403  
Johnson City, TN 37605  
Tel 423-926-0140  
[info@contact211jc.org](mailto:info@contact211jc.org)  
[www.contact211jc.org](http://www.contact211jc.org)

March 9, 2017

Dear Authority Conference Member,

I am writing in support of the merger between Contact Ministries, Inc. and Contact-Concern of Northeast Tennessee, Inc. For nearly forty years, these two organizations have been working side-by-side to serve the needs of Northeast Tennessee.

The purpose of this merger is to create a stronger, more efficient organization that provides 2-1-1 callers the best possible service. Combining our efforts and resources will reduce costs, and enhance our ability to raise funds, and recruit volunteers. All of this will ultimately lead to a greater wealth of resources with which to serve our callers.

I fully support this merger and respectfully request that the Tennessee Regulatory Authority approve the transfer of the 2-1-1 designation for the counties currently served by Contact Concern of Northeast Tennessee, Inc, to the surviving entity, Contact Ministries, Inc., under the new name Contact 211 of Northeast Tennessee, Inc.

Thank you for your time and consideration.

Truly,

Ginna S. Kennedy  
Executive Director



CONTACT MINISTRIES 211  
P.O. Box 1403  
Johnson City, TN 37605  
Tel 423-926-0140  
[info@contact211jc.org](mailto:info@contact211jc.org)  
[www.contact211jc.org](http://www.contact211jc.org)

March 9, 2017

Dear Authority Conference Member,

I am writing at the request of the Board of Directors of Contact Ministries, Inc. in support of the petition to merge with Contact-Concern of Northeast Tennessee, Inc. These two not-for-profit organizations have operated independently for four decades, serving the needs of our respective communities in Northeast Tennessee.

We believe the merger will provide synergies between the two 2-1-1 service providers that will help improve operating efficiency, enhance fundraising and volunteer recruitment efforts, and enable us to continue to find new and innovative ways to serve our constituents. By combining not only our financial, but also our human resources, the merger of the two entities will allow us to reduce and eliminate some of the duplicative efforts and redundant budget line items that currently exist with having Contact Ministries, Inc. and Contact-Concern of Northeast Tennessee, Inc. operating simultaneously and parallel, in each other's backyard.

By combining the two organizations, we will be melding the strengths and weaknesses within the groups, thus creating a stronger, more efficient whole. As such, our Board of Directors approves the merger of these two not-for-profit organizations, with the surviving organization being Contact Ministries, Inc., which will change its name to Contact 211 of Northeast Tennessee, Inc. This name change will occur simultaneously with the merger of the two organizations.

Therefore, we are seeking Tennessee Regulatory Authority approval for the transfer of the 211 designation for the counties presently served by Contact-Concern of Northeast Tennessee, Inc., namely Sullivan, Hawkins, Johnson, and Hancock Counties in Tennessee to the surviving entity, Contact Ministries, Inc., which will change its name to Contact 211 of Northeast Tennessee, Inc. concurrently with the merger.



CONTACT MINISTRIES 211  
P.O. Box 1403  
Johnson City, TN 37605  
Tel 423-926-0140  
[info@contact211jc.org](mailto:info@contact211jc.org)  
[www.contact211jc.org](http://www.contact211jc.org)

Thank you for your consideration of this petition, and please let me know if any additional supporting documentation is required to grant the request.

Sincerely,

A handwritten signature in black ink, appearing to read "J. Chris Kimmons", with a long horizontal flourish extending to the right.

J. Chris Kimmons  
President- Board of Directors  
Contact Ministries, Inc.

March 9, 2017

Dear Authority Conference Member,

I am writing at the request of the Board of Directors of Contact-Concern of Northeast Tennessee, Inc. in support of the petition to merge with Contact Ministries, Inc. We desire to undergo this not for profit merger to provide better utilization of resources, combine fund raising efforts, and decrease competition for volunteers for both organizations. Additionally, this will allow us to serve a larger area at some cost savings for the people of the community through the reduction of duplications.

