



**Andrew Jackson Foundation
Substitute Operating Budget FY 2021**

Approved

| | FY2021 Operating Budget | % of Total |
|---|----------------------------|------------------|
| Earned Revenue: | | |
| Admissions and Tours | 2,943,900 | 56% |
| Museum Store Sales | 657,000 | 13% |
| Rental Revenue | 190,000 | 4% |
| Property Income | 60,300 | 1% |
| Other | 64,600 | 1% |
| Earned Revenue | 3,915,800 | 75% |
| Government Grants | | |
| National Endowment for the Humanities | 262,600 | |
| Other | 90,000 | |
| | 352,600 | 7% |
| Membership Dues | 32,500 | 1% |
| Unearned Revenue: | | |
| Contributions | 589,900 | 11% |
| Fundraising Events, Hermitage Gala | 200,000 | 4% |
| Fundraising Events, Spring Outing | 100,000 | 2% |
| In-kind | 25,000 | 0% |
| Unearned Revenue | 914,900 | 18% |
| Total Revenues | 5,215,800 | |
| Personnel | | |
| Salaries & Wages | 2,450,900 | 47% |
| Benefits & Taxes | 475,700 | 9% |
| Total Personnel | 2,926,600 | 57% |
| Operating Expenses | | |
| Museum Store COGS | 309,200 | 6% |
| Professional Fees | 301,700 | 6% |
| Advertising | 332,500 | 6% |
| Printing | 53,200 | 1% |
| Supplies | 134,100 | 3% |
| Postage | 14,500 | 0% |
| Utilities | 263,000 | 5% |
| Property Maintenance | 150,400 | 3% |
| Equipment | 179,800 | 3% |
| Audio Royalties | 136,000 | 3% |
| Preservation | 14,500 | 0% |
| Professional Development | 8,100 | 0% |
| Travel | 17,800 | 0% |
| Dues and Memberships | 14,800 | 0% |
| Credit card and other fees | 72,000 | 1% |
| Insurance | 93,500 | 2% |
| Fundraising Events Expense | 150,000 | 3% |
| Legal | 5,000 | 0% |
| Total Operating Expenses* | 2,250,100 | 43% |
| Total Personnel and Operating Expenses | 5,176,700 | |
| Revenue Over/Under Expense* | 39,000 | |

*Before Depreciation