

**FAIRCHILD TROPICAL BOTANIC GARDEN
FY2017-2018 BUDGET**

CONFIDENTIAL

SOURCE OF FUNDS	BUDGET 2017-2018
Contributions:	
Unrestricted	\$ 350,000
Restricted	1,762,000
Total contributions	2,112,000
Endowment	800,000
Earned income, net of expenses:	
Garden Shop	237,000
Special events	460,000
Education tuition	229,000
Facility rentals	285,000
Prior year carry forward for capital expenditures	325,000
Other	131,000
Total earned income	1,667,000
Admission income	825,000
Membership income	1,609,000
Grants and contracts:	
Federal	319,000
State	113,000
County and local	681,000
Other	229,000
Total Grants and contracts	1,342,000
Total source of funds	\$ 8,355,000

**FAIRCHILD TROPICAL BOTANIC GARDEN
FY2017-2018 PROPOSED BUDGET**

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	APPROVED BUDGET 2016-2017	PROPOSED BUDGET 2017-2018	2017-2018 BUDGET VS. 2016-2017 BUDGET INCREASE/ (DECREASE)	NOTES & (Pages)
EXPENDITURES				12
Horticulture:				
Grounds, Palms, Conservatories & Nursery	\$1,001,000	\$ 935,000	\$ (66,000)	
Plant records	162,000	164,000	2,000	
Tropical Fruit	190,000	185,000	(5,000)	
Management	172,000	144,000	(28,000)	
Facilities/Utilities allocation	309,000	299,000	(10,000)	13
Other allocated costs	323,000	324,000	1,000	13
Total	2,157,000	2,051,000	(106,000)	
Research:				
Laboratory Science	100,000	100,000	0	
South Florida Conservation	185,000	176,000	(9,000)	
Herbarium	84,000	98,000	14,000	
Management	81,000	82,000	1,000	
Facilities/Utilities allocation	375,000	362,000	(13,000)	13
Other allocated costs	271,000	275,000	4,000	13
Total	1,096,000	1,093,000	(3,000)	
Education:				
Continuing adult education	134,000	137,000	3,000	
Fairchild Challenge Programs	855,000	785,000	(70,000)	
Community Outreach Programs	109,000	75,000	(34,000)	
Management	152,000	157,000	5,000	
Facilities/Utilities allocation	167,000	161,000	(6,000)	13
Other allocated costs	227,000	249,000	22,000	13
Total	1,644,000	1,564,000	(80,000)	
Support services:				
Admissions/Visitor Services & Garden Shop	854,000	923,000	69,000	
Member Services & Donor Relations	817,000	817,000	0	
Marketing & Publications	750,000	811,000	61,000	
Management & general - payroll	378,000	394,000	16,000	
Management & general - other	102,000	102,000	0	
Total	2,901,000	3,047,000	146,000	13
Total operating expenses	7,798,000	7,755,000	(43,000)	
Capital expenditures	150,000	300,000	150,000	14
Treasurer's contingency fund	200,000	300,000	100,000	
Total expenditures	\$8,148,000	\$ 8,355,000	\$ 207,000	

**FAIRCHILD TROPICAL BOTANIC GARDEN
FY2017-2018 PROPOSED BUDGET
NOTES - EXPENDITURES**

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INCREASE (DECREASE) IN OPERATING EXPENSES BY FUNCTION:

	Increase (Decrease)		Total
	Payroll Expenses (1)	Non-Payroll Expenses (1)	
Horticulture	\$ (88,000)	\$ (9,000) (2)	\$ (97,000)
Research	1,000	5,000	6,000
Education	(38,000)	(58,000) (3)	(96,000)
Volunteer Services	-	(1,000)	(1,000)
Facilities / Utilities	(83,000)	43,000 (4)	(40,000)
Admissions/Visitor Services & Garden Shop	66,000	(9,000)	57,000
Member Services & Donor Relations	(57,000)	64,000 (5)	7,000
Marketing & Publications	28,000	52,000 (6)	80,000
Management & General	48,000	(7,000) (7)	41,000
	\$ (123,000)	\$ 80,000	\$ (43,000)

