

Discovery Gateway Children's Museum

Cash Forecast
FY23

Period	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Forecast	Forecast
	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	
Opening Balance	\$ 2,106,878.13	\$ 2,164,862.52	\$ 2,059,100.07	\$ 1,966,467.13	\$ 1,932,030.41	\$ 1,934,122.60	\$ 1,974,320.74	\$ 1,980,143.95	\$ 1,971,742.18	\$ 2,015,518.46	\$ 2,122,167.55	\$ 2,091,163.77	
Receipts													
Grant Revenue	\$ 58,539.35	\$ 58,184.29	\$ 27,205.00	\$ 127,586.07	\$ 134,690.77	\$ 113,549.47	\$ 171,037.19	\$ 66,001.24	\$ 89,651.47	\$ 69,732.80	\$ 113,175.33	\$ 133,317.05	
Contributions	\$ 50.00	\$ 619.66	\$ 25,000.00	\$ -	\$ 10,118.46	\$ 33,663.98	\$ 15,750.00	\$ 30,126.94	\$ 50,953.88	\$ 145,400.02	\$ 15,983.55	\$ 61,127.00	
Program Revenue	\$ 173,954.20	\$ 129,464.62	\$ 81,654.27	\$ 84,629.01	\$ 103,303.31	\$ 109,099.18	\$ 156,745.54	\$ 161,783.73	\$ 190,888.76	\$ 154,801.26	\$ 106,480.74	\$ 103,027.84	
Other Income	\$ 270.40	\$ 7,738.00	\$ 6,308.49	\$ 10,807.78	\$ 1,080.93	\$ 1,744.26	\$ 300.83	\$ -	\$ -	\$ 1,209.88	\$ 17,661.76	\$ 9,679.92	
Total Receipts:	\$ 232,813.95	\$ 196,006.57	\$ 140,167.76	\$ 223,022.86	\$ 249,193.47	\$ 258,056.89	\$ 343,833.56	\$ 257,911.91	\$ 331,494.11	\$ 371,143.96	\$ 253,301.38	\$ 307,151.81	
Payments													
Personnel Expenses	\$ 118,662.74	\$ 235,443.49	\$ 148,621.12	\$ 139,734.16	\$ 139,835.65	\$ 146,571.75	\$ 219,482.17	\$ 191,995.59	\$ 166,932.77	\$ 169,888.59	\$ 184,897.19	\$ 125,662.04	
Program Expenses	\$ 35,088.74	\$ 39,262.63	\$ 55,117.68	\$ 56,769.82	\$ 62,703.07	\$ 27,494.65	\$ 78,183.44	\$ 50,660.00	\$ 97,195.58	\$ 77,785.19	\$ 50,817.80	\$ 50,817.80	
Professional Fees	\$ 5,955.14	\$ 8,045.00	\$ 5,000.00	\$ 12,220.73	\$ 5,015.00	\$ 243.87	\$ 958.72	\$ 5,348.35	\$ 4,382.75	\$ 5,129.00	\$ 4,812.50	\$ 4,812.50	
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Supplies	\$ 1,589.31	\$ 3,180.11	\$ 2,384.71	\$ 3,376.77	\$ 3,364.66	\$ 2,375.29	\$ 3,220.08	\$ 2,784.42	\$ 4,100.68	\$ 4,495.90	\$ 7,994.58	\$ 7,994.58	
Telephone	\$ 884.20	\$ 1,439.11	\$ 1,431.18	\$ 1,146.42	\$ 1,115.51	\$ 1,377.73	\$ 1,378.30	\$ 1,253.21	\$ 884.20	\$ 85.93	\$ 1,056.40	\$ 1,056.40	
Postage & Shipping	\$ 44.99	\$ 25.00	\$ 35.00	\$ 24.28	\$ 19.99	\$ 129.20	\$ 69.99	\$ 49.78	\$ 19.99	\$ 19.99	\$ 40.83	\$ 40.83	
Occupancy	\$ 2,255.21	\$ 5,406.90	\$ 8,128.54	\$ 11,027.69	\$ 10,767.72	\$ 9,500.68	\$ 4,539.00	\$ 7,375.11	\$ 12,215.83	\$ 4,466.51	\$ 11,272.53	\$ 11,272.53	
Maintenance & Repairs	\$ 1,391.90	\$ 1,576.69	\$ 5,670.98	\$ 8,639.57	\$ 8,948.62	\$ 471.79	\$ 178.65	\$ 3,839.74	\$ 55.00	\$ 1,501.50	\$ 5,156.25	\$ 5,156.25	
Equipment Rental	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,558.33	\$ 5,558.33	
Conferences, Conventions & Meetings	\$ 3,736.89	\$ 3,479.22	\$ 3,608.06	\$ 6,307.79	\$ 5,543.92	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,250.83	\$ 4,250.83	
Printing & Publications	\$ 5,220.44	\$ 386.42	\$ 2,803.43	\$ 3,011.64	\$ 3,318.30	\$ 6,312.13	\$ -	\$ 3,007.48	\$ 1,931.03	\$ 1,122.26	\$ 8,447.92	\$ 8,447.92	
Miscellaneous	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Capital Expenditures	\$ -	\$ 3,524.45	\$ -	\$ 15,200.71	\$ 6,468.84	\$ 23,378.66	\$ 30,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	
Total Payments	\$ 174,829.56	\$ 301,769.02	\$ 232,800.70	\$ 257,459.58	\$ 247,101.28	\$ 217,858.75	\$ 338,010.35	\$ 266,313.68	\$ 287,717.83	\$ 264,494.87	\$ 284,305.16	\$ 225,070.01	
Net Cash Flow	\$ 57,984.39	\$ (105,762.45)	\$ (92,632.94)	\$ (34,436.72)	\$ 2,092.19	\$ 40,198.14	\$ 5,823.21	\$ (8,401.77)	\$ 43,776.28	\$ 106,649.09	\$ (31,003.78)	\$ 82,081.80	
Closing Balance	\$ 2,164,862.52	\$ 2,059,100.07	\$ 1,966,467.13	\$ 1,932,030.41	\$ 1,934,122.60	\$ 1,974,320.74	\$ 1,980,143.95	\$ 1,971,742.18	\$ 2,015,518.46	\$ 2,122,167.55	\$ 2,091,163.77	\$ 2,173,245.57	

