



Budget and Annual Plan

June 7, 2022



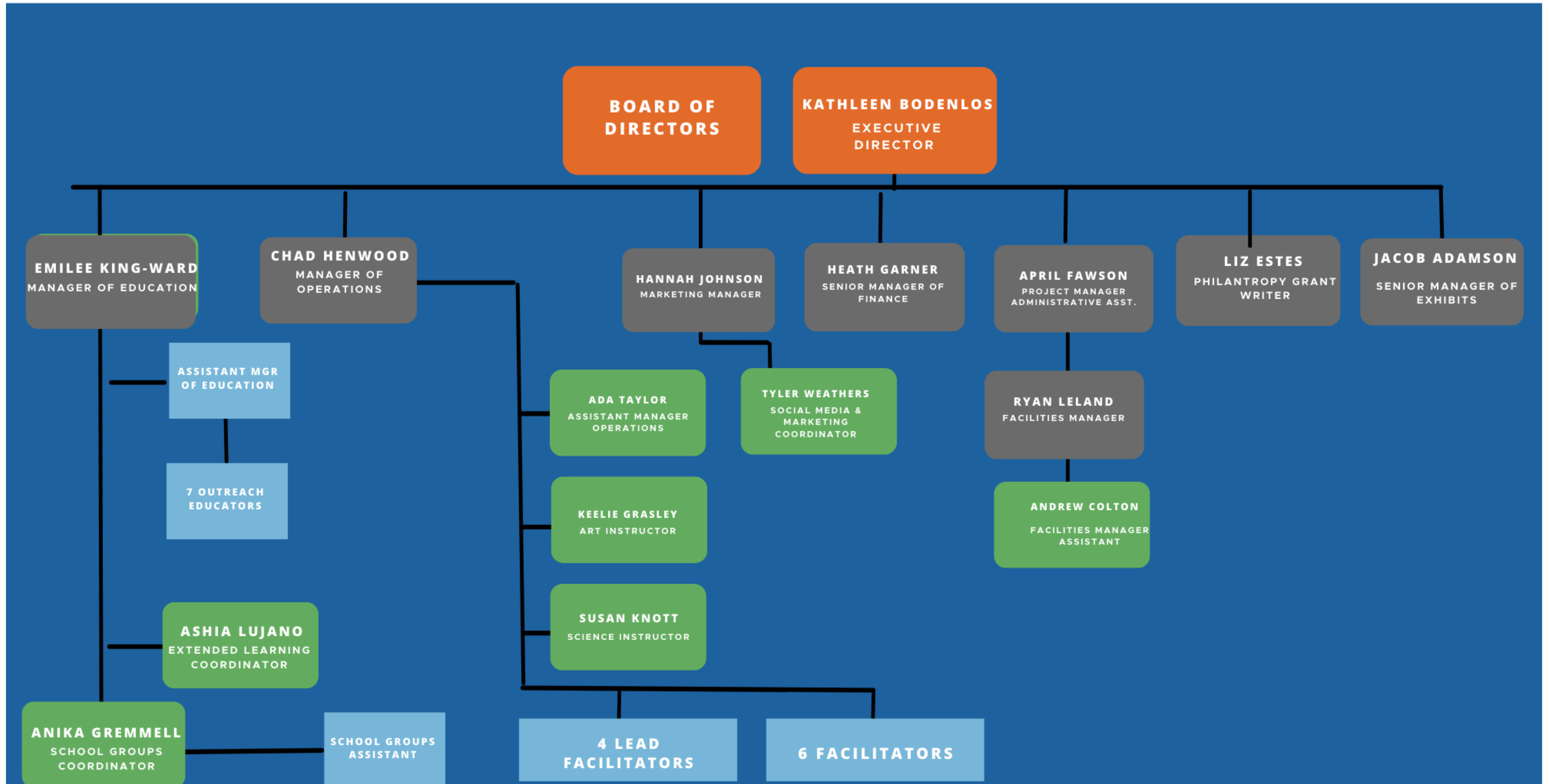


Agenda

- Current Organizational Chart
- Highlights of FY22
- Cash Flow Comparison
- FY23 Review Budget and Annual Plan and Request Approval
- Invitation to Paleo Opening
- Q&A
- Adjourn

