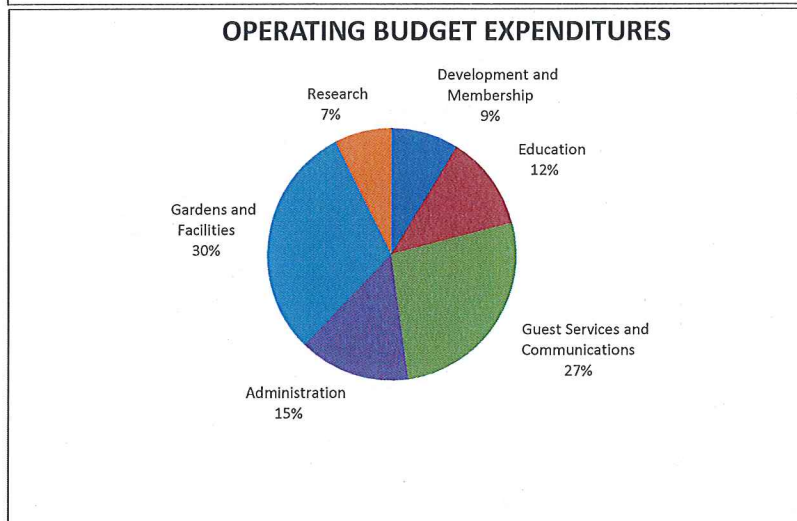
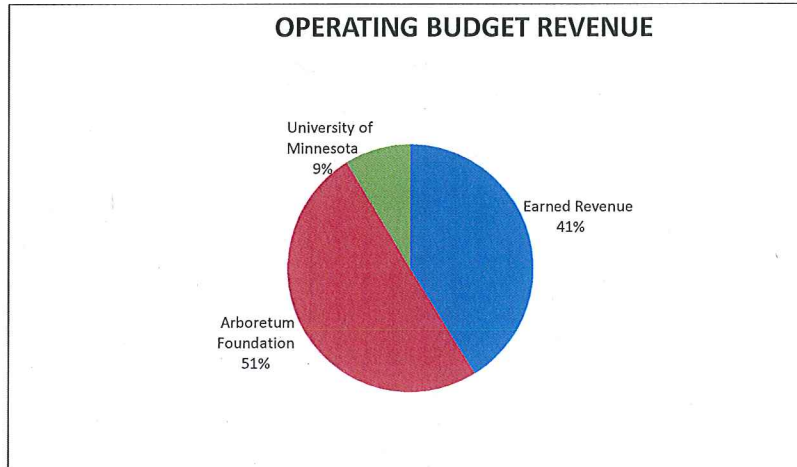


**MINNESOTA LANDSCAPE ARBORETUM**  
**FY2017 Operations Budget Summary**  
**BUDGET \$14,045,291**  
**July 1, 2016 - June 30, 2017**



**REVENUE**

<b><i>Earned Revenue</i></b>		5,768,841	41%
Education	1,096,511		
Guest Services & Rentals	500,000		
Giftstore	1,200,000		
Gatehouse	1,060,000		
Café & Catering Commissions	235,000		
Research Product Sales	255,000		
Events & Exhibits	1,305,000		
Other Revenue	<u>117,330</u>		
<b><i>Arboretum Foundation</i></b>		7,061,953	50%
Annual Fundraising/Corporate Sponsorship	2,285,000		
Other Philanthropic Income *	594,000		
Memberships	1,700,000		
Signature Fundraising Events	290,000		
Restricted Secured Operating Gifts	636,395		
Endowment Spendable Interest	1,221,599		
Land Payable/Deferred Maint Endowment Interest	<u>334,959</u>		
<b><i>University of Minnesota</i></b>		1,214,497	9%
<b>TOTAL REVENUE</b>		<u><u>14,045,291</u></u>	<b>100%</b>

**EXPENSE**

Development and Membership	1,227,482	9%
Education	1,719,631	12%
Guest Services and Communications	3,759,513	27%
Administration	2,039,700	15%
Gardens and Facilities	4,256,920	30%
Research	<u>1,042,045</u>	7%
<b>TOTAL EXPENSE</b>	<u><u>14,045,291</u></u>	<b>100%</b>

\* OPI - Bequests, memorials, non-recurring, trustee challenge