**National Museum of African American Music**
**Fiscal Year 2020 P&L Budget - Capital Campaign**
**July 2019 through June 2020**

| | Total FY 19 (10) | July-19 | August-19 | September-19 | October-19 | November-19 | December-19 | January-20 | February-20 | March-20 | April-20 | May-20 | June-20 | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Ordinary Income/Expense** | | | | | | | | | | | | | | |
| **Income** | | | | | | | | | | | | | | |
| **Contributions & Donations'** | $ 1,138,325 | 949,000 | 949,000 | 949,000 | 1,186,760 | 1,186,760 | 1,186,760 | 1,424,100 | 1,424,100 | 1,424,100 | 1,186,750 | 1,186,670 | 1,188,000 | $ 14,241,000 |
| **Grant/Contract/Award** | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Earned revenues** | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **New Revenues** | 50,000 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Special events** | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Total Income** | 1,188,325 | 949,000 | 949,000 | 949,000 | 1,186,760 | 1,186,760 | 1,186,760 | 1,424,100 | 1,424,100 | 1,424,100 | 1,186,750 | 1,186,670 | 1,188,000 | 14,241,000 |
| **Expense** | | | | | | | | | | | | | | |
| **Advertising** | 1,119 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 |
| **Contract Labor-Administrat** | 9,143 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 |
| **Dues & Subscriptions** | 3,205 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| **Fundraising Expenses** | 1,800 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **General/ Administrative** | 30,429 | 3,250 | 3,250 | 3,250 | 3,250 | 3,250 | 3,250 | 3,250 | 3,250 | 3,250 | 3,250 | 3,250 | 3,250 | 39,000 |
| **Insurance** | 948 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Interest Expense** | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Professional Fees** | 236,365 | 17,500 | 17,500 | 17,500 | 17,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 12,500 | 170,000 |
| **Program Expense** | - | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 3,600 |
| **Program Performer** | 633 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Promotional Materials** | | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Rent** | 18,965 | 2,555 | 2,555 | 2,555 | 2,555 | 2,798 | 2,798 | 2,798 | 2,798 | 3,042 | 3,042 | 3,042 | 3,042 | 33,579 |
| **Supplies** | 653 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Telephone/Technology** | 23,914 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 60,000 |
| **Travel, Meals & Entertainm** | 52,186 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 60,000 |
| **Salaries & related expense** | 421,748 | 59,565 | 59,565 | 59,565 | 69,565 | 69,565 | 69,565 | 75,565 | 75,565 | 75,565 | 138,754 | 138,754 | 138,754 | 954,782 |
| **Total Expense** | 801,108 | 95,670 | 95,670 | 95,670 | 105,670 | 100,913 | 100,913 | 106,913 | 106,913 | 107,157 | 170,346 | 170,346 | 170,346 | 1,426,527 |
| **Net Ordinary Income** | 387,217 | 853,330 | 853,330 | 853,330 | 1,081,090 | 1,085,847 | 1,085,847 | 1,317,187 | 1,317,187 | 1,316,943 | 1,016,404 | 1,016,324 | 1,017,654 | 12,814,473 |
| **Net Income** | **$ 387,217** | **$ 853,330** | **$ 853,330** | **$ 853,330** | **$ 1,081,090** | **$ 1,085,847** | **$ 1,085,847** | **$ 1,317,187** | **$ 1,317,187** | **$ 1,316,943** | **$ 1,016,404** | **$ 1,016,324** | **$ 1,017,654** | **$ 12,814,473** |

**National Museum of African American Music**
**Fiscal Year 2020 P&L Budget - Museum Design**
**July 2019 through June 2020**