- (1) In addition to specific items discussed below: overall change in Payroll Expenses reflects restructuring measures in all areas of the organization. Overall decreases in non-payroll expenses reflect planned reductions in operating expenses in all areas of the organization.
- (2) Decrease reflects the completion in FY16-17 of grant funded collecting travel by staff offset by projected increase in grounds maintenance expenditures.
- (3) Decrease in Non-Payroll Expenses reflects the impact of the following grants: IMLS STEMLab Project (not in FY17-18 budget) , NASA Growing Beyond Earth (lower expenses in year two of the grant), and NFWF-Wells Fargo Stem Lab (completed in FY16-17).
- (4) Increase in Non-Payroll Expenses reflects a planned restructuring in automotive maintenance activities.
- (5) Increase in Non-Payroll Expenses reflects a planned focus on membership and donor campaigns.
- (6) Increase in Non-Payroll Expenses reflects the implementation of new advertising strategies and the projected costs related to the FY17-18 Art Program.
- (7) Decrease in Non-Payroll Expenses primarily reflects the reduction in Insurance Expense.

**FAIRCHILD TROPICAL BOTANIC GARDEN
FY2017-2018 PROPOSED BUDGET**

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GRANTS, CONTRACTS AND RESTRICTED CONTRIBUTIONS BY FUNCTION:

	Approved Budget 2016-2017	Proposed Budget 2017-2018	Increase (Decrease)
<u>Horticulture:</u>			
Horticulture Grants and Contracts	\$ 151,000	\$ 122,000	\$ (29,000)
General Operating Support Grants	157,000	158,000	1,000
Restricted Contributions	449,000	404,000	(45,000)
Subtotal	<u>\$ 757,000</u>	<u>\$ 684,000</u>	<u>\$ (73,000)</u>
<u>Research:</u>			
Research Grants and Contracts	\$ 268,000	\$ 258,000	\$ (10,000)
General Operating Support Grants	10,000	12,000	2,000
Restricted Contributions	119,000	153,000	34,000
Subtotal	<u>\$ 397,000</u>	<u>\$ 423,000</u>	<u>\$ 26,000</u>
<u>Education:</u>			
Education Grants and Contracts	\$ 699,000	\$ 478,000	\$ (221,000)
General Operating Support Grants	126,000	101,000	(25,000)
Restricted Contributions	665,000	725,000	60,000
Subtotal	<u>\$ 1,490,000</u>	<u>\$ 1,304,000</u>	<u>\$ (186,000)</u>
<u>Support Services</u>			
General Operating Support Grants	\$ 180,000	\$ 213,000	\$ 33,000
Restricted Contributions	481,000	480,000	(1,000)
Subtotal	<u>\$ 661,000</u>	<u>\$ 693,000</u>	<u>\$ 32,000</u>
Total Grants/Contracts/Rest. Contributions	<u>\$ 3,305,000</u>	<u>\$ 3,104,000</u>	<u>\$ (201,000)</u>

**FAIRCHILD TROPICAL BOTANIC GARDEN
FY2017-2018 PROPOSED BUDGET**

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GRANTS AND CONTRACTS BY SOURCE:

