

Royal Botanical Gardens

2019 Budget

	2017 Actual	2018 Budget	2018 Forecast	2019 Budget
REVENUE				
Government Operational Funding				
Province of Ontario	4,036,000	4,036,000	4,036,000	4,036,000
Halton Region	759,930	775,129	775,129	790,632
City of Hamilton	616,094	625,335	625,335	634,715
	<u>5,412,024</u>	<u>5,436,464</u>	<u>5,436,464</u>	<u>5,461,347</u>
Operations				
Admissions	1,072,719	1,102,354	1,180,000	1,298,000
Group Tours	39,686	54,000	54,000	62,000
Retail	813,696	814,057	851,024	922,106
Food and Catering Net	427,435	500,152	464,856	510,900
Rentals	524,739	567,800	475,308	513,000
Programs	892,718	904,812	850,178	931,400
Special Events	287,135	373,976	468,650	561,087
Sponsorship	2,600	60,000	27,500	50,000
	<u>4,060,727</u>	<u>4,377,151</u>	<u>4,371,515</u>	<u>4,848,493</u>
Development and Fundraising				
Business Development and Major Gifts	722,088	736,966	608,613	742,000
Annual Giving	178,569	185,038	165,000	135,500
Membership	1,000,460	981,008	1,016,008	1,117,008
Grants	1,543,504	1,042,736	1,042,736	850,153
	<u>3,444,620</u>	<u>2,945,748</u>	<u>2,832,357</u>	<u>2,844,661</u>
Other Revenue				
Fund Revenue	1,119,742	1,457,100	1,165,100	1,975,000
Other	514,779	219,827	254,000	317,804
	<u>1,634,521</u>	<u>1,676,927</u>	<u>1,419,100</u>	<u>2,292,804</u>
Total Revenue	<u>14,551,892</u>	<u>14,436,290</u>	<u>14,059,436</u>	<u>15,447,305</u>
EXPENSES				
Salaries and Benefits	8,636,528	8,853,628	8,869,696	9,204,043
General and Administrative	830,607	949,524	830,958	1,296,160
Operations	305,684	255,527	198,600	317,750
Retail Cost of Sales	414,912	397,600	463,250	461,482
Programs	238,911	170,329	235,020	210,312
Special Events	802,762	646,650	540,791	639,511
Business Development and Fundraising	355,984	257,007	189,935	288,054
Marketing	513,921	557,936	543,144	559,239
Biodiversity Expenses	639,663	568,603	434,317	612,649
Maintenance	1,042,934	1,005,401	1,036,245	1,053,885
Utilities	598,770	617,231	606,110	623,000
Garden Maintenance	128,479	147,840	100,524	149,740
Total Expenses	<u>14,509,154</u>	<u>14,427,276</u>	<u>14,048,589</u>	<u>15,415,825</u>
NET POSITION	<u>42,738</u>	<u>9,014</u>	<u>10,847</u>	<u>31,480</u>