

**Ladies' Hermitage Association
Approved Operating Budget**

	Approved 2011 Operating Budget
Operating Revenue:	
Admissions	1,895,000
Tulip Grove Admission	
Museum Store Sales	677,000
Education Classes	35,000
Rental Events	45,000
Programs & Events	27,000
Residence and Farm Leases	37,500
Café & Catering Sales	213,800
Vending	20,000
Wagon Tours	34,000
Interest Income	5,000
Other Income	7,800
Earned Revenue	2,997,100
Membership Dues	17,000
Donations	181,200
Fundraising Events, Dove Hunt	35,000
Fundraising Events, Hermitage Gala	140,000
Fundraising Events, TBA	10,000
Grants	125,000
Sponsorships	10,000
Donated Revenue	501,200
Government Grants	
State of Tennessee Appropriation	
Total Government Grants	-
Total Revenue	3,515,300
Operating Expenses	
Salaries & Wages	1,704,900
Benefits & Taxes	368,900
Café COGS	61,500
Museum Store COGS	277,600
Communications	42,700
Supplies	226,900
Utilities	193,600
Insurance Expense	83,000
Preservation	15,900
Property Maintenance	141,000
Promotion	114,300
Equipment	37,000
Professional Dev	21,300
Travel	21,000
Fees	65,500
Dues & Memberships	14,400
Development & Fundraising	56,700
Professional Fees	43,300
TOTAL EXPENSE	3,489,500
REVENUE OVER/UNDER EXPENSE	25,800