	Approved Budget <u>2016-2017</u>	Proposed Budget <u>2017-2018</u>	Increase (Decrease)
<u>Federal:</u>			
IMLS-STEMLab Project	\$ 141,000	\$ -	\$ (141,000)
NASA-Growing Beyond Earth	307,000	292,000	(15,000)
NFWF/CPC-Partnership for Seed Banking on Fed. Agency Lands	7,000	-	(7,000)
NFWF-Wells Fargo Stem Lab	100,000	-	(100,000)
NSF-USF Integrating the Herbaria of Peninsular Florida	-	24,000	24,000
USDI-NPS-Long Term Hammock-Long Pine Key-Everglades NP	15,000	3,000	(12,000)
USFWS Sierra Bermeja in Puerto Rico	15,000	-	(15,000)
Subtotal	<u>\$ 585,000</u>	<u>\$ 319,000</u>	<u>\$ (266,000)</u>
<u>State:</u>			
FL Endangered & Threatened Plant Conservation Grant	\$ 74,000	\$ 71,000	\$ (3,000)
Florida Cultural Institutions Program - General Operating Support	90,000	32,000	(58,000)
SFWMD - Deering Estate	9,000	10,000	1,000
Subtotal	<u>\$ 173,000</u>	<u>\$ 113,000</u>	<u>\$ (60,000)</u>
<u>County and local :</u>			
Coral Gables Cultural Operating Support Grant	\$ 7,000	\$ 10,000	\$ 3,000
MDCPS Conservation Biology Magnet Program	89,000	89,000	-
Miami-Dade County Cultural Affairs Council (Majors) Oper. Supp.	376,000	376,000	-
Miami-Dade County Operating Support	-	66,000	66,000
Miami-Dade County Parks & Recreation - NAM Contract	66,000	60,000	(6,000)
Million Orchid Project - City of Coral Gables	30,000	30,000	-
Million Orchid Project - City of Doral	15,000	15,000	-
Million Orchid Project - City of South Miami	5,000	5,000	-
Million Orchid Project - Village of Palmetto Bay	30,000	30,000	-
Subtotal	<u>\$ 618,000</u>	<u>\$ 681,000</u>	<u>\$ 63,000</u>
<u>Other:</u>			
CPC - Endangered Species Endowment (TAXA)	\$ 2,000	\$ 5,000	\$ 3,000
Everglades Foundation - Fairchild Challenge	-	15,000	15,000
FIU-Latin American and Caribbean Center	12,000	12,000	-
Peacock Foundation Grant	50,000	70,000	20,000
Phipps Conservatory-Botany in Action 2017	-	5,000	5,000
Stanley Smith Hort. Trust-Butterfly Exhibit Collecting Trip-Costa Rica	20,000	-	(20,000)
Stanley Smith Hort. Trust-Enhancing Bahamian Horticultural Legacy	9,000	-	(9,000)
UM Four Fillies Contract	122,000	122,000	-
Subtotal	<u>\$ 215,000</u>	<u>\$ 229,000</u>	<u>\$ 14,000</u>
Total Grants and Contracts	<u><u>\$ 1,591,000</u></u>	<u><u>\$ 1,342,000</u></u>	<u><u>\$ (249,000)</u></u>