Discovery Gateway Children's Museum
Balance Sheet

As of 4/30/2024

Assets	
Current Assets	
Cash & Cash Equivalents	
Dreyfus Treasury Sec Cash Mgt-9989	2,165,188.38
Checking - Zions	(4,199.50)
Credit Cards-Altru	30,248.15
Zions Credit Cards	(31,418.50)
America First Credit Union Savings	1,168.46
Cash Register Tills	900.00
Total Cash & Cash Equivalents	<u>2,161,886.99</u>
Accounts Receivable	
Accounts Receivable - General	6,413.97
Sales Tax Refund Receivable	2,802.92
Allowance for Doubtful Accounts	(2,525.00)
Pledges Rec.-MIP invoiced	6,060.00
Discount on Pledges Receivable	(2,079.73)
Grans Receivable A/R	233,515.79
Total Accounts Receivable	<u>244,187.95</u>
Inventories	
Inventory-Gift Shop	1,611.44
Parking Validation Inventory	2,823.00
Total Inventories	<u>4,434.44</u>
Prepaid Expenses	
Prepaid Workers Compensation	3,173.00
Prepaid expenses-other	20,071.95
Total Prepaid Expenses	<u>23,244.95</u>
Total Current Assets	<u>2,433,754.33</u>
Long-term Assets	
Property & Equipment	
Total Property & Equipment	<u>1,176,683.22</u>
Total Long-term Assets	<u>1,176,683.22</u>
Total Assets	<u>3,610,437.55</u>
Liabilities	
Short-term Liabilities	
Accounts Payable	
Accounts Payable	17,400.83
Total Accounts Payable	<u>17,400.83</u>
Deferred Revenue	
Deferred Membership Revenue	182,672.96
Other Deferred Revenue	192,706.91
Deferred Programs/Events	58,315.00
Total Deferred Revenue	<u>433,694.87</u>
Other Short-term Liabilities	
Sales Tax Payable	132.04
Payroll Liab.-Federal Tax Payable	9,613.24
Payroll Liab.-State Tax Payable	356.52
Payroll Liab.-Unemployment Payable	(700.48)
Payroll Liab.-Benefits Medical	647.09
Payroll Liab.-Benefits Dental	892.28
Payroll Liab.-Benefits Vision	365.49
Payroll Liab.-Benefits IRA	387.74
Payroll Liab. - HSA	(1,694.46)
Accrued Payroll	68,120.54
Accrued Time Off	61,821.59
Other Accrued Expenses	256.33
Gift Certificates Payable	29,240.25
Deferred Admissions	14,443.00
Total Other Short-term Liabilities	<u>183,881.17</u>
Total Short-term Liabilities	<u>634,976.87</u>
Total Liabilities	<u>634,976.87</u>
Net Assets	
Beginning Net Assets	
Net Assets	2,699,180.26
Current YTD Net Income	
	276,280.42
Total Current YTD Net Income	<u>276,280.42</u>
Total Net Assets	<u>2,975,460.68</u>
Total Liabilities and Net Assets	
	<u>3,610,437.55</u>

Discovery Gateway Children's Museum

Profit Loss

FY23

	<u>7/1/2023 -</u> <u>7/31/2023</u>	<u>8/1/2023 -</u> <u>8/31/2023</u>	<u>9/1/2023 -</u> <u>9/30/2023</u>	<u>10/1/2023 -</u> <u>10/31/2023</u>	<u>11/1/2023 -</u> <u>11/30/2023</u>	<u>12/1/2023 -</u> <u>12/31/2023</u>	<u>1/1/2024 -</u> <u>1/31/2024</u>	<u>2/1/2024 -</u> <u>2/29/2024</u>	<u>3/1/2024 -</u> <u>3/31/2024</u>	<u>4/1/2024 -</u> <u>4/30/2024</u>	Total
Earned Income											
Special Events Income	0.00	0.00	0.00	0.00	0.00	5,745.00	0.00	0.00	1,400.00	0.00	7,145.00
Admissions Income	124,498.75	88,806.88	69,758.85	60,840.95	77,570.97	93,280.15	86,580.22	114,393.56	140,744.56	113,109.63	969,584.52
Cash Over/(Short)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(19.00)	619.50	10.00	610.50
Membership Income	24,978.66	25,079.75	25,277.54	25,430.46	25,362.13	29,187.13	25,596.70	25,070.46	24,480.88	24,813.37	255,277.08
Program Activity Income	3,200.00	0.00	0.00	1,420.00	0.00	0.00	0.00	0.00	270.00	0.00	4,890.00
Field Trip Revenue	6,396.00	2,088.00	2,304.00	10,110.00	7,002.00	2,502.00	9,126.00	11,568.00	15,438.00	17,580.00	84,114.00
Teacher Professional	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(20.00)	0.00	0.00	(20.00)
Development Revenue											
Gift Shop Income	3,361.97	2,657.02	1,860.81	1,661.79	2,398.20	2,806.16	3,095.37	3,596.26	4,387.80	3,307.46	29,132.84
Facility Rental Income	2,610.00	0.00	0.00	0.00	3,510.00	0.00	0.00	1,525.00	1,604.80	325.00	9,574.80
Birthdays Income	3,652.00	2,652.00	4,264.50	5,427.50	4,377.50	5,987.00	3,712.50	5,920.00	7,173.50	2,543.00	45,709.50
Total Earned Income	168,697.38	121,283.65	103,465.70	104,890.70	120,220.80	139,507.44	128,110.79	162,034.28	196,119.04	161,688.46	1,406,018.24
Other Income											
Interest Income	8,470.65	8,588.10	7,764.50	8,441.07	7,599.07	7,686.10	13,206.71	7,707.33	7,703.26	9,988.48	87,155.27
Dividend Income	11.67	11.74	21.25	0.00	0.00	0.00	9.88	0.00	0.00	9.88	64.42
Inkind Rent	91,637.33	92,196.53	91,637.33	91,637.33	91,637.33	91,637.33	91,637.33	91,637.33	91,637.33	91,637.33	916,932.50
Vending Income	362.55	0.00	686.95	327.04	260.32	0.00	290.95	897.22	380.74	844.32	4,050.09
Miscellaneous Income	7,738.00	7,738.00	7,738.00	7,738.00	7,738.00	7,738.00	7,738.00	7,758.00	7,738.00	7,738.00	77,400.00
Total Other Income	108,220.20	108,534.37	107,848.03	108,143.44	107,234.72	107,061.43	112,882.87	107,999.88	107,459.33	110,218.01	1,085,602.28
Support Income											
Public Support											
Government Grant Income	0.00	133,610.36	81,385.77	86,344.47	87,832.19	78,841.24	121,446.47	77,484.26	92,760.72	70,497.96	830,203.44
Government Grant Income - SLCO ZAP	27,205.00	27,205.00	27,205.00	27,205.00	27,205.00	27,205.00	27,205.00	0.00	27,205.00	69,732.80	287,372.80
Government Grant Income-	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,275.00	0.00	0.00	2,275.00
Total Public Support	27,205.00	160,815.36	108,590.77	113,549.47	115,037.19	106,046.24	148,651.47	79,759.26	119,965.72	140,230.76	1,119,851.24
Private Support											
Individual Contributions	376.32	1,383.91	69.27	5,243.50	2,336.92	2,817.62	1,012.75	1,616.40	2,595.38	1,348.52	18,800.59
Corporate Contributions	0.00	500.00	0.00	0.00	630.00	23,659.12	5,000.00	11,267.94	5,345.00	0.00	46,402.06
Foundation Contributions	0.00	3,600.00	0.00	6,900.00	8,575.00	25,604.16	17,037.50	31,051.66	56,940.50	125,000.00	274,708.82
Corporate Sponsorship	833.33	0.00	0.00	0.00	10,000.00	0.00	0.00	1,000.00	0.00	488.71	12,322.04
Corporate Exhibit	4,791.66	5,624.99	6,041.66	4,791.66	6,041.66	6,041.66	7,083.37	2,083.34	5,416.67	28,404.17	76,320.84
Total Private Support	6,001.31	11,108.90	6,110.93	16,935.16	27,583.58	58,122.56	30,133.62	47,019.34	70,297.55	155,241.40	428,554.35

