

Miami Beach Botanical Garden

Profit & Loss

October 2014 through September 2015

Oct '14 - Sep 15

Ordinary Income/Expense**Income**

| | |
|----------------------------|------------|
| City of Miami Beach Lease | 152,000.00 |
| Government Support | |
| MB - Cultural Arts Council | 20,488.57 |
| MD - Cultural Advancement | 45,000.00 |

Total Government Support 65,488.57

Other 1,497.36

Private Support

Donations 12,385.70

Memberships 12,955.00

Total Private Support 25,340.70

Rental Income

| | |
|---------------------------|------------|
| Balance Adjustment | 5,932.54 |
| Photo Shoots | 4,345.00 |
| Rental Application Fee | 7,900.00 |
| Security Deposit Retained | 8,663.00 |
| Staffing Fee | 13,735.48 |
| Venue Rental Income | 155,596.37 |

Total Rental Income 196,172.39

Garden Events

| | |
|-----------------------------|------------|
| Botanical Bazaar | 1,491.00 |
| Garden Dinner Series | 6,835.00 |
| Garden Events - Various | 666.00 |
| Garden Tour | 14,465.00 |
| Halloween | 11,840.25 |
| Taste of the Garden | |
| Auction Revenue | 10,676.11 |
| Garden Club Income Share | -10,441.66 |
| Revenue - Taste Garden | 1,500.00 |
| Taste of the Garden - Other | 25,610.00 |

Total Taste of the Garden 27,344.45

Garden Events - Other 34.00

Total Garden Events 62,675.70

Earned Income

| | |
|---------------|----------|
| Gift Shop | 3,277.50 |
| Plant Sales | 3,133.05 |
| Soda Machine | 4,918.00 |
| Workshop Fees | 5,962.93 |

Total Earned Income 17,291.48

Total Income 520,466.20

Cost of Goods Sold**Direct Expenses - Garden Events**

| | |
|----------------------|-----------|
| Garden Dinner Series | 7,560.00 |
| Garden Tour | 3,454.89 |
| Halloween | 13,724.93 |
| Oktoberfest | 3,563.65 |
| Taste of the Garden | 17,686.20 |

Total Direct Expenses - Garden Events 45,989.67

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| Direct Expenses - Earned Income | |
| Gift Shop Purchases | 3,239.66 |
| Plant Purchases for Resale | 1,179.00 |
| Soda Machine | 3,618.04 |
| Total Direct Expenses - Earned Income | 8,036.70 |
| Total COGS | 54,026.37 |
| Gross Profit | 466,439.83 |
| Expense | |
| General & Administrative | |
| Accounting & Legal | 4,592.76 |
| Advertising, Marketing, Printing | 28,733.68 |
| Communications Expenses | 3,384.79 |
| Dues, Subscriptions and Tickets | 3,778.02 |
| Finance Charges/Penalties | 291.28 |
| Insurance | 10,522.38 |
| Meals & Entertainment | 502.34 |
| Merchant Charges/Bank Fees | 7,888.43 |
| Miscellaneous | 5,262.82 |
| Office Expenses & Supplies | 13,648.69 |
| Personnel | |
| Contract Labor | 925.00 |
| Total Personnel | 925.00 |
| Postage and Delivery | 564.96 |
| Security System Expense | 949.40 |
| Taxes and Licenses | 70.00 |
| Travel | 392.32 |
| Truck Expense | 139.19 |
| Total General & Administrative | 81,646.06 |
| Facility | |
| Facilities Personnel | 5,801.87 |
| Pest Control | 1,164.53 |
| Repairs and Maintenance | 18,982.08 |
| Total Facility | 25,948.48 |
| Horticulture | |
| Contract Labor | 9,079.74 |
| Garden Signage | 3,299.40 |
| Lawn Maintenance | 19,172.77 |
| Plant Purchases | |
| Perenials | 109.14 |
| Plant Purchases - Other | 9,402.02 |
| Total Plant Purchases | 9,511.16 |
| Supplies and Equipment | 8,911.65 |
| Trees | 68.47 |
| Water Gardens | |
| Pond Fish | 45.00 |
| Pond Maintenance | 21,905.80 |
| Pond plants | 1,170.25 |
| Total Water Gardens | 23,121.05 |
| Total Horticulture | 73,164.24 |

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|--|-------------------|
| Memberships and Fundraising | |
| Contract Labor | 84.00 |
| Food & Beverage | 1,066.33 |
| Meetings and Seminars | 3,648.46 |
| Software | 1,225.00 |
| Memberships and Fundraising - Other | 2,599.46 |
| Total Memberships and Fundraising | 8,623.25 |
| Payroll Expense | |
| Executive Director Salary | 58,153.79 |
| Customer Service Staff | 23,099.09 |
| Facilities Staff | 9,218.61 |
| Health Insurance | 20,717.47 |
| Horticulture Assistant | 39,196.72 |
| Horticulturist Salary | 27,435.46 |
| Membership/Programs Salary | 33,587.36 |
| Sales Manager Salary | 41,867.92 |
| Payroll Taxes | 19,715.86 |
| Payroll Expense - Other | 667.71 |
| Total Payroll Expense | 273,659.99 |
| Program Expense | |
| Educational/Cultural Programs | 13,612.88 |
| Yoga | 40.00 |
| Program Expense - Other | 25.00 |
| Total Program Expense | 13,677.88 |
| Rental Expense | |
| Cleaning Fee | 17,101.00 |
| Contract Labor | 17,127.20 |
| Security Guards | 3,773.00 |
| Rental Expense - Other | 5,643.16 |
| Total Rental Expense | 43,644.36 |
| Total Expense | 520,364.26 |
| Net Ordinary Income | -53,924.43 |
| Other Income/Expense | |
| Other Income | |
| Interest Income | 69.59 |
| Sales Tax Discount | 467.21 |
| Total Other Income | 536.80 |
| Other Expense | |
| Fixed Asset Additions | 0.00 |
| Depreciation & Amortization Exp | 9,648.00 |
| Total Other Expense | 9,648.00 |
| Net Other Income | -9,111.20 |
| Net Income | -63,035.63 |