Specifically, this merger is requested due to budgetary concerns of Contact Ministries, Inc. and a decline in volunteers with Contact-Concern of Northeast Tennessee, Inc. Our Board of Directors approves the merger of these two not for profit organizations, with the surviving organization being Contact Ministries, Inc., which will change its name to Contact 211 of Northeast Tennessee, Inc. This name change will occur simultaneously with the merger of the two organizations.

Therefore, we are seeking Tennessee Regulatory Authority approval for the transfer of the 211 designation for the counties presently served by Contact-Concern of Northeast Tennessee, Inc., namely Sullivan, Hawkins, Johnson, and Hancock Counties in Tennessee to the surviving entity, Contact Ministries, Inc., which will change its name to Contact 211 of Northeast Tennessee, Inc. simultaneously with the merger.

Thank you for your consideration of this petition and please let me know if any additional supportive documentation is required to grant the request.

Sincerely,



Douglas A. Fabick

President – Board of Director Contact-Concern of Northeast Tennessee, Inc.

CONTACT MINISTRIES, INC.  
STATEMENT OF ASSETS, LIABILITIES AND NET ASSETS  
CASH BASIS  
December 31, 2015

Assets

<b>Current Assets</b>	
MCB Checking	\$11,177.09
MCB Savings	\$16,728.06
<b>Total</b>	<b>\$27,905.15</b>
Property, Plant and Equipment	\$800.00
<b>Total Property, Plant and Equipment</b>	<b>\$800.00</b>
<b>Total Assets</b>	<b>\$28,705.15</b>

Liabilities and Net Assets

<b>Liabilities</b>	
<b>Total Liabilities</b>	<b>\$0</b>
<b>Net Assets:</b>	
Unrestricted-Unreserved	\$28,705.15
<b>Total Net Assets</b>	<b>\$28,705.15</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$28,705.15</b>



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01/05/16

**Contact Ministries Inc**  
**Profit & Loss Budget vs. Actual 2015**  
**January through December 2015**

	Jan - Dec 15	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
11200 - Individual Contributions	3,965.08	7,500.00	-3,534.92	52.9%
11300 - United Way of Washington County	27,064.99	26,500.00	564.99	102.1%
11310 - Mountain Home CFC	0.00	500.00	-500.00	0.0%
11320 - United Way of Greene County	9,000.00	9,000.00	0.00	100.0%
11330 - United Way Unicoi County	4,000.00	3,500.00	500.00	114.3%
11340 - United Way of Carter County	2,782.53	3,500.00	-717.47	79.5%
11350 - SNAP	2,965.13	3,700.00	-734.87	80.1%
11400 - Churches	11,690.80	13,000.00	-1,309.20	89.9%
11500 - Corporate Contributions	30,961.52	7,000.00	23,961.52	442.3%
11600 - Special Events	1,386.07	12,500.00	-11,113.93	11.1%
11700 - Endowments	0.00	0.00	0.00	0.0%
11800 - In-Kind	0.00	2,000.00	-2,000.00	0.0%
11900 - Grants	5,000.00	14,500.00	-9,500.00	34.5%
11950 - Miscellaneous	353.76	0.00	353.76	100.0%
<b>Total Income</b>	<b>99,169.88</b>	<b>103,200.00</b>	<b>-4,030.12</b>	<b>96.1%</b>
<b>Expense</b>				
12100 - Salaries	53,018.43	67,000.00	-13,981.57	79.1%
12200 - Occupancy Expense	1,320.00	1,450.00	-130.00	91.0%
12300 - Office Supplies	1,208.05	500.00	708.05	241.6%
12400 - Postage	56.83	300.00	-243.17	18.9%
12500 - Professional Development	719.45	2,000.00	-1,280.55	36.0%
12600 - Out of Town Travel	1,105.90	950.00	155.90	116.4%
12700 - Local Mileage and Expenses	211.83	3,100.00	-2,888.17	6.8%
12800 - Insurance	1,475.61	1,450.00	25.61	101.8%
12900 - Marketing	531.04	3,000.00	-2,468.96	17.7%
13000 - Volunteer Development	3,033.19	4,000.00	-966.81	75.8%
13100 - Dues/Membership Fees	1,806.63	1,300.00	506.63	139.0%
13200 - Professional Fees	3,694.76	1,100.00	2,594.76	335.9%
13300 - Utilities	3,799.39	4,100.00	-300.61	92.7%
13400 - Computer Equipment and Software	188.57	650.00	-461.43	29.0%
13500 - Contingency Fund	0.00	4,000.00	-4,000.00	0.0%
13600 - Maintenance & Repair Equipment	41.33	200.00	-158.67	20.7%
13650 - Maintenance & Repair Building	1,575.14	500.00	1,075.14	315.0%
13700 - Fund Raising Expenses	654.97	2,500.00	-1,845.03	26.2%
13800 - National/State Accreditation	0.00	0.00	0.00	0.0%
13900 - Background Checks	0.00	600.00	-600.00	0.0%
14000 - Payroll Tax/ Penalties	4,448.37	4,500.00	-51.63	98.9%
<b>Total Expense</b>	<b>78,889.49</b>	<b>103,200.00</b>	<b>-24,310.51</b>	<b>76.4%</b>
<b>Net Ordinary Income</b>	<b>20,280.39</b>	<b>0.00</b>	<b>20,280.39</b>	<b>100.0%</b>
<b>Net Income</b>	<b>20,280.39</b>	<b>0.00</b>	<b>20,280.39</b>	<b>100.0%</b>