Discovery Gateway Children's Museum

Profit Loss

FY23

Inkind Support

In-Kind Contributions -	0.00	0.00	0.00	0.00	67.50	0.00	0.00	1,907.00	0.00	0.00	1,974.50
In-Kind Contributions -	3,384.14	4,057.52	990.95	801.35	1,074.00	1,362.19	1,278.86	1,323.54	1,630.01	2,200.45	18,103.01
Total Inkind Support	3,384.14	4,057.52	990.95	801.35	1,141.50	1,362.19	1,278.86	3,230.54	1,630.01	2,200.45	20,077.51
Total Support Income	36,590.45	175,981.78	115,692.65	131,285.98	143,762.27	165,530.99	180,063.95	130,009.14	191,893.28	297,672.61	1,568,483.10

Expenditures

Salaries											
Salaries & Wages	52,090.57	181,532.33	116,434.15	125,016.46	138,941.56	119,613.92	147,724.53	142,151.11	142,486.21	151,827.70	1,317,818.54
Total Salaries	52,090.57	181,532.33	116,434.15	125,016.46	138,941.56	119,613.92	147,724.53	142,151.11	142,486.21	151,827.70	1,317,818.54
Benefits											
Overtime	547.83	310.87	414.71	883.73	978.26	497.52	396.84	584.00	222.26	198.70	5,034.72
Bonus/Commission	0.00	37,937.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37,937.00
PTO Expense	6,598.27	21,171.21	6,813.77	9,819.07	5,510.42	12,741.68	15,887.51	8,521.51	9,538.49	8,198.28	104,800.21
Payroll Taxes	4,460.72	17,934.96	9,101.88	9,669.55	9,941.66	8,861.93	12,109.19	11,231.05	11,283.64	11,899.67	106,494.25
Medical Insurance	5,973.06	4,040.88	3,839.03	5,397.08	5,370.38	6,116.03	6,578.84	6,035.55	4,677.83	5,866.53	53,895.21
Life/AD&D Insurance	1,297.54	831.64	789.08	817.52	916.43	907.35	908.65	1,019.51	1,084.36	917.54	9,489.62
401(K) Match	492.30	738.45	492.30	492.30	516.92	973.08	1,184.60	1,243.71	1,298.55	1,198.33	8,630.54
Unemployment Insurance	974.86	1,487.46	904.17	789.24	792.97	1,395.71	1,539.18	1,608.46	1,615.26	1,549.02	12,656.33
Workers Compensation	341.83	341.83	341.83	341.83	341.83	341.87	532.70	301.83	301.83	301.83	3,489.21
Other Employee Benefits	640.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	640.50
Total Benefits	21,326.91	84,794.30	22,696.77	28,210.32	24,368.87	31,835.17	39,137.51	30,545.62	30,022.22	30,129.90	343,067.59
Office Supplies											
Office Supplies	239.13	551.95	261.09	139.51	171.56	834.12	372.31	111.99	68.76	284.82	3,035.24
Books & Publications	0.00	0.00	0.00	0.00	0.00	275.40	0.00	29.95	0.00	0.00	305.35
Total Office Supplies	239.13	551.95	261.09	139.51	171.56	1,109.52	372.31	141.94	68.76	284.82	3,340.59
Supplies											
Birthday Supplies	7.08	0.00	220.59	344.54	217.85	139.43	409.07	176.87	272.41	0.00	1,787.84
Exhibit Materials	23.89	0.00	63.96	6,130.35	856.00	(63.95)	920.63	114.83	718.33	740.48	9,504.52
Costumes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	46.97	0.00	46.97
Shop Supplies	0.00	457.56	489.61	441.53	137.71	247.86	186.03	265.88	404.60	(920.10)	1,710.68
Equipment Supplies	59.36	0.00	0.00	0.00	0.00	110.60	168.33	75.40	15.98	143.10	572.77
Building Supplies	64.41	1,326.78	99.61	398.39	0.00	605.59	792.84	8.99	1.94	544.04	3,842.59
Safety Supplies	0.00	90.00	0.00	0.00	0.00	9.98	0.00	0.00	0.00	0.00	99.98
Decorations	0.00	247.25	0.00	91.93	0.00	0.00	0.00	0.00	0.00	267.99	607.17
First Aid Supplies	125.66	36.03	0.00	380.00	0.00	0.00	10.76	22.11	169.94	0.00	744.50
Other Supplies	0.00	275.91	19.49	492.34	81.67	(426.03)	322.85	0.00	72.49	0.00	838.72
Total Supplies	280.40	2,433.53	893.26	8,279.08	1,293.23	623.48	2,810.51	664.08	1,702.66	775.51	19,755.74
Contracted Services											
Contracted Services	0.00	0.00	300.00	0.00	35.00	0.00	0.00	0.00	3,407.05	2,150.72	5,892.77
Surveys	0.00	0.00	0.00	0.00	0.00	0.00	1,636.70	0.00	0.00	0.00	1,636.70