**FAIRCHILD TROPICAL BOTANIC GARDEN
FY2017-2018 PROPOSED BUDGET**

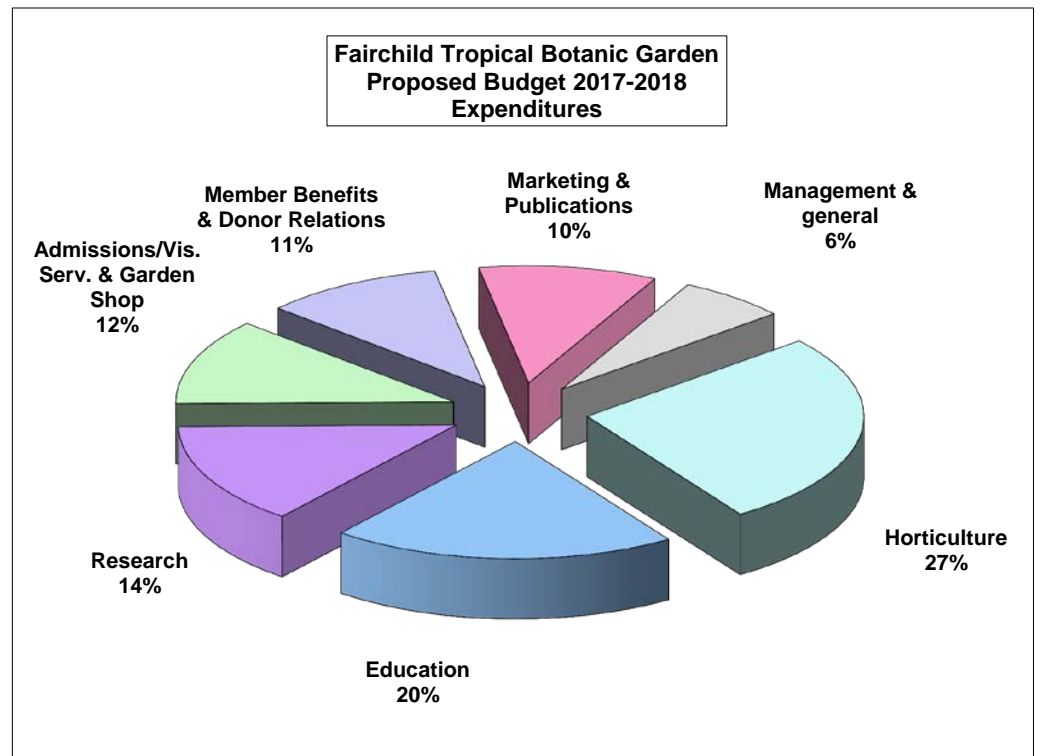
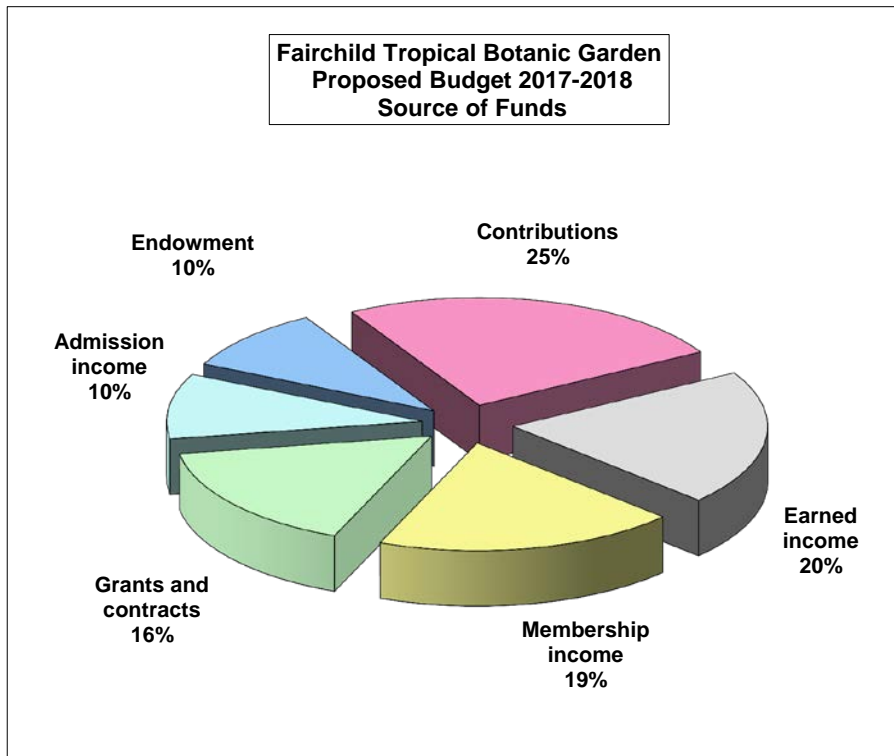
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GRANTS AND CONTRACTS BY FUNCTION:

