

# The Battle of Franklin Trust, Inc. Profit & Loss Budget Overview

July 2017 through June 2018

The Battle of Franklin Trust

FY17-18 Budget

	<b>Jul '17 - Jun 18</b>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>01 - General Revenue</b>	
<b>4100 - Memberships</b>	
4100 - Memberships - Other	80,000.00
<b>Total 4100 - Memberships</b>	80,000.00
<b>4200 - Donations</b>	
4200 - Donations - Other	30,000.00
<b>Total 4200 - Donations</b>	30,000.00
<b>4600 - Interest Income</b>	2,000.00
<b>4700 - Grounds Rental</b>	
4700 - Grounds Rental - Other	100,000.00
<b>Total 4700 - Grounds Rental</b>	100,000.00
<b>4750 - Tour Admissions</b>	
008 - Lotz House Value Tickets	-18,900.00
009 - Battlefield Tours	12,500.00
01.0 - Merchant Tickets	8,750.00
02.0 - Extended Tours	22,500.00
1.1 - Adults-Carter	306,000.00
1.2 - Adults-Carnton	568,000.00
3.1 - Child-Carter	9,450.00
3.2 - Child-Carnton	18,150.00
4.1 - School-Carter	23,400.00
4.2 - School-Carnton	17,600.00
6.1 - Grounds-Carter	17,150.00
6.2 - Grounds-Carnton	15,400.00
<b>Total 4750 - Tour Admissions</b>	1,000,000.00
<b>4825 - Jordan Trust</b>	44,000.00
<b>4875 - Grants</b>	
4875 - Grants - Other	50,000.00
<b>Total 4875 - Grants</b>	50,000.00
<b>Total 01 - General Revenue</b>	1,306,000.00
<b>02 - Museum Revenue</b>	
<b>46000 - Merchandise Sales-Carnton</b>	
46000 - Merchandise Sales-Carnton - Other	200,000.00
<b>Total 46000 - Merchandise Sales-Carnton</b>	200,000.00
<b>46001 - Merchandise Sales - Carter</b>	80,000.00
<b>Total 02 - Museum Revenue</b>	280,000.00
<b>03 - Special Events</b>	
<b>4500.6 - Special Event Income</b>	10,000.00
<b>4500.7 - Bootlegger's Bash</b>	9,000.00
<b>4500.8 - Sunset Concert Series-Tickets</b>	
17 - June Concert	7,000.00

# The Battle of Franklin Trust, Inc. Profit & Loss Budget Overview

July 2017 through June 2018

The Battle of Franklin Trust

FY17-18 Budget

18 · July Concert	7,000.00
Total 4500.8 · Sunset Concert Series-Tickets	14,000.00
4500.81 · Event Sponsorships	5,000.00
4501 · 5K Walk/Run	3,000.00
Total 03 · Special Events	41,000.00
04 · Educational Income	
4500.9 · Calicos & Cadets	5,000.00
Total 04 · Educational Income	5,000.00
05 · Miller House Rent	22,400.00
06 · Restricted Income	
30.7 · Endowment Advance-Carnton	32,000.00
06 · Restricted Income - Other	100,000.00
Total 06 · Restricted Income	132,000.00
Total Income	1,786,400.00
Cost of Goods Sold	
50000 · Cost of Goods Sold	
5101 · Museum Shop Supplies	5,000.00
51100 · Freight and Shipping Costs	4,000.00
50000 · Cost of Goods Sold - Other	140,000.00
Total 50000 · Cost of Goods Sold	149,000.00
Total COGS	149,000.00
Gross Profit	1,637,400.00
Expense	
1 · Employee Expenses	
5105 Salary and Wages	795,000.00
5114 Payroll Taxes	58,000.00
5129 Group Health Insurance	47,000.00
Total 1 · Employee Expenses	900,000.00
2 · Marketing	
5102 · Tour Brochure/Rack Cards	24,000.00
5110 · Advertising and Promotions	58,000.00
5110.3 · Marketing Consultant	42,000.00
5113 · Community Relations	1,000.00
5115 · Dues and Subscriptions	2,800.00
Total 2 · Marketing	127,800.00
3 · Office Management	
5137 Miscellaneous/mileage	5,000.00
5112 · Telephone	20,000.00
5114 · Taxes	1,000.00
5117 · Professional Fees	11,000.00
5123 · Office Supplies/Equip Repair	22,000.00
5123.1 · Office Equipment	8,000.00
5123.2 · Credit Card Fees	34,000.00
5123.3 · Computer Backup/Technology	6,000.00

# The Battle of Franklin Trust, Inc. Profit & Loss Budget Overview

July 2017 through June 2018

The Battle of Franklin Trust

FY17-18 Budget

5124 · Postage	3,500.00
5125 · Printing (letterhead, bus.card)	2,000.00
<b>Total 3 · Office Management</b>	<b>112,500.00</b>
<b>4 · Facilities Management</b>	
5111 · Utilities-Misc.	34,000.00
5118 · Office Maintenance/Repairs	25,000.00
5118.1 · House Maintenance/Repairs	50,000.00
5118.2 · Miller House Expenses	10,000.00
5119 · Insurance-General	22,000.00
5135 · Housekeeping	28,000.00
5145 · Security	7,500.00
5150 · Grounds' Rental Expenses	6,000.00
5151 · Miscellaneous	2,000.00
5176 · Garden & Grounds Maintenance	132,000.00
5185 · Collections' Management	4,000.00
<b>Total 4 · Facilities Management</b>	<b>320,500.00</b>
<b>5 · Development and Membership Serv</b>	
5109.5 · Legacy Dinner	14,000.00
5116 · Hospitality	3,000.00
5120 · Membership Expense	4,000.00
5120.2 · Newsletter	17,000.00
5121 · Development Expenses	10,000.00
5121.5 · Legal Fees	5,000.00
<b>Total 5 · Development and Membership Serv</b>	<b>53,000.00</b>
<b>6 · Education Expense</b>	
5126 · Education Expenses and Supplies	7,000.00
5126.2 · Exhibits	5,000.00
5126.5 · Staff Training & Materials	1,500.00
<b>Total 6 · Education Expense</b>	<b>13,500.00</b>
<b>8 · Special Events Expense</b>	
5109 · Special Event Expenses-General	15,000.00
5109.1 · Descendant's Reunion	2,000.00
5109.7 · Bootlegger's Bash Expenses	9,000.00
5109.75 · 5K Walk/Run	3,000.00
5109.8 · Sunset Concert Series	
20 · June Concert	4,000.00
21 · July Concert	5,000.00
<b>Total 5109.8 · Sunset Concert Series</b>	<b>9,000.00</b>
<b>Total 8 · Special Events Expense</b>	<b>38,000.00</b>
<b>9.2 · Restricted Funds Expenses</b>	<b>210,000.00</b>
<b>Total Expense</b>	<b>1,775,300.00</b>
<b>Net Ordinary Income</b>	<b>-137,900.00</b>
<b>Net Income</b>	<b>-137,900.00</b>