



discovery gateway
children's museum

Council Meeting

June 6, 2023





Agenda

- Highlights of FY23
- Attendance and Cash Flow Comparison
- Review Budget and Annual Plan for FY24
 - Request Approval
- Q&A
- Adjourn

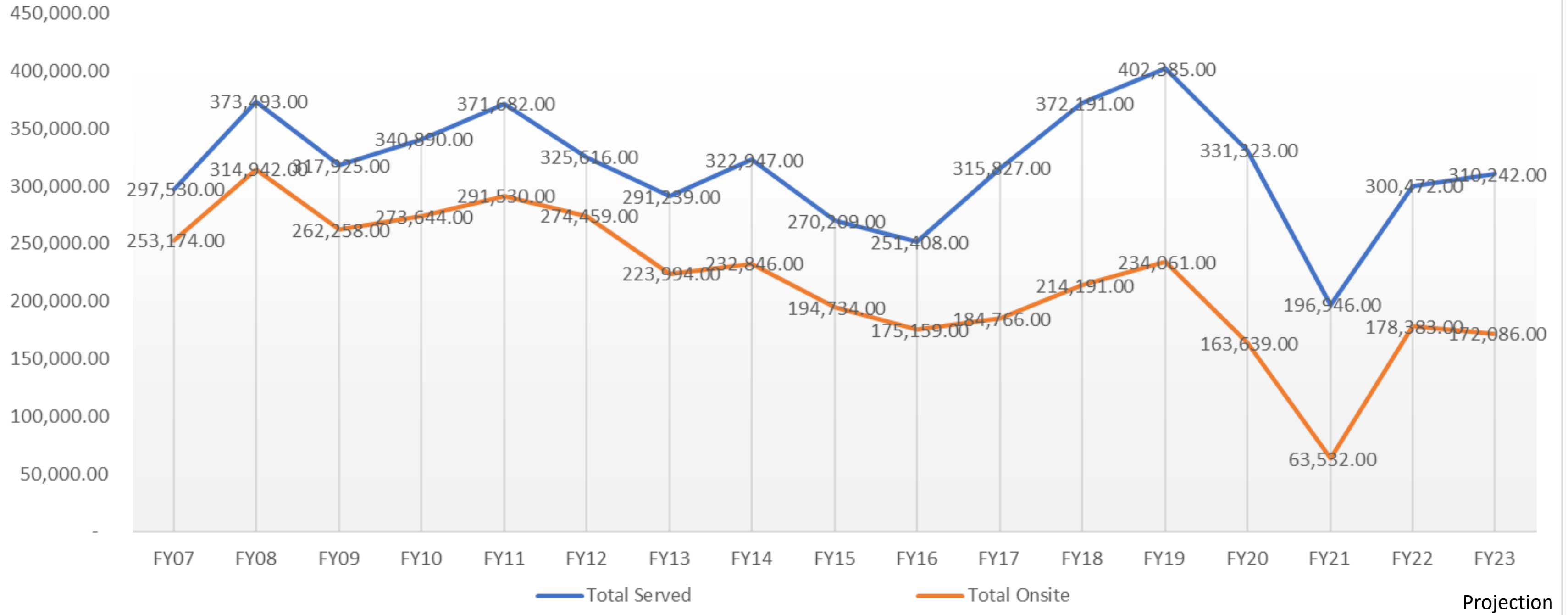


Highlights from FY23





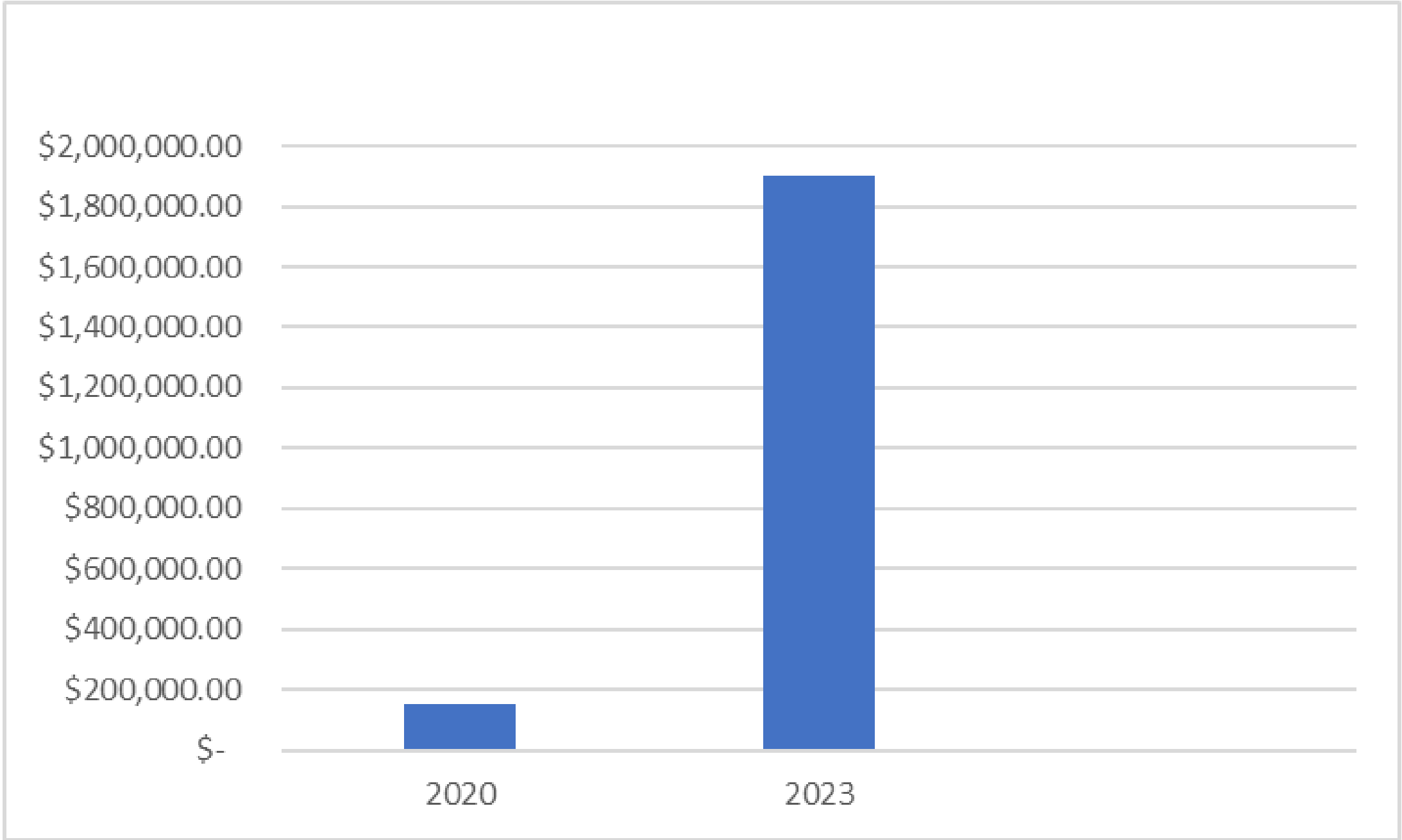
Attendance



Projection

Financials FY23 into FY24

- Projection Exceed Goals for FY23
- Strong Cash Position
- \$150,000 to \$1.9 M in less than 3 years
- Opportunity to create impactful and sustainable changes at museum



Starting Cash 2020 V Current 2023

FY24 Budget and Annual Plan



FY24 Annual Plan/ Budget

Financial Stability

Continue to Increase Revenue

- Earned \$ 55,409
- Contributed \$ 105,073
- Total Revenue \$ 3,254,080 (5%)



FY24 Annual Plan/ Budget

Investment in Key Personnel

- Chief of Staff
- Director of Philanthropy

Expansion

Opportunity to expand our offerings
3rd Floor Expansion

Increase

attendance and membership

Expand

demographic beyond
8 years old

Goal

To grow and continue a sustainable future



Annual Plan/Budget

Expenses

- Relatively Flat
- Exception is Salary/Benefits 19% increase
- Why? The Director of Philanthropy will build a pipeline in the first six months
- Will submit a revised budget if we do not anticipate a (\$157,572)

FY24 Annual Plan



STEAM Initiatives

Reach 1,000 schools through K and 5th Grade Science Outreach
Serve Title 1 Schools and Expand the Program
Offer 12 teacher workshops



Research and Evaluation

More surveying of visitors
Focus Groups (Growth and Tourism Initiatives)



Diversity, Equity, and Inclusion

Continue to fundraise and grow Medallion Program
DEI Task force initiatives such as new art mural
Surveying current staff, board and visitors

FY24 Motion
for Budget &
Annual Plan
Approval



Thank you for your support!

Kathleen Bodenlos
Executive Director