10:52 AM

01/04/17

**Contact Ministries Inc**  
**Profit & Loss Budget vs. Actual 2016 YTD**  
**January through December 2016**

	Jan - Dec 16	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
11200 · Individual Contributions	3,900.00	10,000.00	-6,100.00	39.0%
11300 · United Way of Washington County	27,060.00	27,250.00	-190.00	99.3%
11310 · Mountain Home CFC	0.00	500.00	-500.00	0.0%
11320 · United Way of Greene County	9,000.00	9,000.00	0.00	100.0%
11330 · United Way Unicoi County	4,000.00	4,000.00	0.00	100.0%
11340 · United Way of Carter County	2,000.04	1,000.00	1,000.04	200.0%
11350 · SNAP	2,229.50	6,000.00	-3,770.50	37.2%
11400 · Churches	8,692.89	15,000.00	-6,307.11	58.0%
11500 · Corporate Contributions	4,877.21	15,000.00	-10,122.79	32.5%
11600 · Special Events	1,488.50	10,000.00	-8,511.50	14.9%
11700 · Endowments	0.00	0.00	0.00	0.0%
11800 · In-Kind	0.00	0.00	0.00	0.0%
11900 · Grants	0.00	10,000.00	-10,000.00	0.0%
11950 · Miscellaneous	0.00	500.00	-500.00	0.0%
<b>Total Income</b>	<b>63,248.14</b>	<b>108,250.00</b>	<b>-45,001.86</b>	<b>58.4%</b>
<b>Gross Profit</b>	<b>63,248.14</b>	<b>108,250.00</b>	<b>-45,001.86</b>	<b>58.4%</b>
<b>Expense</b>				
12100 · Salaries	69,671.77	77,950.00	-8,278.23	89.4%
12200 · Occupancy Expense	3,942.67	1,450.00	2,492.67	271.9%
12300 · Office Supplies	298.47	500.00	-201.53	59.7%
12400 · Postage	112.29	200.00	-87.71	56.1%
12500 · Professional Development	414.95	2,000.00	-1,585.05	20.7%
12600 · Out of Town Travel	606.02	1,100.00	-493.98	55.1%
12700 · Local Mileage and Expenses	379.79	1,000.00	-620.21	38.0%
12800 · Insurance	1,477.27	1,500.00	-22.73	98.5%
12900 · Marketing	361.06	1,200.00	-838.94	30.1%
13000 · Volunteer Development	193.32	3,500.00	-3,306.68	5.5%
13100 · Dues/Membership Fees	1,438.00	1,500.00	-62.00	95.9%
13200 · Professional Fees	1,300.00	1,100.00	200.00	118.2%
13300 · Utilities	3,669.35	4,100.00	-430.65	89.5%
13400 · Computer Equipment and Software	545.66	1,500.00	-954.34	36.4%
13500 · Contingency Fund	0.00	0.00	0.00	0.0%
13600 · Maintenance & Repair Equipment	0.00	500.00	-500.00	0.0%
13650 · Maintenance & Repair Building	29.53	200.00	-170.47	14.8%
13700 · Fund Raising Expenses	441.58	2,500.00	-2,058.42	17.7%
13800 · National/State Accreditation	20.47	450.00	-429.53	4.5%
13900 · Background Checks	0.00	0.00	0.00	0.0%
14000 · Payroll Tax/ Penalties	4,926.46	6,000.00	-1,073.54	82.1%
<b>Total Expense</b>	<b>89,828.66</b>	<b>108,250.00</b>	<b>-18,421.34</b>	<b>83.0%</b>
<b>Net Ordinary Income</b>	<b>-26,580.52</b>	<b>0.00</b>	<b>-26,580.52</b>	<b>100.0%</b>
<b>Net Income</b>	<b>-26,580.52</b>	<b>0.00</b>	<b>-26,580.52</b>	<b>100.0%</b>

