

	<u>FY24 Budget</u>
<b>Revenue</b>	
<i>Earned Income</i>	
Admissions	1,210,000
Membership	244,000
Retail Outsource	36,100
Program Fees	75,550
Birthday Party Income	52,000
Facility Rental	20,500
Miscellaneous	92,550
Interest & Investments	66,180
Earned Revenue Subtotal	<u>1,796,880</u>
<i>Contributed Income</i>	
Federal Grants	-
State Grants	776,000
Local Grants	6,000
SL County	298,000
Foundation Contributions	144,000
Corporate Contributions***	210,000
Individual Contributions	23,200
Contributed Income Subtotal	<u>1,457,200</u>
<b>Total Revenue</b>	<b><u>\$ 3,254,080</u></b>

<b>Expenses</b>	
Salaries & Wages	\$ 1,838,906
Benefits	379,860
Office Supplies	5,460
Supplies	90,475
Contracted Services	10,550
Website and Internet	7,600
Promotions	26,500
Advertising	80,075
Hospitality	4,850
Recognition	1,300
Insurance	46,375
Professional Services	57,750
Postage and Shipping	490
Equipment and Software	40,000
Meetings	2,920
Travel	48,080
Training and Memberships	20,375
School Transportation Scholars	4,800
Personnel	22,700
Utilities	211,309
Telephone	12,677
Occupancy	135,270
Printing	19,400
Exhibit Rental & Development	-
Repairs and Maintenance	88,575
Interest	-
Bank & Credit Card Processing	52,100
Cost of Goods Sold/Discounts	137,695
Miscellaneous	-
Janitorial	65,560
<b>Total Salaries and Benefits</b>	<b>2,218,766</b>
<b>Total Operating Expenses</b>	<b>1,192,886</b>
<b>Total Expenses</b>	<b><u>3,411,652</u></b>

**Net Increase (Decrease)** \$ (157,572)

<b>Total Revenue</b>	<b><u>\$ 3,254,080</u></b>
Inkind	11,250
Inkind Rent	1,099,648
<b>Total Adjusted Revenue</b>	<b><u>4,364,978</u></b>

<b>Total Expenses</b>	<b><u>3,411,652</u></b>
Inkind	11,250
Inkind Rent	1,099,648
Depreciation	258,800
<b>Total Adjusted Expenses</b>	<b><u>4,781,350</u></b>

**Net Increase (Decrease)** \$ (416,372)

	<u>FY25 Budget</u>
<b>Revenue</b>	
<i>Earned Income</i>	
Admissions	1,275,000
Membership	275,000
Retail Outsource	37,000
Program Fees	75,550
Birthday Party Income	56,000
Facility Rental	20,000
Miscellaneous	96,000
Interest & Investments	102,450
Earned Revenue Subtotal	<u>1,937,000</u>
<i>Contributed Income</i>	
Federal Grants	-
State Grants	715,000
Local Grants	6,000
SL County	326,460
Foundation Contributions	145,000
Corporate Contributions***	250,000
Individual Contributions	25,000
Contributed Income Subtotal	<u>1,467,460</u>
<b>Total Revenue</b>	<b><u>\$ 3,404,460</u></b>

<b>Expenses</b>	
Salaries & Wages	\$ 2,048,333
Benefits	297,250
Office Supplies	4,884
Supplies	28,500
Contracted Services	1,700
Website and Internet	10,000
Promotions	-
Advertising	60,000
Hospitality	4,550
Recognition	-
Events	47,400
Insurance	35,500
Professional Services	34,500
Postage and Shipping	675
Equipment and Software	39,000
Meetings	600
Travel	48,216
Training and Memberships	15,650
Personnel	18,336
Utilities	230,676
Telephone	13,716
Occupancy	127,608
Printing	8,436
Repairs and Maintenance	44,000
Vehicles	25,000
Interest	-
Bank & Credit Card Processing	62,220
Cost of Goods Sold/Discounts	137,695
Miscellaneous	1,000
Janitorial	16,800
<b>Total Salaries and Benefits</b>	<b>2,345,583</b>
<b>Total Operating Expenses</b>	<b>1,016,662</b>
<b>Total Expenses</b>	<b><u>3,362,245</u></b>

**Net Increase (Decrease)** \$ 42,215

<b>Total Revenue</b>	<b><u>\$ 3,404,460</u></b>
Inkind	23,160
Inkind Rent	1,099,648
<b>Total Adjusted Revenue</b>	<b><u>4,527,268</u></b>

<b>Total Expenses</b>	<b><u>3,411,652</u></b>
Inkind	23,160
Inkind Rent	1,099,648
Depreciation	240,000
<b>Total Adjusted Expenses</b>	<b><u>4,774,460</u></b>

**Net Increase (Decrease)** \$ (247,192)