Discovery Gateway Children's Museum

Profit Loss

FY23

Total Contracted Services	0.00	0.00	300.00	0.00	35.00	0.00	1,636.70	0.00	3,407.05	2,150.72	7,529.47
Website and Internet											
Website Services	85.00	85.00	1,165.00	0.00	85.00	85.00	85.00	85.00	85.00	168.88	1,928.88
Internet Services	0.00	0.00	0.00	0.00	0.00	0.00	40.23	0.00	0.00	0.00	40.23
Total Website and Internet	85.00	85.00	1,165.00	0.00	85.00	85.00	125.23	85.00	85.00	168.88	1,969.11
Promotions											
Promotions Expense	0.00	0.00	281.76	0.00	0.00	0.00	0.00	0.00	0.00	0.00	281.76
Other Promotions &	0.00	0.00	635.74	0.00	42.97	0.00	39.49	3.41	0.00	0.00	721.61
Total Promotions	0.00	0.00	917.50	0.00	42.97	0.00	39.49	3.41	0.00	0.00	1,003.37
Advertising											
Advertising-Online	1,020.06	1,154.36	1,152.39	1,143.49	1,137.03	696.96	1,142.74	1,152.32	1,148.53	504.82	10,252.70
Advertising-Display &	0.00	0.00	0.00	0.00	69.00	0.00	0.00	0.00	0.00	0.00	69.00
Advertising-Print	470.44	359.57	544.66	250.00	250.00	250.00	3,373.75	750.00	1,100.00	5,750.00	13,098.42
Advertising-Radio&TV	0.00	0.00	0.00	0.00	1,770.00	0.00	3,328.00	3,625.99	2,367.66	2,367.66	13,459.31
Advertising-Outdoor	0.00	0.00	0.00	2,500.00	(2,500.00)	0.00	0.00	0.00	0.00	0.00	0.00
Advertising - Social Media	5,000.00	6,280.07	5,002.02	25.17	60.00	(818.08)	0.00	5,142.54	5,042.46	5,390.00	31,124.18
Total Advertising	6,490.50	7,794.00	6,699.07	3,918.66	786.03	128.88	7,844.49	10,670.85	9,658.65	14,012.48	68,003.61
Hospitality											
Meals & Entertainment	292.68	1,136.64	44.98	234.44	10.50	234.04	261.08	96.71	555.82	1,074.56	3,941.45
Refreshments	0.00	200.00	0.00	827.09	52.94	79.93	243.23	39.95	654.95	672.96	2,771.05
Member Gifts	0.00	0.00	0.00	0.00	19.99	0.00	0.00	0.00	0.00	0.00	19.99
Total Hospitality	292.68	1,336.64	44.98	1,061.53	83.43	313.97	504.31	136.66	1,210.77	1,747.52	6,732.49
Recognition											
Gifts & Recognition	0.00	125.89	10.01	27.78	98.97	15.74	0.00	36.99	76.24	143.78	535.40
Holiday Party	0.00	0.00	0.00	0.00	0.00	669.08	0.00	0.00	0.00	0.00	669.08
Total Recognition	0.00	125.89	10.01	27.78	98.97	684.82	0.00	36.99	76.24	143.78	1,204.48
Events											
Program Materials	1,909.33	3,637.71	1,752.84	3,635.13	1,486.62	1,969.50	3,603.50	5,683.01	3,844.29	1,124.95	28,646.88
Program Performers	618.40	1,100.00	325.00	207.00	0.00	725.00	3,810.00	1,335.00	2,555.00	1,065.00	11,740.40
Catering	0.00	0.00	0.00	0.00	0.00	1,770.30	0.00	0.00	1,000.00	3,269.85	6,040.15
Receptions & Other	150.00	112.10	669.21	43.92	0.00	310.00	65.00	1,156.69	35.00	235.82	2,777.74
Total Events	2,677.73	4,849.81	2,747.05	3,886.05	1,486.62	4,774.80	7,478.50	8,174.70	7,434.29	5,695.62	49,205.17
Insurance											
Property & Liability	0.00	1,853.46	1,853.46	1,853.44	1,853.44	1,961.44	1,853.44	1,853.44	1,853.45	1,853.45	16,789.02
Directors & Officers	284.84	270.84	270.84	270.84	270.83	270.83	270.83	270.83	270.83	270.83	2,722.34
Other Insurance	0.00	216.00	213.00	213.02	213.02	213.02	213.01	213.00	213.00	213.00	1,920.07
Total Insurance	284.84	2,340.30	2,337.30	2,337.30	2,337.29	2,445.29	2,337.28	2,337.27	2,337.28	2,337.28	21,431.43
Professional Fees											
Legal Fees	0.00	0.00	0.00	0.00	0.00	321.00	0.00	0.00	0.00	0.00	321.00
Audit Fees	0.00	5,000.00	0.00	12,220.73	5,015.00	0.00	0.00	0.00	0.00	0.00	22,235.73
Computer/Network	2,826.05	2,826.05	2,910.83	2,910.83	2,910.83	2,910.83	2,841.34	2,835.05	2,985.05	3,423.05	29,379.91

DATE

Discovery Gateway Children's Museum

Profit Loss

FY23

Other Professional	2,909.00	129.00	961.50	149.00	129.00	(1,149.08)	824.00	824.00	129.00	129.00	5,034.42
Total Professional Fees	5,735.05	7,955.05	3,872.33	15,280.56	8,054.83	2,082.75	3,665.34	3,659.05	3,114.05	3,552.05	56,971.06
Postage & Shipping											
Postage Expense	44.99	99.18	19.99	19.99	129.20	19.99	69.99	19.99	19.99	119.99	563.30
Shipping Expense	0.00	0.00	79.91	1.86	0.00	0.00	0.00	15.00	66.73	0.00	163.50
Total Postage & Shipping	44.99	99.18	99.90	21.85	129.20	19.99	69.99	34.99	86.72	119.99	726.80
Equipment & Software											
Non-Capitalizable	1,058.98	982.79	982.79	1,041.53	1,041.53	1,432.29	1,041.53	1,041.53	1,041.53	1,041.53	10,706.03
Software and Licensing	3,140.52	3,140.50	3,093.45	3,093.44	3,093.45	3,093.45	3,161.61	3,312.81	3,133.54	3,193.53	31,456.30
Other Equipment Expense	0.00	0.00	0.00	0.00	0.00	(139.90)	0.00	0.00	0.00	0.00	(139.90)
Total Equipment &	4,199.50	4,123.29	4,076.24	4,134.97	4,134.98	4,385.84	4,203.14	4,354.34	4,175.07	4,235.06	42,022.43
Meetings											
Staff Meetings	38.06	0.00	158.90	0.00	0.00	32.08	0.00	0.00	0.00	0.00	229.04
Business Meetings	150.00	0.00	46.87	0.00	6.75	53.22	0.00	0.00	26.17	0.00	283.01
Total Meetings	188.06	0.00	205.77	0.00	6.75	85.30	0.00	0.00	26.17	0.00	512.05
Travel											
Travel - Accomodations	177.65	289.44	4,347.52	3,551.51	3,083.19	(1,138.19)	0.00	1,404.25	0.00	0.00	11,715.37
Travel - Airfare &	3,559.24	2,037.17	1,549.85	2,732.39	1,524.23	(697.29)	1,342.62	2,333.06	9,742.32	6,315.62	30,439.21
Travel - Meals &	67.94	163.75	1,388.75	1,088.17	754.85	239.85	156.65	267.09	62.17	0.00	4,189.22
Mileage Reimbursement	0.00	0.00	0.00	922.91	913.00	0.00	73.05	622.40	2,580.85	2,041.25	7,153.46
Total Travel	3,804.83	2,490.36	7,286.12	8,294.98	6,275.27	(1,595.63)	1,572.32	4,626.80	12,385.34	8,356.87	53,497.26
Training & Memberships											
Training Registration Fees	265.00	0.00	35.00	0.00	35.00	500.00	32.49	0.00	161.26	30.00	1,058.75
Membership Dues	638.86	2,153.87	858.96	238.45	483.45	238.45	727.19	1,712.91	2,340.11	1,655.11	11,047.36
Subscriptions	549.70	202.15	1,133.09	177.45	187.40	362.10	416.86	110.00	379.80	254.90	3,773.45
Other Training Expense	0.00	0.00	0.00	920.00	0.00	0.00	0.00	30.00	0.00	25.00	975.00
Licenses, Fees & Permits	0.00	0.00	0.00	120.00	0.00	60.00	185.00	130.00	60.00	60.00	615.00
Total Training &	1,453.56	2,356.02	2,027.05	1,455.90	705.85	1,160.55	1,361.54	1,982.91	2,941.17	2,025.01	17,469.56
Personnel											
Recruitment	90.51	833.99	471.95	996.69	0.00	0.00	248.65	0.00	0.00	0.00	2,641.79
Payroll Processing	902.14	858.55	728.62	712.65	850.31	864.85	873.89	1,790.96	1,082.46	913.89	9,578.32
Background Checks	279.45	351.84	285.00	220.76	553.60	398.29	168.07	220.76	55.19	55.19	2,588.15
Total Personnel	1,272.10	2,044.38	1,485.57	1,930.10	1,403.91	1,263.14	1,290.61	2,011.72	1,137.65	969.08	14,808.26
Utilities											
Electricity	4,048.62	4,806.10	4,543.50	4,679.55	4,161.33	4,371.58	4,282.39	4,316.95	4,291.57	4,214.01	43,715.60
Central Plant Participation	14,253.97	14,253.97	14,253.97	14,253.97	14,463.54	14,463.57	14,253.97	14,253.97	14,253.97	14,738.60	143,443.50
Waste Disposal	533.09	859.44	312.77	543.22	312.77	582.06	328.77	0.00	556.65	880.74	4,909.51
Total Utilities	18,835.68	19,919.51	19,110.24	19,476.74	18,937.64	19,417.21	18,865.13	18,570.92	19,102.19	19,833.35	192,068.61
Telephone											
Telephone - Local	884.20	884.24	884.20	884.20	884.20	884.20	907.42	884.20	884.20	884.20	8,865.26
Telephone - Cellular	131.40	329.80	268.28	262.22	262.22	260.38	262.65	260.46	21.27	85.93	2,144.61

