

# Royal Botanical Gardens

## 2018 Budget

|                                      | 2016<br>Actual    | 2017<br>Budget    | 2017<br>Forecast  | 2018<br>Budget    |
|--------------------------------------|-------------------|-------------------|-------------------|-------------------|
| <b>REVENUE</b>                       |                   |                   |                   |                   |
| Government Operational Funding       |                   |                   |                   |                   |
| Province of Ontario                  | 4,036,000         | 4,036,000         | 4,036,000         | 4,036,000         |
| Halton Region                        | 748,000           | 759,900           | 759,900           | 775,100           |
| City of Hamilton                     | 605,200           | 616,100           | 616,100           | 625,300           |
|                                      | 5,389,200         | 5,412,000         | 5,412,000         | 5,436,400         |
| Operations                           |                   |                   |                   |                   |
| Admissions                           | 863,700           | 1,114,300         | 990,900           | 1,102,400         |
| Group Tours                          | 52,800            | 33,000            | 32,300            | 54,000            |
| Retail                               | 712,800           | 750,000           | 765,600           | 814,100           |
| Food and Catering Net                | 333,300           | 500,000           | 461,600           | 500,200           |
| Rentals                              | 425,200           | 623,400           | 524,500           | 567,800           |
| Programs                             | 875,200           | 905,800           | 865,200           | 904,800           |
| Special Events                       | 194,500           | 300,300           | 262,500           | 374,000           |
|                                      | 3,457,500         | 4,226,800         | 3,902,600         | 4,317,300         |
| Development and Fundraising          |                   |                   |                   |                   |
| Business Development and Major Gifts | 638,400           | 616,000           | 824,700           | 737,000           |
| Annual Giving                        | 167,000           | 185,000           | 182,900           | 185,000           |
| Membership                           | 893,000           | 935,800           | 937,300           | 981,000           |
| Grants                               | 1,240,800         | 1,768,800         | 1,459,300         | 1,042,700         |
| Sponsorship                          | 0                 | 40,000            | 19,300            | 60,000            |
|                                      | 2,939,200         | 3,545,600         | 3,423,500         | 3,005,700         |
| Other Revenue                        |                   |                   |                   |                   |
| Fund Revenue                         | -                 | -                 | 1,379,300         | 1,457,100         |
| Other                                | 1,460,900         | 1,794,500         | 298,600           | 219,500           |
|                                      | 1,460,900         | 1,794,500         | 1,677,900         | 1,676,600         |
| <b>Total Revenue</b>                 | <b>13,246,800</b> | <b>14,978,900</b> | <b>14,416,000</b> | <b>14,436,000</b> |
| <b>EXPENSES</b>                      |                   |                   |                   |                   |
| Salaries and Benefits                | 8,185,900         | 8,631,500         | 8,656,000         | 8,853,600         |
| General and Administrative           | 782,600           | 1,114,600         | 894,300           | 949,500           |
| Operations                           | 198,100           | 372,100           | 265,300           | 255,500           |
| Retail Cost of Sales                 | 364,700           | 375,000           | 379,300           | 397,600           |
| Programs                             | 189,800           | 234,600           | 191,200           | 170,300           |
| Special Events                       | 576,300           | 866,100           | 857,200           | 646,600           |
| Business Development and Fundraising | 92,500            | 335,900           | 296,900           | 257,000           |
| Marketing                            | 493,100           | 520,600           | 525,400           | 557,900           |
| Biodiversity Expenses                | 662,900           | 764,100           | 589,400           | 568,600           |
| Maintenance                          | 886,100           | 797,900           | 978,800           | 1,005,400         |
| Utilities                            | 609,000           | 567,000           | 617,200           | 617,200           |
| Garden Maintenance                   | 167,700           | 385,400           | 159,700           | 147,800           |
| <b>Total Expenses</b>                | <b>13,208,700</b> | <b>14,964,800</b> | <b>14,410,700</b> | <b>14,427,000</b> |
| <b>NET POSITION</b>                  | <b>38,100</b>     | <b>14,100</b>     | <b>5,300</b>      | <b>9,000</b>      |