

Country Music Foundation, Inc.
Operating Budget
Fiscal Year: January 1 - December 31

	2013 Budget	2012 Projection	2011 Actual
<u>Revenues:</u>			
Admissions	\$7,020,363	\$6,231,320	\$5,831,331
Retail	\$2,452,416	\$2,509,892	\$2,335,777
Hatch Retail	\$456,947	\$398,000	\$399,928
Events Sales and Service	\$1,251,239	\$1,338,300	\$1,350,226
Food and Beverage	\$2,680,918	\$2,652,469	\$2,486,582
Other Revenue	\$86,100	\$52,655	\$117,231
Hatch Show Print	\$453,000	\$406,000	\$423,980
Museum Programs & Services	\$57,467	\$61,200	\$48,263
Ecommerce	\$379,162	\$282,236	\$191,760
Interest/Miscellaneous Income	\$0	\$31,320	\$236,868
Total earned	\$14,837,612	\$13,963,391	\$13,421,944
Contributed	\$2,703,320	\$1,829,622	\$1,669,748
Restricted Purpose/Previously Restricted	\$55,000	\$160,000	\$229,982
Total Contributed/Restricted/Prev. Restricted	\$2,758,320	\$1,989,622	\$1,899,730
Total Revenue	\$17,595,932	\$15,953,013	\$15,321,674
<u>Expenses:</u>			
Cost of Sales, Museum	\$1,283,960	\$1,271,276	\$1,127,651
Cost of Sales, Events	\$311,745	\$352,871	\$373,870
Cost of Sales, Other Revenue	\$3,390	\$4,420	\$16,662
Cost of Sales, Hatch	\$284,996	\$195,550	\$184,120
Museum Programs & Services Expenses	\$194,297	\$214,951	\$110,937
Cost of Sales - Ecommerce	\$45,961	\$54,300	\$30,747
Expenses related to Contributed	\$784,835	\$317,538	\$516,494
Digital Operations & Content	\$115,675	\$59,741	\$43,969
Staffing Expenses	\$7,425,084	\$6,674,800	\$6,219,612
Occupancy Expenses	\$1,283,806	\$919,605	\$882,509
Adv and Marketing and PR	\$1,323,011	\$1,466,460	\$1,092,747
G&A	\$1,898,909	\$1,431,813	\$1,124,580
Food and Beverage Cost of sales	\$1,015,409	\$1,036,209	\$880,238
Total Expenses	\$15,971,078	\$13,999,533	\$12,604,137
EBITDA (revenues over expenses)	\$1,624,854	\$1,953,479	\$2,717,537