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Discovery Gateway Children's Museum

Profit Loss

FY23

Total Telephone	1,015.60	1,214.04	1,152.48	1,146.42	1,146.42	1,144.58	1,170.07	1,144.66	905.47	970.13	11,009.87
Occupancy											
Parking Fees	1,255.21	1,396.07	3,008.13	747.00	2,385.61	2,169.26	1,535.94	663.50	3,367.10	260.90	16,788.72
Common Area	8,848.73	8,848.73	8,848.73	8,848.73	8,848.73	8,848.73	8,848.73	8,848.73	8,848.73	8,848.73	88,487.30
Security Services	0.00	0.00	2,655.00	0.00	0.00	0.00	0.00	0.00	503.29	0.00	3,158.29
Total Occupancy	10,103.94	10,244.80	14,511.86	9,595.73	11,234.34	11,017.99	10,384.67	9,512.23	12,719.12	9,109.63	108,434.31
Printing											
Print Production	0.00	1,206.38	2,583.00	1,065.00	399.70	25.47	130.75	300.68	282.50	167.05	6,160.53
Photography	0.00	0.00	573.98	154.75	0.00	1,050.00	0.00	0.00	0.00	500.00	2,278.73
Total Printing	0.00	1,206.38	3,156.98	1,219.75	399.70	1,075.47	130.75	300.68	282.50	667.05	8,439.26
Exhibit Rental &											
Exhibit Development	0.00	0.00	0.00	0.00	0.00	(250.00)	0.00	0.00	0.00	0.00	(250.00)
Total Exhibit Rental &	0.00	0.00	0.00	0.00	0.00	(250.00)	0.00	0.00	0.00	0.00	(250.00)
Repairs & Maintenance											
General Repair &	707.50	72.93	5,144.33	0.00	(384.70)	0.00	260.94	0.00	0.00	1,056.97	6,857.97
Building Repair	0.00	0.00	487.00	0.00	0.00	0.00	0.00	0.00	0.00	103.90	590.90
Plumbing Repair	0.00	0.00	0.00	2,218.20	0.00	0.00	0.00	0.00	0.00	0.00	2,218.20
Appliances & Furniture	0.00	0.00	57.52	0.00	0.00	0.00	0.00	0.00	0.00	0.00	57.52
Equipment Repair &	71.98	0.00	0.00	2,301.17	104.99	0.00	0.00	0.00	27.50	0.00	2,505.64
Generator Maintenance	0.00	0.00	0.00	4,021.61	0.00	2,209.44	0.00	0.00	0.00	0.00	6,231.05
HVAC - Maintenance &	0.00	0.00	2,382.23	0.00	0.00	(2,082.23)	0.00	0.00	400.00	0.00	700.00
Forklift/Scissorlift/Manlift	0.00	0.00	0.00	0.00	28.50	0.00	0.00	0.00	0.00	0.00	28.50
Maintenance											
Elevator Repair &	0.00	0.00	0.00	2,152.03	0.00	2,965.50	0.00	0.00	0.00	3,006.56	8,124.09
Safety Equipment	0.00	0.00	955.38	0.00	0.00	0.00	0.00	15.99	77.99	53.36	1,102.72
Exhibits Repair &	159.42	425.71	445.39	475.10	192.68	209.94	59.99	0.00	2,466.05	374.24	4,808.52
Electrical Repair &	0.00	0.00	0.00	0.00	0.00	0.00	(23.22)	0.00	5,717.29	1,914.70	7,608.77
Total Repairs &	938.90	498.64	9,471.85	11,168.11	(58.53)	3,302.65	297.71	15.99	8,688.83	6,509.73	40,833.88
Vehicles											
Auto Insurance	0.00	1,654.91	1,654.91	1,654.91	1,654.91	1,654.91	1,654.91	1,654.92	1,654.91	1,654.91	14,894.20
Vehicle Registration	453.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	91.25	543.75	1,088.00
Vehicle Repair &	0.00	0.00	0.00	0.00	496.38	0.00	0.00	361.90	55.00	51.60	964.88
Total Vehicles	453.00	1,654.91	1,654.91	1,654.91	2,151.29	1,654.91	1,654.91	2,016.82	1,801.16	2,250.26	16,947.08
Interest											
Interest Expense	0.00	0.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	24.00
Total Interest	0.00	0.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	24.00
Bank & Credit Card											
Foreign Transaction Fees -	41.70	3.87	24.72	6.57	3.87	7.08	24.72	24.72	3.87	6.39	147.51
Bank Service Charges	437.67	455.01	446.60	475.14	340.01	333.09	363.23	401.79	396.39	400.08	4,049.01
Credit Card Processing	5,443.26	5,364.23	3,396.56	3,800.27	4,045.39	4,816.88	6,464.41	6,080.42	7,179.87	4,799.63	51,390.92
Total Bank & Credit Card	5,922.63	5,823.11	3,867.88	4,281.98	4,389.27	5,157.05	6,852.36	6,506.93	7,580.13	5,206.10	55,587.44