	Approved Budget 2016-2017	Proposed Budget 2017-2018	Increase (Decrease)
<u>Horticulture:</u>			
Stanley Smith Hort. Trust-Butterfly Exhibit Collecting Trip-Costa Rica	\$ 20,000	\$ -	\$ (20,000)
Stanley Smith Hort. Trust-Enhancing Bahamian Horticultural Legacy	9,000	-	(9,000)
UM Four Fillies Contract	122,000	122,000	-
Subtotal	<u>\$ 151,000</u>	<u>\$ 122,000</u>	<u>\$ (29,000)</u>
<u>Research:</u>			
CPC - Endangered Species Endowment (TAXA)	\$ 2,000	\$ 5,000	\$ 3,000
FL Endangered & Threatened Plant Conservation Grant	74,000	71,000	(3,000)
Miami-Dade County Parks & Recreation - NAM Contract	66,000	60,000	(6,000)
Million Orchid Project - City of Coral Gables	30,000	30,000	-
Million Orchid Project - City of Doral	15,000	15,000	-
Million Orchid Project - City of South Miami	5,000	5,000	-
Million Orchid Project - Village of Palmetto Bay	30,000	30,000	-
NFWF/CPC-Partnership for Seed Banking on Fed. Agency Lands	7,000	-	(7,000)
NSF-USF Integrating the Herbaria of Peninsular Florida	-	24,000	24,000
Phipps Conservatory-Botany in Action 2017	-	5,000	5,000
SFWMD - Deering Estate	9,000	10,000	1,000
USDI-NPS-Long Term Hammock-Long Pine Key-Everglades NP	15,000	3,000	(12,000)
USFWS Sierra Bermeja in Puerto Rico	15,000	-	(15,000)
Subtotal	<u>\$ 268,000</u>	<u>\$ 258,000</u>	<u>\$ (10,000)</u>
<u>Education:</u>			
Everglades Foundation - Fairchild Challenge	\$ -	\$ 15,000	\$ 15,000
FIU-Latin American and Caribbean Center	12,000	12,000	-
IMLS-STEMLab Project	141,000	-	(141,000)
MDCPS Conservation Biology Magnet Program	89,000	89,000	-
NASA-Growing Beyond Earth	307,000	292,000	(15,000)
NFWF-Wells Fargo Stem Lab	100,000	-	(100,000)
Peacock Foundation Grant	50,000	70,000	20,000
Subtotal	<u>\$ 699,000</u>	<u>\$ 478,000</u>	<u>\$ (221,000)</u>
<u>General Operating Support & Other :</u>			
Coral Gables Cultural Operating Support Grant	\$ 7,000	\$ 10,000	\$ 3,000
Florida Cultural Institutions Program - General Operating Support	90,000	32,000	(58,000)
Miami-Dade County Cultural Affairs Council (Majors) Oper. Supp.	376,000	376,000	-
Miami-Dade County Operating Support	-	66,000	66,000
Subtotal	<u>\$ 473,000</u>	<u>\$ 484,000</u>	<u>\$ 11,000</u>
Total Grants and Contracts	<u>\$ 1,591,000</u>	<u>\$ 1,342,000</u>	<u>\$ (249,000)</u>

RESTRICTED CONTRIBUTIONS BY FUNCTION:

