

**Ladies' Hermitage Association
Approved Operating Budget**

	Approved 2012 Operating Budget	Approved 2011 Operating Budget
Operating Revenue:		
Admissions	1,900,000	1,895,000
Museum Store Sales (Net)	677,000	677,000
Education Classes	35,000	35,000
Rental Events	55,000	45,000
Programs & Events	29,000	27,000
Residence and Farm Leases	38,000	37,500
Café & Catering Sales	-	213,800
Vending	20,000	20,000
Wagon Tours	34,000	34,000
Interest Income	5,000	5,000
Other Income	11,700	7,800
Earned Revenue	2,804,700	2,997,100
Membership Dues	20,000	17,000
Donations	251,200	181,200
Fundraising Events, Dove Hunt/ Golf	60,000	35,000
Fundraising Events, Hermitage Gala	140,000	140,000
Fundraising Events, TBA	10,000	10,000
Grants	104,000	125,000
Sponsorships	10,000	10,000
Donated Revenue	575,200	501,200
Total Revenue	3,399,900	3,515,300
Operating Expenses		
Salaries & Wages	1,612,200	1,704,900
Benefits & Taxes	347,700	368,900
Café COGS	-	61,500
Museum Store COGS	315,000	277,600
Communications	54,000	42,700
Supplies	226,700	225,600
Utilities	192,500	193,600
Insurance Expense	67,900	83,000
Preservation	27,500	15,900
Property Maintenance	124,500	141,000
Promotion	119,300	110,300
Equipment	40,800	37,000
Professional Dev	20,400	26,600
Travel	21,600	21,000
Interest & Fees	58,100	65,500
Dues & Memberships	10,800	14,400
Development & Fundraising	80,400	56,700
Professional Fees	71,700	43,300
TOTAL EXPENSE	3,391,100	3,489,500
REVENUE OVER/UNDER EXPENSE	8,800	25,800