| | Total FY 19 (10) | July-19 | August-19 | September-19 | October-19 | November-19 | December-19 | January-20 | February-20 | March-20 | April-20 | May-20 | June-20 | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Ordinary Income/Expense** | | | | | | | | | | | | | | |
| **Income** | | | | | | | | | | | | | | |
| **Contributions & Donatio** | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| **Grant/Contract/Award** | 2,299,566 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Earned revenues** | 502 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **New Revenues** | | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Special events** | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Total Income** | 2,300,068 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Expense** | | | | | | | | | | | | | | |
| **Advertising** | 1,919 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Contract Labor-Administ** | - | 1,663 | 1,667 | 1,667 | 1,667 | 1,667 | 1,667 | 1,667 | 1,667 | 1,667 | 1,667 | 1,667 | 1,667 | 20,000 |
| **Dues & Subscriptions** | 2,901 | 1,000 | - | - | - | - | - | - | - | - | - | - | - | 1,000 |
| **Fundraising Expenses** | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **General/ Administrative** | 22,442 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 25,000 |
| **Insurance** | 3,648 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Interest Expense** | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Professional Fees** | 2,225,561 | 2,014,590 | 2,014,590 | 2,014,590 | 2,028,930 | 2,028,930 | 2,028,930 | 2,032,534 | 2,032,534 | 2,032,534 | 2,499,992 | 2,499,992 | 2,499,992 | 25,788,182 |
| **Program Expense** | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Program Performer** | 333 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Promotional Materials** | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Rent** | 18,965 | 2,555 | 2,555 | 2,555 | 2,555 | 2,798 | 2,798 | 2,798 | 2,798 | 3,042 | 3,042 | 3,042 | 3,042 | 33,579 |
| **Supplies** | 653 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| **Telephone/Technology** | 8,614 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 |
| **Travel, Meals & Entertai** | 78,943 | 7,083 | 7,083 | 7,083 | 7,083 | 7,083 | 7,083 | 7,083 | 7,083 | 7,083 | 7,083 | 7,083 | 7,083 | 85,000 |
| **Salaries & related expen** | 263,637 | 44,225 | 44,225 | 44,225 | 54,225 | 54,225 | 54,225 | 59,225 | 59,225 | 59,225 | 60,001 | 60,001 | 60,001 | 830,704 |
| **Total Expense** | 2,627,616 | 2,074,700 | 2,073,704 | 2,073,704 | 2,098,044 | 2,098,287 | 2,098,287 | 2,106,891 | 2,106,891 | 2,107,135 | 2,575,369 | 2,575,369 | 2,575,369 | 26,563,746 |
| **Net Income/(Loss)** | (327,548) | (2,074,700) | (2,073,704) | (2,073,704) | (2,098,044) | (2,098,287) | (2,098,287) | (2,106,891) | (2,106,891) | (2,107,135) | (2,575,369) | (2,575,369) | (2,575,369) | (26,563,746) |

**National Museum of African American Music**
**Fiscal Year 2020 P&L Budget - Museum Without Walls**
**July 2019 through June 2020**

| Revenues | FY19 Totals (10) | July-19 | August-19 | September-19 | October-19 | November-19 | December-19 | January-20 | February-20 | March-20 | April-20 | May-20 | June-20 | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Contributions & Donations** | $ 58,250 | 83,333 | 83,333 | 83,333 | 83,333 | 83,333 | 83,333 | 83,333 | 83,333 | 83,333 | 83,333 | 83,333 | 83,333 | $ 1,000,000 |
| **Grant/Contract/Award** | 528,332 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 250,000 |
| **Tickets/Sponsored Events** | - | - | - | - | - | - | - | - | - | - | - | - | 344,000 | 344,000 |
| **New Revenues - Membership** | - | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,170 | 4,170 | 50,000 |
| **Special events** | - | - | 0 | - | - | | - | | - | 300,000 | 300,000 | 300,000 | 300,000 | 1,200,000 |
| | 586,582 | 108,333 | 108,333 | 108,333 | 108,333 | 108,333 | 108,333 | 108,333 | 108,333 | 408,333 | 408,333 | 408,337 | 752,337 | 2,844,000 |
| **Expenses** | | | | | | | | | | | | | | |
| **Advertising** | 9,672 | 20,000 | 20,000 | 20,000 | 30,000 | 30,000 | 30,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 | 365,000 |
| **Contract Labor-Administrative** | 1,275 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 15,000 |
| **Dues & Subscriptions** | 5,821 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 7,500 |
| **Fundraising Expenses** | - | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 15,000 |
| **General/ Administrative** | 48,383 | 5,417 | 5,417 | 5,417 | 5,417 | 5,417 | 5,417 | 5,417 | 5,417 | 5,417 | 5,417 | 5,417 | 5,417 | 65,000 |
| **Insurance** | 948 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 30,000 |
| **Interest Expense** | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Professional Fees** | 336,714 | 25,000 | 25,000 | 25,000 | 35,000 | 35,000 | 35,000 | 45,000 | 45,000 | 45,000 | 60,000 | 62,500 | 62,500 | 500,000 |
| **Program Expense** | 5,223 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 | 214,583 | 214,583 | 214,583 | 214,587 | 875,000 |
| **Program Performer** | 10,017 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 15,000 |
| **Promotional Materials** | - | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 7,500 |
| **Rent** | 18,965 | 2,555 | 2,555 | 2,555 | 2,555 | 2,798 | 2,798 | 2,798 | 2,798 | 3,042 | 3,042 | 3,042 | 3,042 | 33,579 |
| **Sponsorship** | 5,034 | | | | | | | | | | | | | |
| **Supplies** | 665 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Telephone/Technology** | 11,193 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 3,000 | 36,000 |
| **Travel, Meals & Entertainment** | 37,492 | 4,589 | 4,589 | 4,589 | 4,589 | 4,589 | 4,589 | 4,589 | 4,589 | 4,589 | 4,589 | 4,589 | 4,589 | 55,066 |
| **Salaries & related expenses** | 306,667 | 48,626 | 48,626 | 48,626 | 58,626 | 58,629 | 58,626 | 68,626 | 68,626 | 68,626 | 78,626 | 78,626 | 78,626 | 763,515 |
| | 798,069 | 118,770 | 118,770 | 118,770 | 148,770 | 149,016 | 149,013 | 174,013 | 174,013 | 386,757 | 411,757 | 414,257 | 414,261 | 2,783,159 |
| | $ (211,487) | $ (10,437) | $ (10,437) | $ (10,437) | $ (40,437) | $ (40,683) | $ (40,680) | $ (65,680) | $ (65,680) | $ 21,576 | $ (3,424) | $ (5,920) | $ 338,076 | $ 65,839 |

