

Pro Forma: Zilker Botanical Garden Conservancy

Year 1 = First Full Year After Gate has Transitioned and All Positions are Filled

	Year 1	Year 2	Year 3
Revenue:			
Gate Receipts	\$ 695,000	\$ 715,850	\$ 737,326
Share going to General Fund	(250,200)	(257,706)	(265,437)
Net Gate Admissions	444,800	458,144	471,888
Membership	40,000	50,000	60,000
Annual Gala	60,000	70,000	80,000
Gift Shop (net)	10,000	10,000	11,000
Small Events	5,000	10,000	12,000
Other Donations	75,000	100,000	125,000
Subtotal: Other Operating Revenue	190,000	240,000	288,000
Total Revenue (excluding capital)	634,800	698,144	759,888
Expenses:			
Development Director	80,000	82,400	84,872
Accounting (PT)	20,000	20,600	21,218
Programming (2 PT) (A)	50,000	51,500	93,045
Gate Staff (B)	80,000	82,400	84,872
Administrative Asst. (PT)	20,000	20,600	21,218
Executive Director (shared position)	60,000	61,800	63,654
Benefits	50,000	51,500	53,045
Subtotal: Staffing	360,000	370,800	381,924
Software/IT/Website/POS	35,000	36,050	37,132
Marketing/Maps/Brochures	20,000	20,600	21,218
Ipads/Phones/Telecomm/Other	15,000	15,450	15,914
Facilities			
Subtotal: Operating Expenses	430,000	442,900	456,187
Net Operating Income:	\$ 204,800	\$ 255,244	\$ 303,701
Available Cash for Projects (C)	\$ 204,800	\$ 255,244	\$ 303,701

Add staff in Year 3

(A) Increase in educational programs to increase both number of students and breadth of material covered

(B) Staff and function transferred from PARD

(C) Funds to be used for Deferred Maintenance or Garden Improvements (20% of overall gate fee managed by PARD initially).
Master Plan, Fundraising Consultant and other capital projects mutually agreed upon by ZBGC and PARD

Capital Campaign:

Master Plan

Site Redevelopment

\$200,000 to be raised over first 2 years of operation

\$20MM to \$25MM to be raised over the first six to eight years of operation

Might need additional outside fundraising help starting in Year 3 (launch of major campaign)

