

Cheekwood Budget Comparison Worksheet

Unrestricted Amounts only

2010 Actual
(with Chituly)

2011 Actual
(with Treehouses)

2013 Budget
(with Munro)

2013 Munro
Only Budget

Revenues	2010 Actual (with Chituly)	2011 Actual (with Treehouses)	2013 Budget (with Munro)	2013 Munro Only Budget
Individual Contributions	2,115,063	924,684	846,612	1,123,000
Corp/Foundation Contrib	-	400,887	343,267	750,000
Special Project Revenues	-	-	125,889	1,241,000
Grants (Govt/Other)	166,800	158,720	183,755	151,840
Memberships	689,795	658,146	729,979	770,000
				50,000

Contributed Income	2,971,658	2,142,437	2,229,502	4,035,840
				625,000
Swan Ball	883,000	779,000	783,000	1,206,000
Antiques and Garden Show	157,031	165,155	194,962	150,000
Garden Club of Nashville	50,000	-	50,000	55,000
HSM	20,000	35,000	30,000	30,000

Swan Ball, A&G and Garden Club	1,110,031	979,155	1,057,962	1,441,000
				-
Gate Admissions	1,605,926	517,932	733,227	1,115,000
Classes/Public Programs	171,837	209,027	242,960	249,700
Group Tours	-	-	28,645	33,500
Ticketed Special Events	136,175	61,395	68,325	48,200

Admissions, Classes, Program Fees	1,913,938	788,354	1,073,157	1,446,400
				1,000,000
Restaurant/Catering	1,034,619	759,757	874,050	1,281,756
Rental Events	175,142	174,596	273,706	320,100
Gift Shop	439,300	248,816	239,644	256,173

Restaurant, Rentals, Gift Shop	1,649,061	1,183,169	1,387,400	1,858,029
Restoration	121,018	-	-	-
Use of Investment Earnings	130,861	460,366	152,401	153,000
Miscellaneous Income	121,927	133,887	367,113	657,365
In-Kind Income	48,468	55,865	110,205	-

Total Revenues	8,066,962	5,743,233	6,377,740	9,591,634
				1,919,920

Expenses	3,463,148	3,212,107	3,108,535	4,007,483
Personnel	805,156	506,876	165,009	846,839
Exhibitions	136,724	191,983	187,074	206,835
Gardens/Botanic	21,425	35,440	45,199	115,100
Education/Programming	130,849	87,229	9,741	7,500
Special Events	157,791	163,855	133,450	186,717
Printing/Mailing	145,318	91,290	49,504	64,875
Development/Donor Cultivation	320,651	321,125	285,577	384,333
Advertising/Promotion	401,074	397,228	378,560	390,600
Utilities	156,812	141,866	161,338	145,618
Facility Maintenance	139,287	102,550	95,729	113,968
Equipment, Rental & Leases	331,176	262,763	290,241	375,622
Restaurant COGS	272,304	276,080	138,386	143,577
Gift Shop COGS	388,118	156,664	145,969	104,175
Professional and Contract Services	140,197	113,626	102,285	143,067
Office/Administrative	200,073	128,133	93,991	96,000
Commercial Insurance	178,918	150,312	130,823	106,628
Interest Expense & Bank Fees	55,210	66,179	35,472	44,226
Permits/Fees/Miscellaneous	36,298	22,482	23,024	89,270
Travel	1,145	2,320	460	-
Uncollectible Pledges & Bad Debt	58,255	-	171,599	778,200
Capital Expenses/Art Acquisitions	-	-	110,205	1,241,000
Special Project Expenses	-	-	109,872	-
In-Kind Expense	-	-	-	-

Total Expenses	7,539,929	6,430,108	5,972,043	9,591,634
Revenues Over/ (Under) Expenses	527,033	(686,875)	405,697	0
				477,555

Depreciation	(687,325)	(667,486)	(667,846)	(667,846)
Net Revenue Over/(Under)	(160,292)	(1,354,361)	(262,149)	(667,846)