

National Museum of African American Music

Annual Operating Budget

FY 22

		<u>Actual</u>
Revenues		
01-4010-01	Individual Donations - DEV	\$2,662,000.00
01-4115-03	Admissions Discount	(\$360,000.00)
01-4120-01	Strategic Partnerships - DEV	\$600,000.00
01-4120-02	Strategic Partnerships - MKTG	\$1,100,000.00
01-4130-12	Humanities TN Cares Act - EDU	\$200,000.00
01-4610-01	Membership Dues Income - DEV	\$420,000.00
01-4800-05	Event Revenue - EVE	\$540,000.00
01-5000-06	Cost of Sales	(\$75,600.00)
01-5100-06	Museum Store Revenue - MS	\$672,000.00
01-5105-06	eCommerce Revenue - MS	\$12,000.00
01-5110-03	Sign Advertisement Revenue - OPS	\$14,000.00
01-5115-03	Ticket Revenue - OPS	\$3,000,000.00
Total Revenues		<u>\$8,784,400.00</u>

Expenses		
01-6000-01	Catering - DEV	\$5,400.00
01-6005-11	Collections Care - CUR	\$50,000.00
01-6010-01	Advertising - DEV	\$15,000.00
01-6010-02	Advertising - MKTG	\$240,000.00
01-6010-03	Advertising - OPS	\$15,000.00
01-6010-11	Advertising - CUR	\$15,000.00
01-6010-12	Advertising - EDU	\$15,000.00
01-6015-11	Artifacts Acquisition - CUR	\$25,000.00
01-6020-09	Equipment - FIN	\$2,127.66
01-6020-11	Equipment - CUR	\$5,319.15
01-6020-12	Equipment - EDU	\$42,553.19
01-6050-01	Dues & Subscriptions - DEV	\$195.65
01-6050-11	Dues & Subscriptions - CUR	\$3,557.31
01-6050-12	Dues & Subscriptions - EDU	\$747.04

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		<u>Actual</u>
01-6070-01	Fundraising Expenses - DEV	\$130,640.00
01-6085-01	Bank Service Charge - DEV	\$212.60
01-6085-02	Bank Service Charge - MKTG	\$248.03
01-6085-03	Bank Service Charge - OPS	\$1,458.65
01-6085-09	Bank Service Charge - FIN	\$301.18
01-6085-11	Bank Service Charge - CUR	\$212.60
01-6085-12	Bank Service Charge - EDU	\$425.19
01-6085-13	Bank Service Charge - CEO	\$141.74
01-6086-01	Merchant Card Fees - DEV	\$300.26
01-6086-02	Merchant Card Fees - MKTG	\$350.31
01-6086-03	Merchant Card Fees - OPS	\$35,162.10
01-6086-09	Merchant Card Fees - FIN	\$425.37
01-6086-11	Merchant Card Fees - CUR	\$300.26
01-6086-12	Merchant Card Fees - EDU	\$600.53
01-6086-13	Merchant Card Fees - CEO	\$200.18
01-6090-03	Licenses & Fees - OPS	\$742.57
01-6090-11	Licenses & Fees - CUR	\$74,257.43
01-6093-01	Office Supplies - DEV	\$16,469.32
01-6093-02	Office Supplies - MKTG	\$11,183.82
01-6093-03	Office Supplies - OPS	\$65,771.54
01-6093-09	Office Supplies - FIN	\$13,580.37
01-6093-11	Office Supplies - CUR	\$9,586.15
01-6093-12	Office Supplies - EDU	\$19,172.25
01-6093-13	Office Supplies - CEO	\$6,390.77
01-6094-01	Parking - Staff - DEV	\$1,800.00
01-6094-02	Parking - Staff - MKTG	\$2,100.00
01-6094-03	Parking - Staff - OPS	\$12,350.00
01-6094-09	Parking - Staff - FIN	\$2,550.00
01-6094-11	Parking - Staff - CUR	\$1,800.00
01-6094-12	Parking - Staff - EDU	\$3,600.00
01-6094-13	Parking - Staff - CEO	\$1,200.00
01-6095-01	Payroll Processing Fee - DEV	\$566.93