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Discovery Gateway Children's Museum
Profit Loss
FY23

Cost of Goods											
Cost of Goods Sold	36.45	47.25	31.00	3.75	4.00	60.35	133.75	32.35	95.25	70.85	515.00
Discounts-COGS	14,521.90	11,668.25	17,348.60	20,819.88	23,974.31	13,404.20	23,037.98	28,589.13	40,331.84	38,648.31	232,344.40
Total Cost of Goods	<u>14,558.35</u>	<u>11,715.50</u>	<u>17,379.60</u>	<u>20,823.63</u>	<u>23,978.31</u>	<u>13,464.55</u>	<u>23,171.73</u>	<u>28,621.48</u>	<u>40,427.09</u>	<u>38,719.16</u>	<u>232,859.40</u>
Inkind											
In Kind Goods	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,647.00	0.00	0.00	1,647.00
In Kind Advertising	3,384.14	4,057.52	990.95	801.35	1,074.00	1,362.19	0.00	0.00	0.00	0.00	11,670.15
In Kind Services	0.00	559.20	0.00	0.00	0.00	0.00	1,278.86	1,323.54	1,630.01	2,200.45	6,992.06
Inkind Rent	91,637.33	91,637.33	91,637.33	91,637.33	91,637.33	91,637.33	91,637.33	91,637.33	91,637.33	91,637.33	916,373.30
Total Inkind	<u>95,021.47</u>	<u>96,254.05</u>	<u>92,628.28</u>	<u>92,438.68</u>	<u>92,711.33</u>	<u>92,999.52</u>	<u>92,916.19</u>	<u>94,607.87</u>	<u>93,267.34</u>	<u>93,837.78</u>	<u>936,682.51</u>
Miscellaneous											
Other Expenses	0.00	657.52	0.00	0.00	0.00	(30,852.00)	0.00	0.00	0.00	0.00	(30,194.48)
Total Miscellaneous	<u>0.00</u>	<u>657.52</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>(30,852.00)</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>(30,194.48)</u>
Janitorial											
Janitorial Supplies	1,093.67	429.45	2,294.37	2,090.55	1,896.41	1,126.63	853.32	247.60	3,094.56	872.58	13,999.14
Total Janitorial	<u>1,093.67</u>	<u>429.45</u>	<u>2,294.37</u>	<u>2,090.55</u>	<u>1,896.41</u>	<u>1,126.63</u>	<u>853.32</u>	<u>247.60</u>	<u>3,094.56</u>	<u>872.58</u>	<u>13,999.14</u>
Depreciation											
Depreciation Expense	20,296.85	19,891.05	19,891.05	19,891.04	20,089.56	20,089.56	19,913.16	19,869.11	19,868.59	19,293.00	199,092.97
Total Depreciation	<u>20,296.85</u>	<u>19,891.05</u>	<u>19,891.05</u>	<u>19,891.04</u>	<u>20,089.56</u>	<u>20,089.56</u>	<u>19,913.16</u>	<u>19,869.11</u>	<u>19,868.59</u>	<u>19,293.00</u>	<u>199,092.97</u>
Total Expenditures	<u>268,705.94</u>	<u>474,420.99</u>	<u>358,681.66</u>	<u>387,785.59</u>	<u>367,320.06</u>	<u>308,367.91</u>	<u>398,386.80</u>	<u>393,034.73</u>	<u>430,095.28</u>	<u>425,804.04</u>	<u>3,812,603.00</u>
Net Revenue Over	<u>44,802.09</u>	<u>(68,621.19)</u>	<u>(31,675.28)</u>	<u>(43,465.47)</u>	<u>3,897.73</u>	<u>103,731.95</u>	<u>22,670.81</u>	<u>7,008.57</u>	<u>65,376.37</u>	<u>143,775.04</u>	<u>247,500.62</u>

**Discovery Gateway Children's Museum
Results of Operations as Compared to Budget
For the Period of July 1, 2023 through June 30, 2024**

