

Discovery Gateway Ch
Results of Operations as of
For the Period of July 1, 2022

	Apr 2023 Actual	Apr 2023 Budget	Actual VS Budget	% Increase (Decrease)	FY23 YTD Actual	FY23 YTD Budget	FY23 YTD Variance
Revenue							
<i>Earned Income</i>							
Admissions	93,301	113,363	(20,061)	-18%	1,017,017	1,028,025	(11,008)
Membership	22,610	20,000	2,610	13%	210,163	225,000	(14,837)
Retail	3,985	3,500	485	14%	33,866	34,500	(634)
Program Fees	20,184	11,500	8,684	76%	65,189	70,475	(5,286)
Birthday Party I	5,351	3,000	2,351	78%	53,099	30,500	22,599
Facility Rental	0	1,500	(1,500)	-100%	6,489	14,000	(7,511)
Miscellaneous	732	7,800	(7,068)	-91%	71,186	76,025	(4,839)
Interest & Invest	5,981	36	5,946	16725%	35,677	444	35,233
Ea	152,144	160,698	(8,554)	-5%	1,492,686	1,478,969	13,717
<i>Contributed Income</i>							
Federal Grants	0	0	0	0%	0	0	0
State Grants	0	10,600	(10,600)	-100%	540,179	731,800	(191,621)
Local Grants	0	6,000	(6,000)	-100%	0	6,000	(6,000)
SLCO ZAP	110,939	0	110,939	0%	325,299	300,000	25,299
Foundation Con	0	14,500	(14,500)	-100%	53,375	145,000	(91,625)
Corporate Contr	10,000	9,250	750	8%	93,500	120,000	(26,500)
Individual Contr	1,104	4,175	(3,071)	-74%	16,055	41,295	(25,240)
Co	122,043	44,525	77,518	174%	1,028,408	1,344,095	(315,687)
Total Revenue	274,187	205,223	68,964	34%	2,521,094	2,823,064	(301,970)
Expenses							
Salaries & Wage	106,019	129,911	(23,892)	-18%	1,114,739	1,264,932	(150,193)
Benefits	18,137	30,420	(12,283)	-40%	268,837	341,930	(73,093)
Office Supplies	243	375	(132)	-35%	2,512	5,240	(2,728)

Supplies	2,232	1,470	762	52%	60,246	49,490	10,756
Contracted Serv	600	1,025	(425)	-41%	9,538	10,575	(1,037)
Website and Int	1,485	145	1,340	924%	5,779	5,100	679
Promotions		50	(50)	-100%	4,380	2,135	2,245
Advertising	345	4,175	(3,830)	-92%	66,548	43,750	22,798
Hospitality	182	0	182	0%	2,823	8,015	(5,192)
Recognition	7	0	7	0%	537	620	(83)
Insurance	3,652	3,515	137	4%	33,622	34,550	(928)
Professional Ser	7,086	4,700	2,386	51%	54,533	54,510	23
Postage and Shi	0	35	(35)	-100%	298	875	(577)
Equipment and	1,839	4,280	(2,441)	-57%	53,356	55,480	(2,124)
Meetings	350	125	225	3%	2,997	1,705	1,292
Travel	6,123	7,300	(1,177)	-27%	39,386	39,235	151
Training and Me	1,809	4,355	(2,546)	0%	12,807	19,315	(6,508)
School Transpor	0	0	0	0%	131	4,250	(4,119)
Personnel	1,865	1,575	290	18%	21,405	26,025	(4,620)
Utilities	16,632	12,810	3,821	30%	178,199	169,892	8,307
Telephone			0	0%	11,538	10,589	949
Occupancy	9,509	9,898	(389)	-4%	108,952	107,607	1,345
Printing	743	250	493	197%	12,622	11,475	1,147
Repairs and Mai	2,037	5,700	(3,663)	-64%	47,461	37,125	10,336
Interest	1,683	3	1,680	55999%	1,668	30	1,638
Bank & Credit C	3,133	3,378	(245)	-7%	40,369	32,285	8,084
Cost of Goods S	24,580	13,225	11,355	86%	123,846	133,550	(9,704)
Miscellaneous			0	0%	0	500	(500)
Janitorial	5,605	4,930	675	14%	56,156	51,025	5,131
Total Salaries and Benefi	124,156	160,331	(36,176)	-22.56%	1,383,577	1,606,862	(223,286)
Total Operating Expense	91,738	83,320	8,419	10%	951,706	914,947	36,759
Total Expenses	215,894	243,651	(27,757)	-11%	2,335,283	2,521,810	(186,527)