	<b>Income</b>	<b>Budget 2017</b>	<b>Notes</b>
11200	Individual Contributions	\$ 6,500.00	
11300	United Way of Washington County	\$ 27,250.00	
11310	Mountain Home CFC	\$ -	
11320	United Way of Greene County	\$ 9,000.00	
11330	United Way of Unicoi County	\$ 5,000.00	
11340	United Way of Carter County	\$ 2,000.00	
11350	SNAP	\$ 3,500.00	
11400	Churches	\$ 8,700.00	
11500	Corporate Contributions	\$ 8,500.00	
11600	Special Events	\$ 5,000.00	
11700	Endowments	\$ -	
11800	In-Kind	\$ -	
11900	Grants	\$ 8,000.00	
11950	Miscellaneous	\$ 500.00	
	<b>Total Income</b>	<b>\$ 83,950.00</b>	
	<b>Expense</b>		
12100	Salaries	\$ 60,000.00	
12200	Occupancy Expense (rent)	\$ 9,000.00	
12300	Office Supplies	\$ 150.00	
12400	Postage	\$ 200.00	
12500	Professional Development	\$ 200.00	
12600	Out of Town Travel	\$ 500.00	
12700	Local Mileage	\$ 400.00	
12800	Insurance (Bldg, Content, Liability)	\$ 1,500.00	
12900	Marketing (incl. printing)	\$ 500.00	
13000	Volunteer Development	\$ 500.00	
13100	Dues/Membership Fees	\$ 1,500.00	
13200	Professional Fees - Audit	\$ 1,000.00	
13300	Utilities (Phone/Electric)	\$ 2,650.00	
13400	Computer Equipment / Software	\$ 150.00	
13500	Contingency Fund	\$ -	
13600	Maintenance / Repairs - Equip	\$ 250.00	
13650	Maintenance/Repairs - Building	\$ -	
13700	Fundraising Expense	\$ 500.00	
13800	Accreditation & Licensing Fees	\$ 150.00	
13900	Background checks	\$ -	
14000	Payroll Taxes	\$ 4,800.00	
	<b>TOTAL EXPENSES</b>	<b>\$ 83,950.00</b>	

