

## 2018 Budget

	2016 SABGS Actual	2017 SABGS Actual	2018 SABGS Budget
<b>Operating Revenues</b>			
Contributions, Annual Fund and Sponsorships	\$ 208,687	\$ 711,159	\$ 409,100
Memberships	339,647	423,449	475,000
Gala Revenues, Net of Expenses	146,231	136,455	149,425
Garden Gate Gross Profit	90,592	99,674	121,410
Admissions	280,853	317,227	713,602
Venue Rental	55,713	88,439	92,600
Plant Sales	36,626	38,570	40,000
Special Events Program Income	7,415	11,225	21,280
Educational Program Revenue	118,887	134,056	209,860
COSA Funding Agreements	160,014	177,825	211,307
Restaurant and Concessions	31,807	5,885	72,000
Unrestricted Investment Income (Loss)	52,727	121,742	0
Net Assets Released from Restrictions	213,677	269,074	355,500
Board Allowance for Budgetary Surplus	0	0	75,000
<b>Total Operating Revenues</b>	<b>1,742,876</b>	<b>2,534,780</b>	<b>2,946,084</b>
<b>Operating Expenses</b>			
<b>Programs</b>			
Programs	156,323	193,757	360,206
<b>Development Expenses</b>			
Development Expenses	100,597	177,410	211,830
Marketing and Community Relations	180,831	170,146	180,100
Payroll-Related Expenses	949,525	1,263,965	1,419,525
Office and Administrative Expenses	235,060	546,228	354,005
Facilities Expenses	86,024	186,385	1,324,150
Interest Expense for NMTC and Frost Bank		87,146	52,700
Restricted Fund Expenditures	203,562	269,074	355,500
<b>Total Operating Expenses</b>	<b>1,911,921</b>	<b>2,894,111</b>	<b>4,258,016</b>
<b>OPERATING SURPLUS (DEFICIT)</b>	<b>(169,045)</b>	<b>(359,331)</b>	<b>(1,311,932)</b>
Subtract Interest Income	(52,727)	(121,742)	
Add Back Capital Campaign Expense	74,906	142,713	110,000
Add Back NMTC Expenses & Interest Expense	0	353,845	52,700
Add Back Depreciation Expense	64,011	136,297	1,170,000
<b>NET OPERATING SURPLUS (DEFICIT)</b>	<b>\$ (82,855)</b>	<b>\$ 151,782</b>	<b>\$ 20,768</b>