

Discovery Gateway Children's Museum

FY24 Budget

	FY21 ACTUAL	FY22 ACTUAL	FY22 Incr/(Decr) from FY21 Actual	Percentage Increase (Decrease)	FY23 Projection	FY24 Budget	FY24 Incr/(Decr) from FY23 Projection	Percentage Increase (Decrease)
Revenue								
<i>Earned Income</i>								
Admissions	285,655	1,085,139	799,484	280%	1,200,000	1,210,000	10,000	1%
Membership	258,880	182,993	(75,887)	-29%	208,861	244,000	35,139	17%
Retail Outsource	1,964	26,707	24,743	1260%	36,000	36,100	100	0%
Program Fees	19,443	69,165	49,723	256%	82,037	75,550	(6,487)	-8%
Birthday Party Income	665	33,871	33,206	4993%	65,000	52,000	(13,000)	-20%
Facility Rental	2,905	1,727	(1,178)	-41%	10,489	20,500	10,011	95%
Miscellaneous	470,371	455,379	(14,992)	-3%	89,084	92,550	3,466	4%
Interest & Investments	1,173	2,852	1,679	143%	50,000	66,180	16,180	32%
Earned Revenue Subtotal	1,041,055	1,857,833	816,778	78%	1,741,471	1,796,880	55,409	3%
<i>Contributed Income</i>								
Federal Grants	0	310,396	310,396	100%	0	-	-	-
State Grants	684,636	886,943	202,307	30%	753,000	776,000	23,000	3%
Local Grants	1,000	4,400	3,400	340%	0	6,000	6,000	0%
SL County	371,686	432,236	60,550	16%	301,377	298,000	(3,377)	-1%
Foundation Contributions	129,100	50,761	(78,339)	-61%	111,375	144,000	32,625	29%
Corporate Contributions***	125,901	150,814	24,913	20%	166,375	210,000	43,625	26%
Individual Contributions	28,304	24,423	(3,881)	-14%	20,000	23,200	3,200	16%
Contributed Income Subtotal	1,340,626	1,859,972	519,346	39%	1,352,127	1,457,200	105,073	8%
Total Revenue	\$ 2,702,247	\$ 3,717,805	\$ 1,015,558	38%	\$ 3,093,598	\$ 3,254,080	\$ 160,482	5%
Expenses								
Salaries & Wages	\$ 790,135	\$ 1,214,569	\$ 424,434	54%	\$ 1,546,249	\$ 1,838,906	\$ 292,657	19%
Benefits	181,173	270,234	89,061	49%	238,309	379,860	141,551	59%
Office Supplies	3,944	6,519	2,575	65%	5,216	5,460	244	5%
Supplies	24,135	70,795	46,660	193%	70,928	90,475	19,547	28%
Contracted Services	60,059	8,701	(51,358)	-86%	12,638	10,550	(2,088)	-17%
Website and Internet	2,414	4,322	1,907	79%	5,310	7,600	2,290	43%
Promotions	976	2,156	1,180	121%	4,580	26,500	21,920	479%
Advertising	52,223	87,555	35,333	68%	76,816	80,075	3,259	4%
Hospitality	2,285	26,713	24,428	1069%	4,361	4,850	489	11%
Recognition	1,070	605	(464)	-43%	1,505	1,300	(205)	-14%
Insurance	33,961	40,050	6,089	18%	40,378	46,375	5,997	15%
Professional Services	49,891	59,220	9,330	19%	60,971	57,750	(3,221)	-5%
Postage and Shipping	827	1,218	391	47%	414	490	76	18%
Equipment and Software	76,138	71,880	(4,258)	-6%	65,779	40,000	9,401	14%

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			Incr/(Decr) from FY21 Actual	Percentage Increase (Decrease)			Incr/(Decr) from FY23 Projection	Percentage Increase (Decrease)
Meetings	161	1,822	1,661	1033%	2,822	2,920	98	3%
Travel	25,774	42,338	16,564	64%	37,976	48,080	10,104	27%
Training and Memberships	18,266	17,164	(1,102)	-6%	16,837	20,375	3,538	21%
School Transportation Scholars	800	8,804	8,004	1001%	869	4,800	3,931	452%
Personnel	17,455	32,282	14,827	85%	23,641	22,700	(941)	-4%
Utilities	192,572	209,914	17,342	9%	209,297	211,309	2,012	1%
Telephone	9,961	11,834	1,873	19%	12,610	12,677	67	1%
Occupancy	114,636	128,519	13,883	12%	131,997	135,270	3,273	2%
Printing	3,308	12,314	9,006	272%	13,641	19,400	5,759	42%
Exhibit Rental & Development	-	-	39,674	0%	-	-	-	0%
Repairs and Maintenance	30,414	39,674	(30,402)	-100%	50,918	88,575	2,477	5%
Interest	2,668	12	37,333	1399%	-	-	-	0%
Bank & Credit Card Processing	13,884	40,001	26,117	188%	45,102	52,100	6,998	16%
Cost of Goods Sold/Discounts	3,929	172,978	169,050	4303%	143,282	137,695	(5,587)	-4%
Miscellaneous	(4)	-	4	-100%	-	-	-	0%
Janitorial	57,464	65,103	7,639	13%	65,088	65,560	472	1%
Total Salaries and Benefits	971,308	1,484,803	513,494	35%	1,784,558	2,218,766	434,208	24%
Total Operating Expenses	799,210	1,162,494	363,284	31%	1,102,976	1,192,886	89,910	8%
Total Expenses	1,770,518	2,647,296	876,778	50%	2,887,534	3,411,652	524,118	18%
Net Increase (Decrease)	\$ 931,729	\$ 1,070,509	\$ 138,780	15%	\$ 206,064	\$ (157,572)	\$ (363,636)	-176.5%

Total Revenue	\$ 2,702,247	\$3,717,805	\$3,093,598	\$3,254,080
Inkind	11,468	15,972	18,950	11,250
Inkind Rent	1,099,648	1,099,648	1,099,648	1,099,648
Total Adjusted Revenue	3,813,363	4,833,425	4,212,196	4,364,978
Total Expenses	1,770,518	2,647,296	2,887,534	3,411,652
Inkind	11,468	15,972	18,950	11,250
Inkind Rent	1,099,648	1,099,648	1,099,648	1,099,648
Depreciation	297,591	287,642	271,734	258,800
Total Adjusted Expenses	3,179,224	4,050,558	4,277,866	4,781,350
Net Increase (Decrease)	\$ 634,139	\$ 782,867	\$ (65,670)	\$ (416,372)