Discovery Gateway Children's Museum
FY20 Budget Rollup and Comparison

	FY19 ACTUAL	FY20 ACTUAL	FY21 Projection	FY22 Budget	FY22 Incr/(Decr) from FY21 Projection	Percentage Increase (Decrease)
Revenue						
Earned Income						
Admissions	868,469	620,489	150,000	725,000	575,000	383.3%
Membership	326,852	303,767	53,000	285,000	232,000	438%
Retail Outsource	5,871	4,324	600	2,000	1,400	233%
Program Fees	26,383	20,352	700	-	(700)	-100%
Birthday Party Income	99,386	69,881	0	55,000	55,000	0%
Facility Rental	23,968	28,620	0	20,000	20,000	0%
Miscellaneous	109,035	92,100	398,000	397,370	(630)	0%
Interest & Investments	17,492	(17,542)	700	1,000	300	43%
Earned Revenue Subtotal	1,477,457	1,121,990	603,000	1,485,370	882,370	146%
Contributed Income						
State Grants	635,707	684,383	799,008	894,507	95,499	12%
Local Grants	123,598	5,002	0	5,000	5,000	0%
SL County	258,264	69,978	451,103	280,000	(171,103)	-38%
Foundation Contributions	104,500	71,400	110,000	135,000	25,000	23%
Corporate Contributions***	293,117	118,792	115,000	350,715	235,715	205%
Individual Contributions	53,671	54,565	20,000	65,200	45,200	226%
Contributed Income Subtotal	1,468,858	1,004,121	1,495,111	1,730,422	235,311	16%
Total Revenue	$ 2,946,314	$ 2,126,111	$ 2,098,111	$ 3,215,792	$ 1,117,681	53.3%
Expenses						
Salaries & Wages	$ 1,318,210	1,051,723	$ 657,000	1,250,000	$ 593,000	90%
Benefits	374,094	310,639	205,000	231,550	26,550	13%
Office Supplies	6,337	3,922	1,600	2,200	600	38%
Supplies	93,735	54,538	16,500	20,275	3,775	23%
Contracted Services	12,065	6,870	54,000	31,000	(23,000)	-43%
Website and Internet	2,621	2,557	1,440	1,550	110	8%
Promotions	3,789	2,080	1,180	-	(1,180)	-100%
Advertising	87,083	74,606	57,000	125,000	68,000	119%
Hospitality	21,820	17,209	600	1,125	525	88%
Recognition	7,250	7,168	100	-	(100)	-100%
Insurance	27,903	40,295	32,300	36,700	4,400	14%
Professional Services	87,996	52,275	47,000	60,000	13,000	28%
Postage and Shipping	4,293	989	1,050	1,000	(50)	-5%
Equipment and Software	50,876	67,169	71,000	80,000	9,000	13%
Meetings	3,873	780	-	-	-	0%

Discovery Gateway Children's Museum
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	FY19 ACTUAL	FY20 ACTUAL	FY21 Projection	FY22 Budget	FY22 Incr/(Decr) from FY21 Projection	Percentage Increase (Decrease)
Travel	34,734	21,278	13,000	15,250	2,250	17%
Training and Memberships	17,923	12,237	10,000	12,500	2,500	25%
School Transportation Scholars	7,567	6,588	-	-	-	0%
Personnel	11,097	17,384	13,675	12,254	(1,421)	-10%
Utilities	219,592	205,283	198,000	199,000	1,000	1%
Telephone	17,991	17,681	10,710	12,500	1,790	17%
Occupancy	139,103	137,604	119,000	141,300	22,300	19%
Printing	23,571	15,232	1,600	5,000	3,400	213%
Exhibit Rental & Development	178	-	-	-	-	0%
Repairs and Maintenance	32,669	35,532	22,200	37,500	15,300	69%
Interest	760	(1)	35	35	-	0%
Bank & Credit Card Processing	44,984	33,754	8,550	42,000	33,450	391%
Cost of Goods Sold	4,007	3,522	-		-	0%
Miscellaneous	(722)	1,684	-		-	0%
Janitorial	79,706	78,472	59,000	82,500	23,500	40%
Total Salaries and Benefits	1,692,304	1,362,362	862,000	1,481,550	619,550	72%
Total Operating Expenses	1,042,799	916,709	739,540	918,689	179,149	24%
Total Expenses	2,735,103	2,279,071	1,601,540	2,400,239	798,699	49.9%
Net Increase (Decrease)	$ 211,211	$ (152,960)	$ 496,571	$ 815,553	$ 318,982	64.2%

	FY19 ACTUAL	FY20 ACTUAL	FY21 Projection	FY22 Budget
Total Revenue	**$ 2,946,314**	**$ 2,126,111**	**$ 2,098,111**	**$ 3,215,792**
Inkind	235,785	224,368	3,374	232,367
Inkind Rent	1,099,648	1,099,648	1,099,648	1,099,648
Total Adjusted Revenue	**4,281,747**	**3,450,127**	**3,201,133**	**4,547,807**
Total Expenses	**2,735,103**	**2,279,071**	**1,601,540**	**2,400,239**
Inkind	235,785	224,368	3,374	232,367
Inkind Rent	1,099,648	1,099,648	1,099,648	1,099,648
Depreciation	216,181	300,850	300,000	300,000
Total Adjusted Expenses	**4,286,717**	**3,903,938**	**3,004,562**	**4,032,254**
Net Increase (Decrease)	**$ (4,970)**	**$ (453,810)**	**$ 196,571**	**$ 515,553**