**CONTACT-CONCERN of Northeast TN, Inc.**  
**Revenue & Expenses Budget vs. Actual**  
 January through December 2016

	Jan - Dec 16	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
Income				
4000 • Churches	7,391.70	8,200.00	(808.30)	90.1%
4010 • Individuals	11,355.81	12,000.00	(644.19)	94.6%
4013 • Estate/Bequest/Trust	37,865.00			
4020 • Corporate	97.00	10,000.00	(9,903.00)	1.0%
4100 • United Way	46,800.00	46,800.00	0.00	100.0%
4101 • Community Chests	2,310.00	1,100.00	1,210.00	210.0%
4102 • United Way of Bristol	2,202.00	2,217.00	(15.00)	99.3%
4103 • United Way of Rogersville	4,000.00	3,800.00	200.00	105.3%
4200 • Projects (Gross)	19,532.85	25,000.00	(5,467.15)	78.1%
4201 • Project Expenses (Contra)	(4,006.39)	(5,000.00)	993.61	80.1%
4300 • Interest - Checking	18.86			
<b>Total Income</b>	<b>127,566.83</b>	<b>104,117.00</b>	<b>23,449.83</b>	<b>122.5%</b>
<b>Gross Profit</b>	<b>127,566.83</b>	<b>104,117.00</b>	<b>23,449.83</b>	<b>122.5%</b>
Expense				
5000 • Officer Salaries	32,692.25	34,000.00	(1,307.75)	96.2%
5001 • Employee Salaries	23,161.49	29,500.00	(6,338.51)	78.5%
5003 • Website Development External	1,500.00			
5010 • Payroll Taxes	4,272.80	4,860.00	(587.20)	87.9%
5011 • State Unemployment Tax	12.27	150.00	(137.73)	8.2%
5100 • Telephone	4,277.71	2,200.00	2,077.71	194.4%
5101 • Internet	513.64	700.00	(186.36)	73.4%
5102 • TV Cable	1,066.15	1,150.00	(83.85)	92.7%
5120 • Rent	6,624.96	6,625.00	(0.04)	100.0%
5121 • Facilities Supplies	0.00	150.00	(150.00)	0.0%
5131 • Repairs - Equipment	373.93	500.00	(126.07)	74.8%
5200 • Office Supplies	1,511.51	1,250.00	261.51	120.9%
5201 • Printing	363.64	450.00	(86.36)	80.8%
5202 • Postage	650.00	900.00	(250.00)	72.2%
5210 • Software Support	1,136.85	1,100.00	36.85	103.4%
5220 • Bank Service Charges	58.25			
5230 • Insurance	1,165.00	1,500.00	(335.00)	77.7%
5300 • Advertising/Promotional	2,880.81	3,957.00	(1,076.19)	72.8%
5301 • Training	879.00	950.00	(71.00)	92.5%
5310 • Conferences & Meetings	0.00	500.00	(500.00)	0.0%
5311 • Travel	303.48	600.00	(296.52)	50.6%
5321 • Accreditation - AIRS	120.00	300.00	(180.00)	40.0%
5400 • Dues - Contact USA	500.00	500.00	0.00	100.0%
5402 • Dues - I & R Association	0.00	250.00	(250.00)	0.0%
5406 • Dues - TNAIRS	300.00			
5408 • Dues - Kpt. Chamber of Commerce	395.00	350.00	45.00	112.9%
5700 • Tennessee State Fees	200.00	200.00	0.00	100.0%
5720 • Audit Fees	2,200.00	2,200.00	0.00	100.0%
5900 • Miscellaneous Expense	0.00	750.00	(750.00)	0.0%
5920 • Board Meeting Expenses	0.00	125.00	(125.00)	0.0%
5930 • Volunteer Meeting Expenses	0.00	200.00	(200.00)	0.0%
5931 • Volunteer Recognition	100.00	200.00	(100.00)	50.0%
5932 • National 211 Day of Celebration	0.00	3,000.00	(3,000.00)	0.0%
5980 • Interest expense and fees	2.48			
6000 • Operating Reserves	0.00	5,000.00	(5,000.00)	0.0%
<b>Total Expense</b>	<b>87,261.22</b>	<b>104,117.00</b>	<b>(16,855.78)</b>	<b>83.8%</b>
<b>Net Ordinary Income</b>	<b>40,305.61</b>	<b>0.00</b>	<b>40,305.61</b>	<b>100.0%</b>
<b>Other Income/Expense</b>				
Other Income				
4203 • Senior Connect Gross	16,176.92	6,000.00	10,176.92	269.6%
4204 • Sr Connect (Contra)	(3,550.00)	(6,000.00)	2,450.00	59.2%
4250 • Contingency 2016 Initiat(Gross)	0.00	8,500.00	(8,500.00)	0.0%
4251 • Contingency 2016 Initia(Contra)	0.00	(8,500.00)	8,500.00	0.0%
<b>Total Other Income</b>	<b>12,626.92</b>	<b>0.00</b>	<b>12,626.92</b>	<b>100.0%</b>
<b>Net Other Income</b>	<b>12,626.92</b>	<b>0.00</b>	<b>12,626.92</b>	<b>100.0%</b>
<b>Net Income</b>	<b>52,932.53</b>	<b>0.00</b>	<b>52,932.53</b>	<b>100.0%</b>

