

Country Music Foundation, Inc.
Consolidated Operating Results: Revenues and Expenses
For the Twelve Months Ending December 31st

	Budget 2022
REVENUES:	
Museum Revenue:	
Museum Admission	\$20,469,455
Circa: The Museum Store	5,408,173
Hatch Retail Revenue	996,713
Haley Gallery Revenue	165,263
Hatch Show Print Revenue	812,496
E-Store Revenue	590,000
Ticketed Events	727,413
Subtotal Museum Revenue	29,169,513
Events, Catering & Restaurant Revenue:	
Event Sales and Service	5,674,749
Catering	7,360,879
Restaurants	990,314
Subtotal Event, Catering & Restaurant...	14,025,942
Corporate Partnership Revenue	200,000
Other Revenue	170,800
Museum Services	33,780
Education and Public Programs	124,280
Miscellaneous Income	209,600
Subtotal Other Revenue	738,460
Total Earned Revenue	43,933,915
Contributed/Designated/Restricted Revenue	
Contributed Revenue:	
Fundraising Events	350,000
Individual Giving	1,267,000
Institutional Giving	959,500
Subtotal Contributed Revenues	2,576,500
Designated/Restricted Revenue:	
Previously Restricted Gifts	300,000
Subtotal Designated/Restricted	300,000
Total Contributed Revenue:	2,876,500
Total Revenues	\$46,810,415

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EXPENSES:	
Cost of Operations/Sales-Museum	
Museum Admission-Guest Services	\$283,128
Circa: The Museum Store	2,382,277
Hatch Retail	280,172
Haley Gallery	82,929
Hatch Show Print	442,493
E-Store	256,910
Ticketed Events	417,139
Subtotal-COS/COO-Museum	4,145,048
Events, Catering & Restaurant Expense:	
Events Sales and Service	1,672,615
Catering	1,706,453
Restaurants	320,211
Subtotal Events, Catering & Restaurant Ex...	3,699,279
Corporate Partnership and Other Misc. Exp...	106,780
Museum Services	184,200
Education and Public Programs	350,562
Expenses Related to Contributed Revenue	
Museum Relations Expense	680,204
Designated Gifts Expense	339,800
Expense Related to Contributed Inc.	331,300
Total Contributed Expense	1,351,304
Staffing Expense:	
Salaries	11,722,765
Hourly Wages	2,320,817
Food and Beverage Hourly/Contract	1,613,862
Housekeeping Contract	540,792
Security Services	584,410
Payroll Taxes and Benefits	2,490,518
Total Staffing Expense	19,273,164
Advertising & Marketing Expense:	
Advertising/Marketing/Promo/PR	434,352
Digital Marketing, Operations & Content	724,848
Total Adv. & Mrkting Expense	1,159,200
Creative Services	255,000
Occupancy Expense	2,711,374
Technology Expense	595,096
Total Gen. & Admin. Expense	2,736,439
Total Expense before Debt & Depr.	36,567,446
Net Income <Loss> before	Debt & Depreciation (EBITDA)
Debt & Depreciation (EBITDA)	\$10,242,969

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Debt Service	
Bond Interest Expense	17,040
Debt Interest Expense	750
Amortization Financing Costs	24,216
Total Debt Service	42,006
Total Expenses before Depreciation	36,609,452
Net Income/<Loss> before Restricted Revenue and Depr. Temporarily Restricted Revenue	10,200,963
Net Income/<Loss> before Depreciation, Amortization & Income Taxes	10,200,963
Less: Depreciation Expense	2,129,400
Net Income/<Loss> after Depr/Amort & Taxes	\$8,071,563