

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

	Budget 2024
REVENUES:	
Museum Revenue:	
Museum Admission	\$28,571,753
Museum Store	9,017,446
Hatch Retail Revenue	1,119,204
Haley Gallery Revenue	293,178
Hatch Show Print Revenue	970,378
E-Store Revenue	279,355
Ticketed Events	848,638
Subtotal Museum Revenue	41,099,952
Events, Catering & Restaurant Revenue:	
Event Sales and Service	6,833,589
Catering	10,320,921
Restaurants	1,233,099
Subtotal Event, Catering & Restaurant...	18,387,609
Other Revenue	299,742
Museum Services	53,180
Public Programs	1,500
Education and Community Engagement	125,300
Miscellaneous Income	1,162,700
Subtotal Other Revenue	1,642,422
Total Earned Revenue	61,129,983
Contributed/Designated/Restricted Revenue	
Contributed Revenue:	
Fundraising Events	630,000
Individual Giving	1,658,000
Institutional Giving	1,160,000
Subtotal Contributed Revenues	3,448,000
Designated/Restricted Revenue:	
Previously Restricted Gifts	1,163,135
Subtotal Designated/Restricted	1,163,135
Total Contributed Revenue:	4,611,135
Total Revenues	\$65,741,118

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EXPENSES:	
Cost of Operations/Sales-Museum	
Museum Admission-Guest Services	\$349,694
Museum Store	4,070,749
Hatch Retail	353,452
Haley Gallery	259,208
Hatch Show Print	503,004
E-Store	127,197
Ticketed Events	473,255
Subtotal-COS/COO-Museum	6,136,559
Events, Catering & Restaurant Expense:	
Events Sales and Service	2,167,228
Catering	2,445,287
Restaurants	320,832
Subtotal Events, Catering & Restaurant Ex...	4,933,347
Cost of Sales Other Revenue	235,541
Museum Services	229,000
Public Program Expense	159,475
Education and Community Engagement	202,828
Expenses Related to Contributed Revenue	
Stewardship Expense	509,080
Special Campaigns/Designated Gifts Expense	127,874
Fundraising Expense	442,810
Total Expenses Related to Contributed Rev...	1,079,764
Staffing Expense:	
Salaries	14,031,553
Hourly Wages	3,003,253
Hourly/Contract Events and F&B	2,372,298
Housekeeping Contract	600,972
Security Services	771,212
Payroll Taxes and Benefits	2,683,855
Total Staffing Expense	23,463,143
Advertising & Marketing Expense:	
Advertising/Marketing/Promo/PR	734,386
Digital Marketing, Operations & Content	672,701
Total Adv. & Mrkting Expense	1,407,087
Creative Services	476,520
Occupancy Expense	3,818,366
Technology Expense	1,202,460
Total Gen. & Admin. Expense	4,030,646
Total Expense before Debt & Depr.	47,374,736
Net Income <Loss> before Debt & Depreciation (EBITDA)	\$18,366,382

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Debt Service	
Interest Expense-Capital Lease	326,104
Total Debt Service	326,104
Total Expenses before Depreciation	47,700,840
Net Income/<Loss> before Restricted Revenue and Depr. Temporarily Restricted Revenue	18,040,278
Permanently Restricted Revenue	
Net Income/<Loss> before Depreciation, Amortization & Income Taxes	18,040,278
Less: Depreciation Expense	4,021,657
Amortization Expense	324,313
Provision for Income Taxes	200,000
Net Income/<Loss> after Depr/Amort & Taxes	\$13,494,308