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Accrual Basis

**CONTACT-CONCERN of Northeast TN, Inc.**  
**Balance Sheet Prev Year Comparison**  
 As of December 31, 2016

	<u>Dec 31, 16</u>	<u>Dec 31, 15</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
1000 • Cash - Checking	66,868.85	15,372.85	51,496.00	335.0%
1020 • Savings - Capital Fund	196.07	196.07		
<b>Total Checking/Savings</b>	<u>67,064.92</u>	<u>15,568.92</u>	<u>51,496.00</u>	<u>330.8%</u>
<b>Other Current Assets</b>				
1010 • Petty Cash	11.12	11.12		
1100 • Prepaid Expense	1,230.58	1,230.58		
<b>Total Other Current Assets</b>	<u>1,241.70</u>	<u>1,241.70</u>		
<b>Total Current Assets</b>	<u>68,306.62</u>	<u>16,810.62</u>	<u>51,496.00</u>	<u>306.3%</u>
<b>Fixed Assets</b>				
1500 • Equipment	7,673.72	6,723.57	950.15	14.1%
1510 • Furniture & Fixtures	4,365.90	4,365.90		
1520 • Software	750.00	750.00		
1600 • Accumulated Depreciation	(11,574.61)	(11,574.61)		
<b>Total Fixed Assets</b>	<u>1,215.01</u>	<u>264.86</u>	<u>950.15</u>	<u>358.7%</u>
<b>TOTAL ASSETS</b>	<u><b>69,521.63</b></u>	<u><b>17,075.48</b></u>	<u><b>52,446.15</b></u>	<u><b>307.1%</b></u>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Credit Cards</b>				
2001 • Office Depot Credit Card	49.95	49.95	100.0%	
4798 49 • First Tennessee Bank Visa	762.63	798.96	(36.33)	(4.6)%
<b>Total Credit Cards</b>	<u>812.58</u>	<u>798.96</u>	<u>13.62</u>	<u>1.7%</u>
<b>Other Current Liabilities</b>				
2000 • Accounts Payable		500.00	(500.00)	(100.0)%
2030 • Unemployment Taxes Payable	0.94	0.94		
<b>Total Other Current Liabilities</b>	<u>0.94</u>	<u>500.94</u>	<u>(500.00)</u>	<u>(99.8)%</u>
<b>Total Current Liabilities</b>	<u>813.52</u>	<u>1,299.90</u>	<u>(486.38)</u>	<u>(37.4)%</u>
<b>Total Liabilities</b>	<u>813.52</u>	<u>1,299.90</u>	<u>(486.38)</u>	<u>(37.4)%</u>
<b>Equity</b>				
3999 • Retained Earnings	15,775.58	(538.41)	16,313.99	3,030.0%
Net Income	52,932.53	16,313.99	36,618.54	224.5%
<b>Total Equity</b>	<u>68,708.11</u>	<u>15,775.58</u>	<u>52,932.53</u>	<u>335.5%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>69,521.63</b></u>	<u><b>17,075.48</b></u>	<u><b>52,446.15</b></u>	<u><b>307.1%</b></u>