Net Increase (Decrease)	\$ 58,293	\$ (38,428)	\$ 96,721	-252%	\$ 185,811	\$ 301,255	\$ (115,444)
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	Apr 2023 Actual	Apr 2023 Budget	Actual VS Budget	% Increase (Decrease)	FY23 YTD Actual	FY23 YTD Budget	FY23 YTD Variance
Total Revenue	274,187	205,223	68,964	34%	\$ 2,521,094	\$ 2,823,064	(301,970)
Inkind Rent	91,637	91,637	0	0%	916,373	916,373	0
Inkind Contribu	-	900	(900)	-100%	22,209	10,150	12,059
Total Adjusted Revenue	365,825	297,760	68,064	23%	3,459,676	3,749,587	(289,911)
Total Expenses	215,894	243,651	(27,757)	-11%	2,335,283	2,521,810	(186,527)
Inkind Rent	91,637	91,637	0	0%	916,373	916,373	0
In Kind	-	900	(900)	-100%	22,209	10,150	12,059
Depreciation	22,136	24,291	(2,155)	-9%	217,147	242,913	(25,766)
Total Adjusted Expenses	329,668	360,480	(30,812)	-9%	3,491,012	3,691,245	(200,233)
Expenses							
Salaries & Wage	124,156	160,331	(36,176)	-23%	\$ 1,383,577	\$ 1,606,862	(223,286)
Operating Expe	91,738	83,320	8,419	10%	\$ 951,706	\$ 914,947	36,759
Total Expenses	215,894	243,651	(27,757)	-11%	\$ 2,335,283	\$ 2,521,810	(186,527)
Net Increase (Decrease)	\$ 36,157	\$ (62,719)	98,876	-158%	\$ (31,336)	\$ 58,342	(89,678)

**Children's Museum
Compared to Budget
through April 30, 2023**

YTD % Increase (Decrease)	FY23 Annual Budget	FY22 YTD Actual	FY23 vs FY22 \$ YTD	Notes
-1%	1,283,305	916,373	100,643	
-7%	265,000	142,505	67,657	
-2%	41,500	20,760	13,106	
-8%	90,225	57,065	8,125	
74%	36,000	27,021	26,077	
-54%	15,000	1,620	4,869	
-6%	91,350	439,990	(368,804)	
7933%	834	2,285	33,392	
1%	1,823,214	1,607,619	(114,934)	
0%	0.00	310,395.55	(310,396)	
-26%	753,000	864,901	(324,722)	
-100%	6,000	3,000	(3,000)	
8%	300,000	269,423	55,876	
-63%	174,000	50,374	3,001	
-22%	138,500	158,314	(64,814)	
-61%	49,585	21,927	(5,871)	
-23%	1,421,085	1,678,334	(649,926)	
-10.70%	\$ 3,244,299	\$ 3,285,953	\$ (764,859)	
-12%	1,530,379	989,597	125,142	
-21%	408,083	250,138	18,700	
-52%	7,520	5,251	(2,739)	

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22%	62,340	65,707	(5,461)
-10%	14,550	8,771	767
13%	5,390	4,042	1,738
105%	2,235	3,056	1,324
52%	52,100	73,566	(7,018)
-65%	10,000	23,007	(20,185)
-13%	1,595	430	106
-3%	41,580	33,945	(324)
0%	63,910	52,380	2,153
-66%	906	1,178	#REF!
-4%	63,965	58,879	52,179
76%	1,755	1822.31	(55,883)
0%	40,135	39,156	230
-34%	21,220	16,447	(3,640)
-97%	5,250	6,003	(5,872)
-18%	29,525	27,519	(6,114)
5%	202,732	174,852	3,347
9%	12,712	9,936	1,602
1%	130,603	108,712	240
10%	12,895	11,524	1,098
28%	42,000	35,131	12,330
5461%	36	12	1,656
25%	39,041	33,638	6,730
-7%	158,000	145,467	(21,621)
-100%	500	2,350	(2,350)
10%	61,360	54,261	1,895
-13.90%	1,938,462	1,239,735	143,842
4%	1,083,855	997,043	(45,337)
-7%	3,022,317	2,236,778	98,505

-38.32%	\$ 221,982	\$ 1,049,175	\$ (863,364)
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YTD % Increase (Decrease)	FY23 Annual Budget	FY22 YTD Actual	FY23 vs FY22 \$ YTD
-11%	\$ 3,244,299	3,285,953	(764,859)
0%	1,099,648	916,373	0
119%	18,950	14,850	7,359
-8%	4,362,897	4,217,177	(757,500)
-7%	3,022,317	2,236,778	98,505
0%	1,099,648	916,373	0
119%	18,950	14,850	7,359
-11%	291,495	240,917	(23,771)
-5%	4,432,410	3,408,919	82,093
-14%	\$ 1,938,462	1,239,735	143,842
4%	\$ 1,083,855	997,043	(45,337)
-7%	\$ 3,022,317	2,236,778	98,505
-154%	\$ (69,513)	808,258	(839,594)

Notes