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		<u>Actual</u>
01-6095-02	Payroll Processing Fee - MKTG	\$661.42
01-6095-03	Payroll Processing Fee - OPS	\$3,889.76
01-6095-09	Payroll Processing Fee - FIN	\$803.15
01-6095-11	Payroll Processing Fee - CUR	\$566.93
01-6095-12	Payroll Processing Fee - EDU	\$1,133.86
01-6095-13	Payroll Processing Fee - CEO	\$377.95
01-6096-01	Postage / Express Mailing - DEV	\$412.48
01-6096-02	Postage / Express Mailing - MKTG	\$481.23
01-6096-03	Postage / Express Mailing - OPS	\$2,830.10
01-6096-09	Postage / Express Mailing - FIN	\$584.35
01-6096-11	Postage / Express Mailing - CUR	\$412.48
01-6096-12	Postage / Express Mailing - EDU	\$824.97
01-6096-13	Postage / Express Mailing - CEO	\$274.99
01-6097-01	Printing - DEV	\$14,551.53
01-6097-11	Printing - CUR	\$8,730.92
01-6097-12	Printing - EDU	\$5,820.61
01-6098-01	Professional Development - DEV	\$1,755.37
01-6098-02	Professional Development - MKTG	\$6,143.80
01-6098-03	Professional Development - OPS	\$36,131.40
01-6098-09	Professional Development - FIN	\$7,460.33
01-6098-11	Professional Development - CUR	\$5,266.12
01-6098-12	Professional Development - EDU	\$10,532.23
01-6098-13	Professional Development - CEO	\$3,510.74
01-6100-01	Insurance Expense - DEV	\$4,481.93
01-6100-02	Insurance Expense - MKTG	\$5,228.92
01-6100-03	Insurance Expense - OPS	\$30,751.01
01-6100-09	Insurance Expense - FIN	\$6,349.40
01-6100-11	Insurance Expense - CUR	\$4,481.93
01-6100-12	Insurance Expense - EDU	\$8,963.86
01-6100-13	Insurance Expense - CEO	\$2,987.95
01-6110-01	Benefits Expense	\$14,553.92
01-6110-02	Benefits Expense	\$20,226.15

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		<u>Actual</u>
01-6110-03	Benefits Expense	\$99,856.09
01-6110-09	Benefits Expense	\$20,618.06
01-6110-11	Benefits Expense	\$14,553.92
01-6110-12	Benefits Expense	\$28,885.23
01-6110-13	Benefits Expense	\$9,702.62
01-6120-01	Interest Expense - DEV	\$47,834.64
01-6120-02	Interest Expense - MKTG	\$55,807.09
01-6120-03	Interest Expense - OPS	\$328,198.82
01-6120-08	Interest Expense - F&HR	\$67,765.74
01-6120-11	Interest Expense - CUR	\$47,834.64
01-6120-12	Interest Expense - EDU	\$95,669.30
01-6120-13	Interest Expense - CEO	\$31,889.77
01-6127-01	Marketing Events - DEV	\$41,250.00
01-6127-02	Marketing Events - MKTG	\$660,000.00
01-6127-03	Marketing Events - OPS	\$41,250.00
01-6127-11	Marketing Events - CUR	\$41,250.00
01-6127-12	Marketing Events - EDU	\$41,250.00
01-6131-09	Accounting & Audit - FIN	\$40,000.00
01-6135-02	Consulting Fees - MKTG	\$157,657.66
01-6135-11	Consulting Fees - CUR	\$17,342.34
01-6136-03	Contract Labor - OPS	\$458,000.00
01-6140-01	Legal Fees - DEV	\$10,629.92
01-6140-02	Legal Fees - MKTG	\$12,401.58
01-6140-03	Legal Fees - OPS	\$72,933.07
01-6140-09	Legal Fees - FIN	\$15,059.05
01-6140-11	Legal Fees - CUR	\$10,629.92
01-6140-12	Legal Fees - EDU	\$21,259.85
01-6140-13	Legal Fees - CEO	\$7,086.62
01-6141-01	Marketing/PR - DEV	\$20,000.00
01-6141-02	Marketing/PR - MKTG	\$320,000.00
01-6141-03	Marketing/PR - OPS	\$20,000.00
01-6141-11	Marketing/PR - CUR	\$20,000.00

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		<u>Actual</u>
01-6141-12	Marketing/PR - EDU	\$20,000.00
01-6160-11	Program Performer - CUR	\$25,157.23
01-6170-01	Promotional Materials - DEV	\$12,578.62
01-6170-12	Promotional Materials - EDU	\$2,264.15
01-6190-01	Rent/CAM - DEV	\$22,110.24
01-6190-02	Rent/CAM - MKTG	\$25,795.28
01-6190-03	Rent/CAM - OPS	\$151,700.78
01-6190-09	Rent/CAM - FIN	\$31,322.83
01-6190-11	Rent/CAM - CUR	\$22,110.24
01-6190-12	Rent/CAM - EDU	\$44,220.47
01-6190-13	Rent/CAM - CEO	\$14,740.16
01-6200-12	Sponsorship - EDU	\$349.24
01-6220-01	Telephone/Technology - DEV	\$618.73
01-6220-02	Telephone/Technology - MKTG	\$721.85
01-6220-03	Telephone/Technology - OPS	\$4,245.15
01-6220-09	Telephone/Technology - FIN	\$876.53
01-6220-11	Telephone/Technology - CUR	\$618.73
01-6220-12	Telephone/Technology - EDU	\$1,237.45
01-6220-13	Telephone/Technology - CEO	\$412.48
01-6225-01	Computer & Software - DEV	\$4,028.60
01-6225-02	Computer & Software - MKTG	\$7,173.79
01-6225-03	Computer & Software - OPS	\$25,142.64
01-6225-09	Computer & Software - FIN	\$6,216.48
01-6225-11	Computer & Software - CUR	\$3,155.51
01-6225-12	Computer & Software - EDU	\$8,057.19
01-6225-13	Computer & Software - CEO	\$2,103.67
01-6231-03	Conference Registration - OPS	\$1,072.48
01-6231-11	Conference Registration - CUR	\$1,126.10
01-6231-12	Conference Registration - EDU	\$831.17
01-6233-02	Business Meals - MKTG	\$836.53
01-6233-03	Business Meals - OPS	\$214.50
01-6233-09	Business Meals - FIN	\$418.27