	April 2024 Actual	April 2024 Budget	Actual VS Budget	% Increase (Decrease)	FY24 YTD Actual	FY24 YTD Budget	FY24 YTD Variance	YTD % Increase (Decrease)	FY24 Annual Budget	FY23 YTD Actual	FY24 vs FY23 \$ YTD	Notes
Revenue												
<i>Earned Income</i>												
Admissions	113,119.63	100,833.34	12,286.29	12%	977,340.02	1,008,333.40	(30,993.38)	-3%	1,210,000.00	1,017,301.71	(39,961.69)	
Membership	24,813.37	20,333.33	4,480.04	22%	255,277.08	203,333.30	51,943.78	26%	244,000.00	210,162.54	45,114.54	
Retail	3,207.46	3,008.33	299.13	10%	29,132.84	30,083.30	(950.46)	-3%	36,100.00	33,865.90	(4,733.06)	
Program Fees	17,580.00	6,295.83	11,284.17	179%	88,984.00	62,958.30	26,025.70	41%	75,550.00	65,189.00	23,795.00	
Birthdnav Party Income	2,543.00	4,333.33	(1,790.33)	-41%	45,709.50	43,333.30	2,376.20	5%	52,000.00	53,098.50	(7,389.00)	
Facility Rental	325.00	1,708.33	(1,383.33)	-81%	9,574.80	17,083.30	(7,508.50)	-44%	20,500.00	6,489.24	3,085.56	
Miscellaneous	8,582.32	7,712.50	869.82	11%	81,450.09	77,125.00	4,325.09	6%	92,550.00	78,486.40	2,963.69	
Interest & Investments	9,998.36	5,515.00	4,483.36	81%	87,219.69	55,150.00	32,069.69	58%	66,180.00	35,699.21	51,520.48	
<i>Contributed Income</i>												
Federal Grants	-	-	-	0%	-	-	-	0%	-	-	-	
State Grants	70,497.96	64,666.67	5,831.29	9%	830,203.44	646,666.70	183,536.74	28%	776,000.00	591,880.74	238,322.70	
Local Grants	500.00	500.00	-	-100%	2,275.00	5,000.00	(2,725.00)	-55%	6,000.00	-	2,275.00	
SLCO ZAP	69,732.80	24,833.33	44,899.47	181%	287,372.80	248,333.30	39,039.50	16%	298,000.00	325,299.18	(37,926.38)	
Foundation Contributions	125,000.00	12,000.00	113,000.00	942%	274,708.82	120,000.00	154,708.82	129%	144,000.00	68,375.00	206,333.82	
Corporate Contributions	28,892.88	17,500.00	11,392.88	65%	135,044.94	175,000.00	(39,955.06)	-23%	210,000.00	87,375.00	47,669.94	
Individual Contributions	1,348.52	1,933.33	(584.81)	-30%	18,800.59	19,333.30	(532.71)	-3%	23,200.00	16,180.38	2,620.21	
Total Revenue	475,741.30	271,173.32	204,567.98	75%	3,123,093.61	2,711,733.20	411,360.41	15%	3,254,080.00	2,589,402.80	533,690.81	
Expenses												
Salaries & Waqes	151,827.70	153,864.17	(2,036.47)	-1%	1,317,818.54	1,538,641.70	(220,823.16)	-14%	1,838,906.48	1,114,739.26	203,079.28	
Benefits	30,129.90	32,127.31	(1,997.41)	-6%	343,067.59	321,273.10	21,794.49	7%	379,859.75	268,837.33	74,230.26	
Office Supplies	284.82	455.00	(170.18)	-37%	3,340.59	4,550.00	(1,209.41)	-27%	5,460.00	2,512.06	828.53	
Supplies	775.51	4,081.23	(3,305.72)	-81%	19,755.74	40,812.30	(21,056.56)	-52%	90,475.00	30,426.70	(10,670.96)	
Contracted Services	2,150.72	1,874.99	275.73	15%	7,529.47	18,749.90	(11,220.43)	-60%	10,550.00	3,339.92	4,189.55	
Website and Internet	168.88	633.33	(464.45)	-73%	1,959.11	6,333.30	(4,374.19)	-69%	7,600.00	3,739.49	(1,770.38)	
Promotions	-	433.33	(433.33)	-100%	1,003.37	4,333.30	(3,329.93)	-77%	5,200.00	4,379.54	(3,376.17)	
Advertising	14,012.48	8,447.92	5,564.56	66%	68,003.61	84,479.20	(16,475.59)	-20%	101,375.00	67,192.39	811.22	
Hospitality	1,747.52	295.84	1,451.68	491%	6,732.49	2,958.40	3,774.09	128%	4,850.00	2,041.25	4,691.24	
Recreation	143.78	175.00	(31.22)	-18%	1,204.48	1,750.00	(545.52)	-31%	1,300.00	1,317.90	(113.42)	
Events	5,695.62	4,491.67	1,203.95	27%	49,205.17	44,916.70	4,288.47	10%	46,375.00	38,916.32	10,288.85	
Insurance	2,337.28	4,029.57	(1,692.29)	-42%	21,431.43	40,295.70	(18,864.27)	-47%	46,375.00	33,621.76	(12,190.33)	
Professional Services	3,552.05	5,758.34	(2,206.29)	-38%	56,971.06	57,583.40	(612.34)	-1%	57,750.00	54,532.90	2,438.16	
Postage and Shipping	119.99	40.83	79.16	194%	726.80	408.30	318.50	78%	490.00	297.52	429.27	
Equipment and Software	4,235.06	6,550.42	(2,315.36)	-35%	42,022.43	65,504.20	(23,481.77)	-36%	66,700.00	54,339.17	41,724.00	
Meetings	-	21.66	(21.66)	-100%	512.05	216.60	295.45	136%	3,600.00	97.69	(53,827.12)	
Travel	8,356.87	4,345.83	4,011.04	92%	53,497.26	43,458.30	10,038.96	23%	47,350.00	39,385.75	14,111.51	
Training and Memberships	2,025.01	2,131.65	(106.64)	-5%	17,469.56	21,316.50	(3,846.94)	-18%	20,374.55	15,338.85	2,130.71	
Personnel	969.08	1,891.67	(922.59)	-49%	14,808.26	18,916.70	(4,108.44)	-22%	4,800.00	21,404.59	(6,596.33)	
Utilities	19,833.35	18,437.49	1,395.86	8%	192,068.61	184,374.90	7,693.71	4%	22,700.00	192,452.50	(383.89)	
Telephone	970.13	1,052.25	(82.12)	-8%	11,009.87	10,522.50	487.37	5%	220,200.00	11,529.70	(519.83)	
Occupancy	9,109.63	11,272.50	(2,162.87)	-19%	108,434.31	112,725.00	(4,290.69)	-4%	12,676.80	117,871.76	(9,437.45)	
Printing	667.05	1,616.68	(949.63)	-59%	8,439.26	16,166.80	(7,727.54)	-48%	135,270.38	12,621.78	(4,182.52)	
Repairs and Maintenance	6,509.73	5,160.43	1,349.30	26%	40,583.88	51,604.30	(11,020.42)	-21%	19,400.00	47,991.45	(7,407.57)	
Vehicles	2,250.26	-	2,250.26	0%	16,947.08	-	16,947.08	0%	61,875.00	-	16,947.08	
Interest	3.00	3.00	-	0%	24.00	30.00	(6.00)	-20%	-	1,668.44	(1,644.44)	
Bank & Credit Card Processing	5,206.10	4,841.67	364.43	8%	55,587.44	48,416.70	7,170.74	15%	52,100.00	40,368.58	15,218.86	
Cost of Goods Sold/Discounts	38,719.16	11,474.58	27,244.58	237%	232,859.40	114,745.80	118,113.60	103%	137,695.00	123,846.40	109,013.00	
Miscellaneous	-	-	-	0%	(30,194.48)	-	(30,194.48)	0%	-	-	(30,194.48)	
Janitorial	872.58	4,722.41	(3,849.83)	-82%	13,999.14	47,224.10	(33,224.96)	-70%	56,669.00	56,155.90	(42,156.76)	
Total Salaries and Benefits	181,957.60	185,991.48	(4,033.88)	-2%	1,660,886.13	1,859,914.80	(199,028.67)	-11%	2,218,766.23	1,383,576.59	277,309.54	
Total Operating Expenses	130,715.66	104,239.29	26,476.37	25%	1,015,941.39	1,042,392.90	(26,451.51)	-3%	1,239,270.73	977,390.32	38,551.07	
Total Expenses	312,673.26	290,230.77	22,442.49	8%	2,676,827.52	2,902,307.70	(225,480.18)	(0.08)	3,458,036.96	2,360,966.91	315,860.61	
Net Increase (Decrease)	163,068.04	(19,057.45)	182,125.49	-95%	446,266.09	(190,574.50)	636,840.59	(3.34)	(203,956.96)	228,435.89	217,830.20	