	Approved Budget 2016-2017	Proposed Budget 2017-2018	Increase (Decrease)
<u>Horticulture:</u>			
Conservatory Maintenance - Selma Alexander	\$ 3,000	\$ -	\$ (3,000)
Fairchild Farm International Students Program	8,000	8,000	-
Fessendem - Palmetum	10,000	10,000	-
Geiger Foundation - Tropical Flower Garden	8,000	8,000	-
Lisa D. Anness Butterfly Garden-JLR Holdings Contribution	10,000	10,000	-
The Clinton Family Fund-Butterfly-Hummingbird Contribution	-	20,000	20,000
Whitman Collecting Fund-Tropical Fruit Program	20,000	18,000	(2,000)
Whitman Foundation - Tropical Fruit Program	390,000	330,000	(60,000)
Subtotal	\$ 449,000	\$ 404,000	\$ (45,000)
<u>Research:</u>			
Native Orchid Reintroduction Project	\$ 18,000	\$ 48,000	\$ 30,000
Preservation of SF Native Ferns	1,000	5,000	4,000
Raymond F. Baddour, Sc.D., DNA Laboratory - Anne Baddour	100,000	100,000	-
Subtotal	\$ 119,000	\$ 153,000	\$ 34,000
<u>Education:</u>			
Bank of America - Fairchild Elementary School Challenge	\$ 10,000	\$ 10,000	\$ -
Batchelor Foundation - Fairchild Challenge Program	600,000	600,000	-
Fairchild Palms - Fairchild Challenge Program	20,000	20,000	-
Lisa D. Anness Butterfly Garden-JLR Holdings Contribution	15,000	15,000	-
Louis Vaughn Memorial Scholarship Fund	10,000	10,000	-
O'Keefe/Stephens-Education Programs	-	50,000	50,000
Rosenberg Foundation - Bus Rental	10,000	10,000	-
Shepard Broad Foundation	-	10,000	10,000
Subtotal	\$ 665,000	\$ 725,000	\$ 60,000
<u>Support Services</u>			
Al Nahmed - Watsco Kids	\$ 5,000	\$ -	\$ (5,000)
Alzheimer's Program - Lin Lougheed	10,000	6,000	(4,000)
American Orchid Society	115,000	120,000	5,000
James A. Kushlan Bird Conservation Program	15,000	15,000	-
Native Orchid Reintroduction Project	-	10,000	10,000
Science Village - DiMare Foundation	150,000	150,000	-
Science Village - The Joyce & M. Anthony Burns Bldg.	20,000	18,000	(2,000)
Science Village - The Richard H. Simons Loggia	25,000	20,000	(5,000)
The Adam R. Rose and Peter R. McQuillan Arts Center	141,000	141,000	-
Subtotal	\$ 481,000	\$ 480,000	\$ (1,000)
Total Restricted Contributions	\$ 1,714,000	\$ 1,762,000	\$ 48,000



Source of Funds	2015-2016	2016-2017	2017-2018
Contributions	30%	25%	25%
Earned income	17%	17%	20%
Membership income	19%	19%	19%
Grants and contracts	14%	19%	16%
Admission income	10%	10%	10%
Endowment	10%	10%	10%

Expenditures	2015-2016	2016-2017	2017-2018
Horticulture	26%	28%	27%
Education	22%	21%	20%
Research	12%	14%	14%
Admissions/Vis. Serv. & Garden Shop	11%	11%	12%
Member Benefits & Donor Relations	11%	10%	11%
Marketing & Publications	10%	10%	10%
Management & general	8%	6%	6%