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		<u>Actual</u>
01-6233-11	Business Meals - CUR	\$428.99
01-6233-12	Business Meals - EDU	\$568.41
01-6233-13	Business Meals - CEO	\$5,019.19
01-6235-01	Meeting Meals Staff - DEV	\$12,869.72
01-6235-03	Meeting Meals Staff - OPS	\$107.25
01-6235-11	Meeting Meals Staff - CUR	\$643.49
01-6250-01	Airfare - DEV	\$3,860.92
01-6250-02	Airfare - MKTG	\$1,715.96
01-6250-03	Airfare - OPS	\$2,144.95
01-6250-09	Airfare - FIN	\$1,286.97
01-6250-11	Airfare - CUR	\$1,286.97
01-6250-12	Airfare - EDU	\$857.98
01-6250-13	Airfare - CEO	\$10,295.77
01-6255-01	Ground Transportation - DEV	\$2,573.94
01-6255-02	Ground Transportation - MKTG	\$1,286.97
01-6255-03	Ground Transportation - OPS	\$428.99
01-6255-09	Ground Transportation - FIN	\$643.49
01-6255-11	Ground Transportation - CUR	\$321.74
01-6255-12	Ground Transportation - EDU	\$428.99
01-6255-13	Ground Transportation - CEO	\$7,721.83
01-6260-01	Lodging - DEV	\$5,791.37
01-6260-02	Lodging - MKTG	\$1,930.46
01-6260-03	Lodging - OPS	\$1,715.96
01-6260-09	Lodging - FIN	\$965.23
01-6260-11	Lodging - CUR	\$1,447.84
01-6260-12	Lodging - EDU	\$1,126.10
01-6260-13	Lodging - CEO	\$11,582.75
01-6265-01	Staff Meals - DEV	\$1,362.02
01-6265-03	Staff Meals - OPS	\$116.41
01-6265-11	Staff Meals - CUR	\$407.44
01-6270-03	Parking - OPS	\$58.21
01-6305-06	Freight Costs - MS	\$3,911.45

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	<u>Actual</u>
01-6310-06 Store Supplies - MS	\$977.86
01-7210-01 Officers & Directors Salaries - DEV	\$267,321.23
01-7210-02 Officers & Directors Salaries - MKTG	\$343,837.43
01-7210-03 Officers & Directors Salaries - OPS	\$1,384,268.99
01-7210-09 Officers & Directors Salaries - FIN	\$410,459.48
01-7210-11 Officers & Directors Salaries - CUR	\$213,943.29
01-7210-12 Officers & Directors Salaries - EDU	\$234,930.10
01-7210-13 Officers & Directors Salaries - CEO	\$410,459.48
01-7230-01 Pension Plan Contributions - DEV	\$11,159.00
01-7230-02 Pension Plan Contributions - MKTG	\$18,506.94
01-7230-03 Pension Plan Contributions - OPS	\$68,048.87
01-7230-09 Pension Plan Contributions - FIN	\$18,863.37
01-7230-11 Pension Plan Contributions - CUR	\$11,515.43
01-7230-12 Pension Plan Contributions - EDU	\$12,645.04
01-7230-13 Pension Plan Contributions - CEO	\$18,863.37
01-7250-01 Employers Payroll Taxes - DEV	\$17,200.02
01-7250-02 Employers Payroll Taxes - MKTG	\$26,980.48
01-7250-03 Employers Payroll Taxes - OPS	\$102,604.72
01-7250-09 Employers Payroll Taxes - FIN	\$27,677.20
01-7250-11 Employers Payroll Taxes - CUR	\$16,885.93
01-7250-12 Employers Payroll Taxes - EDU	\$18,886.11
01-7250-13 Employers Payroll Taxes - CEO	\$27,101.55
Total Expenses	<u>\$8,126,298.61</u>
 BEGINNING NET ASSETS	 \$21,868,533.20
 NET SURPLUS/(DEFICIT)	 \$658,101.39
 ENDING NET ASSETS	 <u><u>\$22,526,634.59</u></u>