	April 2024 Actual	April 2024 Budget	Actual VS Budget	% Increase (Decrease)	FY24 YTD Actual	FY24 YTD Budget	FY24 YTD Variance	YTD % Increase (Decrease)	FY24 Annual Budget	FY23 YTD Actual	FY24 vs FY23 \$ YTD	Notes
Total Revenue	475,741.30	271,173.32	204,567.98	75%	3,123,093.61	2,711,733.20	411,360.41	0.15	3,254,080.00	2,589,402.80	533,690.81	
Inkind Rent	91,637.33	91,637.33	-	0%	916,932.50	916,373.30	559.20	0.00	1,099,647.96	916,373.30	559.20	
Inkind Contributions	2,200.45	937.50	1,262.95	135%	20,077.51	9,375.00	10,702.51	1.14	18,950.00	27,555.21	(7,477.70)	
Total Adjusted Revenue	569,579.08	363,748.15	205,830.93	57%	4,060,103.62	3,637,481.50	422,622.12	0.12	4,372,677.96	3,533,331.31	526,772.31	
Total Expenses	312,673.26	290,230.77	22,442.49	8%	2,676,827.52	2,902,307.70	(225,480.18)	(0.08)	3,458,036.96	2,360,966.91	315,860.61	
Inkind Rent	91,637.33	93,007.33	(1,370.00)	-1%	915,373.30	930,073.30	(13,700.00)	(0.01)	1,099,647.96	916,373.30	559.20	
In Kind	2,200.45	937.50	1,262.95	135%	20,309.21	9,375.00	10,934.21	1.17	18,950.00	27,555.21	(7,246.00)	
Depreciation	19,293.00	22,972.92	(3,689.92)	-16%	199,092.97	229,729.20	(30,636.23)	(0.13)	291,495.00	217,146.84	(8,053.87)	
Total Adjusted Expenses	425,804.04	407,153.52	18,650.52	5%	3,812,603.00	4,071,535.20	(258,932.20)	(0.06)	4,868,129.92	3,522,042.26	290,560.74	
Expenses												
Salaries & Waqes	181,957.60	185,991.48	(4,033.88)	-2%	1,660,886.13	1,859,914.80	(199,028.67)	(0.11)	2,218,766.23	1,383,576.59	277,309.54	
Operating Expenses	130,715.66	104,239.29	26,476.37	25%	1,015,941.39	1,042,392.90	(26,451.51)	(0.03)	1,239,270.73	977,390.32	38,551.07	
Total Expenses	312,673.26	290,230.77	22,442.49	8%	2,676,827.52	2,902,307.70	(225,480.18)	(0.08)	3,458,036.96	2,360,966.91	315,860.61	
Net Increase (Decrease)	143,775.04	(43,405.37)	187,180.41	-431%	247,500.62	(434,053.70)	681,554.32	(1.57)	(495,451.96)	11,289.05	236,211.57	

Discovery Gateway Children's Museum
Results of Operations as Compared to Budget to Forecast
For the Period of July 1, 2023 through June 30, 2024

	FY24 YTD Actual	FY24 YTD Budget	FY24 Annual Budget
Revenue			
<i>Earned Income</i>			
Admissions	977,340	1,008,333	1,210,000.00
Membership	255,277	203,333	244,000.00
Retail	29,133	30,083	36,100.00
Program Fees	88,984	62,958	75,550.00
Birthday Party Income	45,710	43,333	52,000.00
Facility Rental	9,575	17,083	20,500.00
Miscellaneous	81,450	77,125	92,550.00
Interest & Investments	87,220	55,150	66,180.00
Earned Revenue Subtotal	1,574,688	1,497,400	1,796,880.00
<i>Contributed Income</i>			
Federal Grants	0	0	-
State Grants	830,203	646,667	776,000.00
Local Grants	2,275	5,000	6,000.00
SLCO ZAP	287,373	248,333	298,000.00
Foundation Contributions	274,709	120,000	144,000.00
Corporate Contributions	135,045	175,000	210,000.00
Individual Contributions	18,801	19,333	23,200.00
Contributed Income Subtotal	1,548,406	1,214,333	1,457,200.00
Total Revenue	3,123,094	2,711,733	3,254,080.00
Expenses			
Salaries & Wages	1,317,819	1,538,642	1,838,906.48
Benefits	343,068	321,273	379,859.75
Office Supplies	3,341	4,550	5,460.00
Supplies	19,756	40,812	90,475.00
Contracted Services	7,529	18,750	10,550.00
Website and Internet	1,969	6,333	7,600.00
Promotions	1,003	4,333	5,200.00
Advertising	68,004	84,479	101,375.00
Hospitality	6,732	2,958	4,850.00
Recognition	1,204	1,750	1,300.00
Events	49,205	44,917	46,375.00
Insurance	21,431	40,296	46,375.00
Professional Services	56,971	57,583	57,750.00
Postage and Shipping	727	408	490.00
Equipment and Software	42,022	65,504	66,700.00
Meetings	512	217	3,660.00
Travel	53,497	43,458	47,350.00
Training and Memberships	17,470	21,317	20,374.55
Personnel	14,808	18,917	4,800.00
Utilities	192,069	184,375	22,700.00
Telephone	11,010	10,523	220,200.00
Occupancy	108,434	112,725	12,676.80
Printing	8,439	16,167	135,270.38
Repairs and Maintenance	40,584	51,604	19,400.00
Vehicles	16,947	0	61,875.00
Interest	24	30	-
Bank & Credit Card Processing	55,587	48,417	52,100.00
Cost of Goods Sold/Discounts	232,859	114,746	137,695.00
Miscellaneous	(30,194)	0	-
Janitorial	13,999	47,224	56,669.00
Total Salaries and Benefits	1,660,886	1,859,915	2,218,766.23
Total Operating Expenses	1,015,941	1,042,393	1,239,270.73
Total Expenses	2,676,828	2,902,308	3,458,036.96
Net Increase (Decrease)	446,266	(190,575)	(203,956.96)

	FY24 YTD Actual	FY24 YTD Budget	FY24 Annual Budget
Total Revenue	3,123,094	2,711,733	3,254,080.00
Inkind Rent	916,933	916,373	1,099,647.96
Inkind Contributions	20,078	9,375	18,950.00
Total Adjusted Revenue	4,060,104	3,637,482	4,372,677.96
Total Expenses	2,676,828	2,902,308	3,458,036.96
Inkind Rent	916,373	930,073	1,099,647.96
In Kind	20,309	9,375	18,950.00
Depreciation	199,093	229,779	291,495.00
Total Adjusted Expenses	3,812,603	4,071,535	4,868,129.92
Expenses			
Salaries & Wages	1,660,886	1,859,915	2,218,766.23
Operating Expenses	1,015,941	1,042,393	1,239,270.73
Total Expenses	2,676,828	2,902,308	3,458,036.96
Net Increase (Decrease)	247,501	(434,054)	(495,451.96)