

The Battle of Franklin Trust, Inc.

Profit & Loss Budget Overview

July 2019 through June 2020

	Jul '19 - Jun 20
Ordinary Income/Expense	
Income	
01 - General Revenue	
4100 - Memberships	85,000.00
4200 - Donations	35,000.00
4600 - Interest Income	2,500.00
4700 - Grounds Rental	75,000.00
4750 - Tour Admissions	1,130,000.00
4825 - Jordan Trust	45,000.00
4875 - Grants	100,000.00
Total 01 - General Revenue	1,472,500.00
02 - Museum Revenue	
46000 - Merchandise Sales	275,000.00
Total 02 - Museum Revenue	275,000.00
03 - Special Events	
4500.4 - Descendant's Reunion	0.00
4500.6 - Special Event Income	2,000.00
4500.7 - Bootlegger's Bash	15,000.00
4500.8 - Sunset Concert Series-Tickets	17,000.00
4500.81 - Event Sponsorships	5,000.00
4501 - 5K Walk/Run	0.00
Total 03 - Special Events	39,000.00
04 - Educational Income	
4500.9 - Calicos & Cadets	5,500.00
Total 04 - Educational Income	5,500.00
05 - Miller House Rent	25,000.00
06 - Restricted Income	215,000.00
Total Income	2,032,000.00
Cost of Goods Sold	
50000 - Cost of Goods Sold	
50005 - Cost of Goods Sold	0.00
5101 - Museum Shop Supplies	4,000.00
51100 - Freight and Shipping Costs	6,000.00
50000 - Cost of Goods Sold - Other	140,000.00
Total 50000 - Cost of Goods Sold	150,000.00
Total COGS	150,000.00
Gross Profit	1,882,000.00
Expense	
1 - Employee Expenses	
5105 Salary and Wages	880,000.00
5114 Payroll Taxes	65,000.00
5129 Group Health Insurance	60,000.00
Total 1 - Employee Expenses	1,005,000.00
2 - Marketing	

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5102 · Tour Brochure/Rack Cards	20,000.00
5110 · Advertising and Promotions	58,000.00
5110.3 · Marketing Consultant	42,000.00
5113 · Community Relations	1,500.00
5115 · Dues and Subscriptions	3,000.00
Total 2 · Marketing	124,500.00
3 · Office Management	
5137 Miscellaneous/mileage	1,500.00
5112 · Telephone	24,000.00
5117 · Professional Fees	13,000.00
5123 · Office Supplies/Equip Repair	22,000.00
5123.1 · Office Equipment	15,000.00
5123.2 · Credit Card Fees	35,000.00
5123.3 · Computer Backup/Technology	6,000.00
5124 · Postage	5,000.00
5125 · Printing (letterhead, bus.card)	2,000.00
Total 3 · Office Management	123,500.00
4 · Facilities Management	
5111 · Utilities-Misc.	34,000.00
5118 · Office Maintenance/Repairs	15,000.00
5118.1 · House Maintenance/Repairs	15,000.00
5118.2 · Miller House Expenses	16,000.00
5119 · Insurance-General	25,000.00
5135 · Housekeeping	28,000.00
5145 · Security	7,500.00
5150 · Grounds' Rental Expenses	6,500.00
5151 · Miscellaneous	2,000.00
5176 · Garden & Grounds Maintenance	124,000.00
5185 · Collections' Management	7,500.00
Total 4 · Facilities Management	280,500.00
5 · Development and Membership Serv	
5109.5 · Legacy Dinner	15,000.00
5116 · Hospitality	2,000.00
5120 · Membership Expense	4,000.00
5120.2 · Newsletter	16,000.00
5121 · Development Expenses	10,000.00
5121.5 · Legal Fees	2,500.00
Total 5 · Development and Membership Serv	49,500.00
6 · Education Expense	
5126 · Education Expenses and Supplies	8,000.00
5126.2 · Exhibits	10,000.00
5126.5 · Staff Training & Materials	1,500.00
Total 6 · Education Expense	19,500.00
8 · Special Events Expense	
5109 · Special Event Expenses-General	5,000.00

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5109.1 · Descendant's Reunion	0.00
5109.7 · Bootlegger's Bash Expenses	12,000.00
5109.75 · 5K Walk/Run	0.00
5109.8 · Sunset Concert Series	
20 · June Concert	5,000.00
21 · July Concert	12,000.00
Total 5109.8 · Sunset Concert Series	<u>17,000.00</u>
Total 8 · Special Events Expense	34,000.00
9.2 · Restricted Funds Expenses	350,000.00
Total Expense	<u>1,986,500.00</u>
Net Ordinary Income	-104,500.00
Other Income/Expense	
Other Income	
07 · Endowment Income	
4996 · G/L Jordan Trust Beneficiary	0.00
Total 07 · Endowment Income	<u>0.00</u>
Total Other Income	0.00
Other Expense	
9.1 · Year End Expenses	
5516 · Depreciation	0.00
Total 9.1 · Year End Expenses	<u>0.00</u>
Total Other Expense	<u>0.00</u>
Net Other Income	0.00
Net Income	<u><u>-104,500.00</u></u>