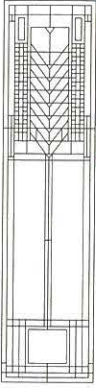


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Martin House Restoration Corporation



MARKET ARCADE, 617 MAIN STREET, BUFFALO, NEW YORK 14203
TEL. 716.856.3858 FAX 716.856.4009
www.darwinmartinhouse.org

CE

January 19, 2012

Clerk of the Erie County Legislature
92 Franklin Street
4th Floor
Buffalo, NY 14202

Re: 2012 Budget Accountability Act for Recipients of Funding in 2012 Erie County Budget

Dear Clerk of the Erie County Legislature:

Pursuant to the letter of Barbara Miller-Williams, Chair of the Erie County Legislature, dated December 12, 2011, and in accordance with the 2012 Budget Accountability Act, please find enclosed the 2012 budget of the Martin House Restoration Corporation (MHRC), approved by its Board of Directors on December 8, 2011.

The entire amount of the Erie County allocation to the MHRC will be used to offset salary and other payroll expenses of its employees.

The MHRC is sincerely grateful to the County of Erie for its support of the Martin House over these many years. We are also deeply appreciative of the County's continued commitment to cultural funding in general within our community.

Should you require additional information, please contact me at 856-3858.

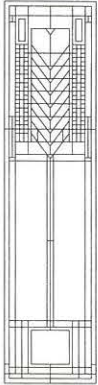
Sincerely,


Amy S. Downing
Assistant Director, Grants & Finance

Enclosures

2M-23

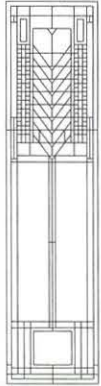
Martin House Restoration Corporation



**Martin House Restoration Corporation
2012 FINAL Budget**

| | FY 2012 FINAL Budget |
|---|----------------------------|
| OPERATING: | |
| OPERATING REVENUES | |
| Museum Shop Sales | 362,500 |
| Less - Cost of Sales | 199,375 |
| Gross Profit | <u>163,125</u> |
| OTHER OPERATING REVENUE: | |
| Martin House Associates and Annual Fund | 180,000 |
| Contributed Services | 16,500 |
| Erie County CRAB grant | 140,000 |
| Earned Revenue: | |
| Tours | 368,750 |
| Educational Programs | 10,000 |
| Rental Income (new in 2012) | 36,000 |
| Miscellaneous | 24,000 |
| Interest Income | - |
| Special Events Revenue | 55,000 |
| Total Operating Revenue | <u>993,375</u> |
| OPERATING EXPENSES: | |
| Museum Shop Expense | 40,000 |
| Tour Expense | 20,000 |
| Educational Programs Expense | 5,000 |
| Special Events Expense | 25,000 |
| Volunteer Activities | 8,000 |
| Oishei Marketing Grant | - |
| Total Operating Expense | <u>98,000</u> |
| Income from Operations | <u>895,375</u> |
| Annual Visitation | 25,000 |
| Tour Revenue/Visitor | 14.75 |
| Merch Revenue/Visitor | 14.50 |

Martin House Restoration Corporation



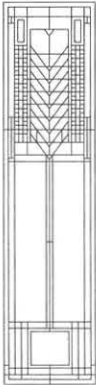
**Martin House Restoration Corporation
2012 FINAL Budget**

**FY 2012
FINAL
Budget**

**SITE & ADMINISTRATIVE OPERATIONS
EXPENSES:**

| | |
|--|-------------------------|
| Bad Debt Expense | - |
| Board Expenses | 3,500 |
| Books, Subscriptions, and Dues | 3,000 |
| Capital Campaign (in years 2009-2011, see Fundraising Exp) | - |
| Entertainment | 1,500 |
| Fundraising Expense | 5,000 |
| Information Technology (new in 2009) | 25,000 |
| Insurance | 73,000 |
| Marketing & Communications (Advertising, PR) | 46,000 |
| Occupancy & Maintenance - Martin House | 29,000 |
| Occupancy & Maintenance - Barton House | 5,000 |
| Occupancy & Maintenance - 143 Jewett | 15,000 |
| Occupancy & Maintenance - 291 Woodward | 5,000 |
| Occupancy & Maintenance - Gardener's Cottage | 5,000 |
| Occupancy & Maintenance - Greatbatch Pavilion | 43,000 |
| Office Expense | 30,000 |
| Payroll Expense (including employee benefits) | 647,000 |
| Postage | 10,000 |
| Printing, Photography & Reproduction | 20,000 |
| Professional Fees | 16,000 |
| Rent | 1,591 |
| Professional Development | 2,000 |
| Telephone & Web Site | 18,000 |
| Travel | 7,000 |
| Total Site & Administrative Operations Expense | <u>1,010,591</u> |
| Corporate Expenses | - |
| Office Furnishings & Computer Equipment | 12,000 |
| Site Fixed Assets | 2,000 |
| Total Corporate Expense | <u>14,000</u> |
| TOTAL OPERATIONS PROFIT/LOSS | <u>(129,216)</u> |

Martin House Restoration Corporation



**Martin House Restoration Corporation
2012 FINAL Budget**

| | FY 2012 FINAL Budget |
|---|----------------------------|
| CAPITAL FUND: | |
| REVENUES: | |
| Unrestricted | |
| Capital Campaign - Private | 1,500,000 |
| Total Unrestricted Revenue | <u>1,500,000</u> |
| Restricted - Design, Reconstruction, & Restoration | |
| Capital Campaign - Federal Government | 250,000 |
| Capital Campaign - New York State | 1,112,500 |
| Capital Campaign - Erie County | - |
| Capital Campaign - City of Buffalo | 500,000 |
| Capital Campaign - Private | |
| Total Restricted Revenue | <u>1,862,500</u> |
| TOTAL CAPITAL FUND REVENUES | <u>3,362,500</u> |
| Restoration Project Expense | |
| Design, Reconstruction and Restoration | |
| Construction Management | |
| Barton House | 130,000 |
| Martin House (incl. P, C, CH) | |
| Phase III | - |
| Phase IV | - |
| Phase V | 3,000,000 |
| Art Glass Restoration/Replication | 61,000 |
| Landscape Restoration | 75,000 |
| Visitors' Center: | |
| Museum Shop Fixtures | - |
| Demolition Expense - 135 Jewett - Building A | - |
| 143 Jewett Parkway | - |
| 291 Woodward Avenue | - |
| Gardener's Cottage | - |
| Greenhouse | - |
| Tree of Life Exhibit | - |
| Artifact Acquisition | - |
| Historic Furnishings / Replication | 2,000 |
| Interest Expense | 30,000 |
| Miscellaneous Restoration Expense | - |
| TOTAL RESTORATION PROJECT EXPENSE | <u>3,298,000</u> |
| NET CAPITAL FUND ACTIVITY | <u>64,500</u> |
| TOTAL OPERATING AND CAPITAL | <u>(64,716)</u> |