

**Fairmount Park Conservancy  
FY20 Consolidated Budget  
Unrestricted Revenue & Releases**

	<u>FY20 Budget</u>
<b>REVENUE, GAINS, AND OTHER SUPPORT</b>	
<b>Support</b>	
Individuals	
Board of Directors	\$ 55,000
Annual Appeal & Major Giving	\$ 134,350
Membership Dues	\$ 27,000
Corporations	\$ 280,650
Foundations	\$ 25,000
Government Grants	\$ 400,000
In-Kind	\$ 38,000
Special Events	\$ 460,500
Net Assets Released from Restrictions	
Corporate Grants	\$ 448,475
Foundation Grants	\$ 3,634,499
Individual Support	\$ 1,979,702
Campaign Fundraising	\$ 654,733
<b>Total Support</b>	<b>\$ 8,137,909</b>
<b>Earned Revenue</b>	
Contracts	
Concessions Admin Support (Program Support, The Oval)	\$ 100,000
Concessions Expense Reimbursement	\$ 496,335
Conservation Fee-For-Service	\$ 520,000
Historic House	\$ 167,500
Natural Lands	\$ 157,913
Other Government Contracts (PWD, Trolley Trails)	\$ 170,275
Rental Income	\$ 175,724
Interest Income	\$ 62,500
Realized/Unrealized Gains & Losses on Investments	\$ -
Event Ticket Sales & Revenue	\$ 70,000
<b>Total Earned Revenue</b>	<b>\$ 1,920,247</b>
<b>TOTAL REVENUE, GAINS, AND OTHER SUPPORT</b>	<b>\$ 10,058,156</b>
<b>EXPENSES</b>	
Administrative & Fundraising	
Salary & Benefits	\$ 1,030,413
Operating Costs	\$ 846,981
Campaign Costs	\$ 458,318
Program	
Salary & Benefits	\$ 1,357,595
Program Services	\$ 2,463,302
Capital Expenses	\$ 3,863,755
<b>TOTAL EXPENSES</b>	<b>\$ 10,020,363</b>
<b>CHANGE IN UNRESTRICTED NET ASSETS (Surplus/(Deficit))</b>	<b>\$ 37,793</b>