

**Andrew Jackson Foundation
Pending Operating Budget for FY 2018**

Line No.	column a	column b	column c	column d	column e
	Pending FY2018 Operating Budget	Approved FY2017 Operating Budget	Actual FY2017 Through 3/31/17 Operating Results	Proposed Budget Variance From 2017 Budget	% Variance
	Earned Revenue:				
1	Admissions	3,521,800	3,020,000	2,146,700	501,800 17%
2	Museum Store Sales	791,500	759,900	532,000	31,600 4%
3	Education Revenue	50,000	47,000	28,800	3,000 6%
4	Rental Revenue	247,900	277,000	179,600	(29,100) -11%
5	Programs & Events	54,300	56,400	42,300	(2,100) -4%
6	Residence and Farm Leases	43,100	46,100	26,500	(3,000) -7%
7	Vending	15,500	14,400	10,200	1,100 8%
8	Wagon Tours	57,000	54,000	22,500	3,000 6%
9	Interest Income	4,800	4,800	300	- 0%
10	Other Income	35,100	35,900	38,400	(800) -2%
11	Earned Revenue	4,821,000	4,315,500	3,027,300	505,500 12%
12	Membership Dues	25,000	20,000	14,700	5,000 25%
	Unearned Revenue:				
13	Government Grants	65,000		162,500	65,000 100%
14	Donations	430,000	350,000	187,600	80,000 23%
15	Fundraising Events, Hermitage Gala	220,000	285,000	188,400	(65,000) -23%
16	Fundraising Events, Spring Outing	150,000	69,800	49,500	80,200 115%
17	Fundraising Events, Fall Fest	31,600	38,100	26,300	(6,500) -17%
18	Sponsorships - programs	35,000	35,000	10,000	- 0%
19	Releases from Restrictions			33,800	-
20	Releases from Restrictions (Film)			390,600	
21	In-kind			-	-
22	Unearned Revenue	931,600	777,900	1,048,700	153,700 20%
23	Total Revenue	5,777,600	5,113,400	4,090,700	664,200 13%
	Operating Expenses				
24	Salaries & Wages	2,514,800	2,271,000	1,661,000	243,800 11%
25	Benefits & Taxes	634,600	582,000	399,000	52,600 9%
26	Museum Store COGS	383,000	376,400	264,800	6,600 2%
27	Communications	90,800	71,800	54,700	19,000 26%
28	Supplies	313,600	321,500	262,630	(7,900) -2%
29	Utilities	207,700	188,400	133,700	19,300 10%
30	Insurance Expense	89,000	89,000	66,500	- 0%
31	Preservation	26,000	23,500	7,300	2,500 11%
32	Property Maintenance	223,700	190,100	108,600	33,600 18%
33	Advertising & Promotion	340,800	260,100	163,000	80,700 31%
34	Equipment	110,300	142,100	83,400	(31,800) -22%
35	Professional Development	33,400	40,300	14,700	(6,900) -17%
36	Travel	52,700	26,400	17,400	26,300 100%
37	Interest, Fees & Other	79,700	76,600	73,900	3,100 4%
38	Dues & Memberships	10,600	11,200	9,600	(600) -5%
39	Development & Fundraising	210,800	145,900	111,100	64,900 44%
40	Professional Fees	322,000	267,800	347,000	54,200 20%
41	Capital Campaign *	120,000	-	-	120,000 100%
42	Legal	12,000	25,000	18,900	(13,000) -52%
43	Total Expense Before Depreciation	5,775,500	5,109,100	3,797,230	666,400 13%
44	Revenue Over/Under Expense	2,100	4,300	293,470	(2,200)
45	Depreciation			396,300	-
46	Total Revenue Over/Under Expense	2,100	4,300	(102,800)	(2,200)