	2017 BUDGET
<b>Income</b>	
4000 · Churches	8,200
4010 · Individuals	12,000
4020 · Corporate	10,000
4100 · United Way	44,460
4101 · Community Chests	1,100
4102 · United Way of Bristol	2,217
4103 · United Way of Rogersville	4,000
4200 · Projects (Gross)	25,000
4201 · Project Expenses (Contra)	-5,000
4300 · Interest - Checking	
4301 · Interest - Savings	
4900 · Miscellaneous Income	
<b>Total Income</b>	<u>101,977</u>
<b>Expense</b>	
5000 · Officer Salaries	34,000
5001 · Employee Salaries	29,500
5010 · Payroll Taxes	4,860
5011 · State Unemployment Tax	150
5100 · Telephone	2,200
5101 · Internet	700
5102 · TV Cable	1,150
5120 · Rent	6,625
5120 · Facility supplies	150
5131 · Repairs - Equipment	500
5200 · Office Supplies	1,250
5201 · Printing	450
5202 · Postage	900
5210 · Software Support	1,100
5230 · Insurance	1,500
5300 · Advertising/Promotional	3,957
5301 · Training	950
5310 · Conferences & Meetings	500
5311 · Travel	600
5321 · Accreditation - AIRS	300
5400 · Dues - Contact USA	500
5402 · Dues - I & R Association	250
5408 · Dues - Kpt. Chamber of Commerce	350
5700 · Tennessee State Fees	200
5710 · Legal Fees	0
5720 · Audit Fees	2,200
5800 · Depreciation	
5900 · Miscellaneous Expense	750
5920 · Board Meeting Expenses	125
5930 · Volunteer Meeting Expenses	200
5931 · Volunteer Recognition	200
5932 · National 211 Day Celebration	860
6000 · Operating Reserves	5,000
<b>Total Expense</b>	<u>101,977</u>
<b>Net Income (Loss)</b>	<u>0</u>

	2017 BUDGET
<b>Income</b>	
4000 · Churches	16,000
4010 · Individuals	15,000
4020 · Corporate	10,000
4100 · United Way	44,460
4101 · Community Chests	1,100
4102 · United Way of Bristol	2,217
4103 · United Way of Rogersville	4,000
4104 · United Way of Washington County	27,060
4105 · United Way of Greene County	9,000
4106 · United Way of Unicoi County	4,000
4107 · United Way of Carter County	2,000
4200 · Projects (Gross)	25,000
4201 · Project Expenses (Contra)	-5,000
4300 · Interest - Checking	
4301 · Interest - Savings	
4400 · SNAP	2,000
4900 · Miscellaneous Income	
<b>Total Income</b>	<b>156,837</b>
<b>Expense</b>	
5000 · Officer Salaries	39,665
5001 · Employee Salaries	57,450
5010 · Payroll Taxes	7,429
5011 · State Unemployment Tax	300
5100 · Telephone	3,000
5101 · Internet	700
5102 · TV Cable	1,150
5120 · Rent	6,625
5120 · Facility supplies	150
5131 · Repairs - Equipment	750
5200 · Office Supplies	1,400
5201 · Printing	1,200
5202 · Postage	1,200
5210 · Software Support	1,250
5230 · Insurance	2,500
5300 · Advertising/Promotional	3,957
5301 · Training	1,150
5310 · Conferences & Meetings	850
5311 · Travel	1,750
5321 · Accreditation - AIRS	300
5400 · Dues - Contact USA	500
5402 · Dues - I & R Association	250
5408 · Dues - Kpt. Chamber of Commerce	350
5409 · Dues - Johnson City CofC + Summit	1,500
5700 · Tennessee State Fees	200
5710 · Legal Fees	0
5720 · Audit Fees	3,500
5800 · Depreciation	
5900 · Miscellaneous Expense	750
5920 · Board Meeting Expenses	125
5930 · Volunteer Meeting Expenses	500
5931 · Volunteer Recognition	500
5932 · National 211 Day Celebration	860
6000 · Operating Reserves	5,000
<b>Total Expense</b>	<b>146,811</b>
<b>Net Income (Loss)</b>	<b>10,026</b>