



**Andrew Jackson Foundation
Approved Operating Budget for FY 2016**

	Approved FY2016 Operating Budget	Approved FY2015 Operating Budget	Year-over-year Dollar Change	Year-over-year Percent Change
1 Earned Revenue:				
2 Admissions	2,995,000	2,634,100	360,900	13.7%
3 Museum Store Sales (Net)	759,880	724,400	35,480	4.9
4 Education Revenue	47,000	47,000	-	0.0
5 Rental Revenue	293,800	188,250	105,550	56.1
6 Programs & Events	90,500	74,600	15,900	21.3
7 Residence and Farm Leases	43,100	42,000	1,100	2.6
8 Vending	15,500	15,500	-	0.0
9 Wagon Tours	55,470	55,000	470	0.9
10 Interest Income	4,800	4,800	-	0.0
11 Other Income	33,400	18,400	15,000	81.5
12 Earned Revenue	4,338,450	3,804,050	534,400	14.0
13 Membership Dues	22,500	27,000	(4,500)	(16.7)
14 Donated Revenue:				
15 Donations	217,500	203,000	14,500	7.1
16 Fundraising Events, Golf	-	45,000	(45,000)	(100.0)
17 Fundraising Events, Hermitage Gala	250,000	-	250,000	n/a
18 Fundraising Events, Spring Outing	50,000	30,000	20,000	66.7
19 Fundraising Events, Fall Fest	24,300	24,300	-	0.0
20 Exhibit Receptions	-	10,000	(10,000)	(100.0)
21 Grants	138,000	192,500	(54,500)	(28.3)
22 Sponsorships	17,650	77,000	(59,350)	(77.1)
23 State of Tennessee Grant	-	-	-	n/a
24 Releases from Restrictions	-	-	-	n/a
25 Donated Revenue	697,450	581,800	115,650	19.9
26 Total Revenue	5,058,400	4,412,850	645,550	14.6
27 Operating Expenses				
28 Salaries & Wages	2,212,600	2,023,900	188,700	9.3
29 Benefits & Taxes	546,300	507,889	38,411	7.6
30 Museum Store COGS	395,640	359,800	35,840	10.0
31 Communications	57,660	54,970	2,690	4.9
32 Supplies	290,070	258,385	31,685	12.3
33 Utilities	190,900	169,600	21,300	12.6
34 Insurance Expense	85,800	82,200	3,600	4.4
35 Preservation	23,500	23,500	-	0.0
36 Property Maintenance	195,900	176,150	19,750	11.2
37 Advertising & Promotion	280,650	253,750	26,900	10.6
38 Equipment	103,080	77,360	25,720	33.2
39 Professional Development	49,800	19,055	30,745	161.3
40 Travel	33,700	27,430	6,270	22.9
41 Interest, Fees & Other	75,300	58,720	16,580	28.2
42 Dues & Memberships	9,825	10,475	(650)	(6.2)
43 Development & Fundraising	139,300	76,150	63,150	82.9
44 Professional Fees	301,475	231,516	69,959	30.2
45 Legal & Depreciation	2,000	2,000	-	0.0
46 TOTAL EXPENSE	4,993,500	4,412,850	580,650	13.2%
47 REVENUE OVER/UNDER EXPENSE	64,900	-	64,900	n/a