**National Museum of African American Music**
**Fiscal Year 2020 P&L Consolidated Budget**
**July 2019 through June 2020**

| Ordinary Income/Expense | July-19 | August-19 | September-19 | October-19 | November-19 | December-19 | January-20 | February-20 | March-20 | April-20 | May-20 | June-20 | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Income** | | | | | | | | | | | | | |
| **Contributions & Donations** | 1,032,333 | 1,032,333 | 1,032,333 | 1,270,093 | 1,270,093 | 1,270,093 | 1,507,433 | 1,507,433 | 1,507,433 | 1,270,083 | 1,270,003 | 1,271,333 | 15,241,000 |
| **Grant/Contract/Award** | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 20,833 | 250,000 |
| **Earned revenues** | - | - | - | - | - | - | - | - | - | - | - | 344,000 | 344,000 |
| **New Revenues** | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,166 | 4,170 | 4,170 | 50,000 |
| **Special events** | - | 0 | - | - | - | - | - | - | 300,000 | 300,000 | 300,000 | 300,000 | 1,200,000 |
| **Total Income** | 1,057,333 | 1,057,333 | 1,057,333 | 1,295,093 | 1,295,093 | 1,295,093 | 1,532,433 | 1,532,433 | 1,832,433 | 1,595,083 | 1,595,007 | 1,940,337 | 17,085,000 |
| **Expense** | | | | | | | | | | | | | |
| **Advertising** | 21,000 | 21,000 | 21,000 | 31,000 | 31,000 | 31,000 | 36,000 | 36,000 | 36,000 | 36,000 | 36,000 | 36,000 | 372,000 |
| **Contract Labor-Administrative** | 3,913 | 3,917 | 3,917 | 3,917 | 3,917 | 3,917 | 3,917 | 3,917 | 3,917 | 3,917 | 3,917 | 3,917 | 47,000 |
| **Dues & Subscriptions** | 2,125 | 1,125 | 1,125 | 1,125 | 1,125 | 1,125 | 1,125 | 1,125 | 1,125 | 1,125 | 1,125 | 1,125 | 14,500 |
| **Fundraising Expenses** | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 15,000 |
| **General/ Administrative** | 10,750 | 10,750 | 10,750 | 10,750 | 10,750 | 10,750 | 10,750 | 10,750 | 10,750 | 10,750 | 10,750 | 10,750 | 129,000 |
| **Insurance** | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 2,500 | 30,000 |
| **Interest Expense** | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **Professional Fees** | 2,057,090 | 2,057,090 | 2,057,090 | 2,081,430 | 2,076,430 | 2,076,430 | 2,090,034 | 2,090,034 | 2,090,034 | 2,572,492 | 2,574,992 | 2,574,992 | 26,398,138 |
| **Program Expense** | 2,383 | 2,383 | 2,383 | 2,383 | 2,383 | 2,383 | 2,383 | 2,383 | 214,883 | 214,883 | 214,883 | 214,887 | 878,600 |
| **Program Performer** | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 1,250 | 15,000 |
| **Promotional Materials** | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 625 | 7,500 |
| **Rent** | 7,665 | 7,665 | 7,665 | 7,665 | 8,394 | 8,394 | 8,394 | 8,394 | 9,126 | 9,126 | 9,126 | 9,126 | 100,740 |
| **Supplies** | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 500 | 6,000 |
| **Telephone/Technology** | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 9,000 | 108,000 |
| **Travel, Meals & Entertainment** | 16,672 | 16,672 | 16,672 | 16,672 | 16,672 | 16,672 | 16,672 | 16,672 | 16,672 | 16,672 | 16,672 | 16,672 | 200,066 |
| **Salaries & related expenses** | 152,416 | 152,416 | 152,416 | 182,416 | 182,419 | 182,416 | 203,416 | 203,416 | 203,416 | 277,381 | 277,381 | 277,381 | 2,446,890 |
| **Total Expense** | 2,289,139 | 2,288,143 | 2,288,143 | 2,352,483 | 2,348,215 | 2,348,212 | 2,387,816 | 2,387,816 | 2,601,048 | 3,157,471 | 3,159,971 | 3,159,975 | 30,768,434 |
| **Net Income** | (1,231,807) | (1,230,810) | (1,230,811) | (1,057,391) | (1,053,123) | (1,053,120) | (855,384) | (855,384) | (768,616) | (1,562,389) | (1,564,965) | (1,219,639) | (13,683,434) |