FAIRCHILD TROPICAL BOTANIC GARDEN
 FY2017-2018 PROPOSED BUDGET
 FUNCTIONAL EXPENSE SCHEDULE

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	PROGRAM SERVICES			SUPPORT SERVICES							Proposed Budget 2017-2018	Approved Budget 2016-2017	Increase (Decrease)
	Horticulture	Research	Education	Volunteer Services	Facilities/ Utilities	Admissions/ Visitor Services & Garden Shop	Member Benefits & Donor Relations	Marketing & Publications	Management & General				
Direct expenses:													
Payroll expense	\$ 1,084,000	\$ 360,000	\$ 740,000	\$ 183,000	\$ 465,000	\$ 444,000	\$ 347,000	\$ 480,000	\$ 722,000	\$ 4,825,000	\$ 4,948,000	\$ (123,000)	
Supplies	154,000	58,000	110,000	11,000	68,000	38,000	25,000	12,000	53,000	529,000	538,000	(9,000)	
Telephone	2,000	-	-	-	53,000	-	-	-	1,000	56,000	56,000	-	
Postage	1,000	1,000	6,000	2,000	-	21,000	66,000	25,000	2,000	124,000	115,000	9,000	
Buildings & grounds maintenance	113,000	2,000	-	-	352,000	-	1,000	3,000	3,000	474,000	453,000	21,000	
Equipment rental and maintenance	29,000	10,000	36,000	-	179,000	15,000	50,000	41,000	66,000	426,000	385,000	41,000	
Printing and publications	2,000	-	23,000	3,000	-	11,000	63,000	165,000	-	267,000	233,000	34,000	
Travel	23,000	10,000	4,000	-	-	-	1,000	1,000	3,000	42,000	64,000	(22,000)	
FC/other meetings, dues & memberships	5,000	8,000	41,000	-	2,000	5,000	34,000	17,000	22,000	134,000	119,000	15,000	
Insurance	-	-	-	-	-	-	-	-	470,000	470,000	485,000	(15,000)	
Professional fees	15,000	6,000	108,000	-	-	2,000	12,000	26,000	96,000	265,000	266,000	(1,000)	
Miscellaneous	-	1,000	86,000	13,000	-	16,000	20,000	1,000	6,000	143,000	136,000	7,000	
Total expenses before allocations	\$ 1,428,000	\$ 456,000	\$ 1,154,000	\$ 212,000	\$ 1,119,000	\$ 552,000	\$ 619,000	\$ 771,000	\$ 1,444,000	\$ 7,755,000	\$ 7,798,000	\$ (43,000)	
Management & general	266,000	227,000	179,000	-	-	103,000	119,000	101,000	(995,000)	-	-	-	
Facilities/Utilities	299,000	362,000	161,000	-	(1,119,000)	117,000	68,000	75,000	37,000	-	-	-	
Volunteer services	33,000	23,000	27,000	(212,000)	-	101,000	7,000	16,000	5,000	-	-	-	
Marketing & Publications	25,000	25,000	33,000	-	-	24,000	51,000	(158,000)	-	-	-	-	
Fund-raising database expenses	-	-	10,000	-	-	26,000	(47,000)	6,000	5,000	-	-	-	
Total allocated costs	\$ 623,000	\$ 637,000	\$ 410,000	\$ (212,000)	\$ (1,119,000)	\$ 371,000	\$ 198,000	\$ 40,000	\$ (948,000)	\$ -	\$ -	\$ -	
Total expenses after allocations	\$ 2,051,000	\$ 1,093,000	\$ 1,564,000	\$ -	\$ -	\$ 923,000	\$ 817,000	\$ 811,000	\$ 496,000	\$ 7,755,000	\$ 7,798,000	\$ (43,000)	
% of Total expenses after allocations	27%	14%	20%			12%	11%	10%	6%	100%			
Capital expenditures	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 300,000	\$ 150,000	\$ 150,000	
Treasurer's contingency fund	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 300,000	\$ 200,000	\$ 100,000	
Total expenditures	\$ 2,051,000	\$ 1,093,000	\$ 1,564,000	\$ -	\$ -	\$ 923,000	\$ 817,000	\$ 811,000	\$ 496,000	\$ 8,355,000	\$ 8,148,000	\$ 207,000	

**FAIRCHILD TROPICAL BOTANIC GARDEN
FY2017-2018 PROPOSED BUDGET
INVESTMENT AND OPERATING FUNDS**

	October 31, 2017 Balances
FTBG Endowment Fund	\$ 15,193,212
State of Florida Cultural Endowment Fund	1,588,939
Temporarily Restricted Contributions Investment Funds:	
William F. Whitman Tropical Fruit Fund	1,298,535
Other Temporarily Restricted Contributions Fund	3,678,339
Operating Accounts	557,709
Total	<u>\$ 22,316,734</u>