ORGANIZATIONAL CHART

Museum Leadership Team





Highlights from FY22



FY22 Highlights

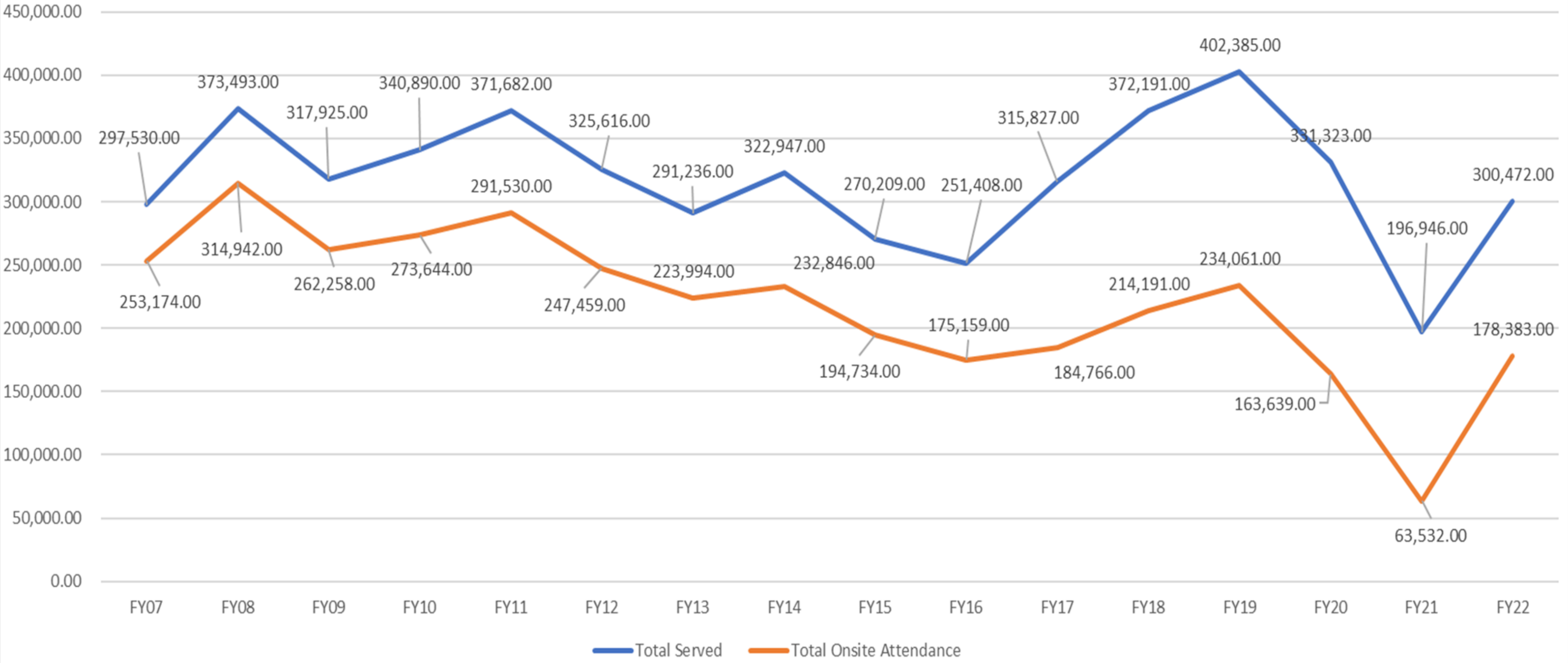
- Partnerships: Red Balloon Toy Store, Macey's, Staker Parson, Big West Oil and maintained all current sponsors
- New partnerships with other museums UMOCA and NHMU
- Added a new coding lab in STEAM studio—fully funded
- New in-house STEAM instructors
- Developed a new strategic plan for FY23—Financial Stability, STEAM, Multicultural Inclusion, and Research and Evaluation
- Improved Medallion Program Process and added 4 fully funded Medallion Partner Corporate Sponsored Days



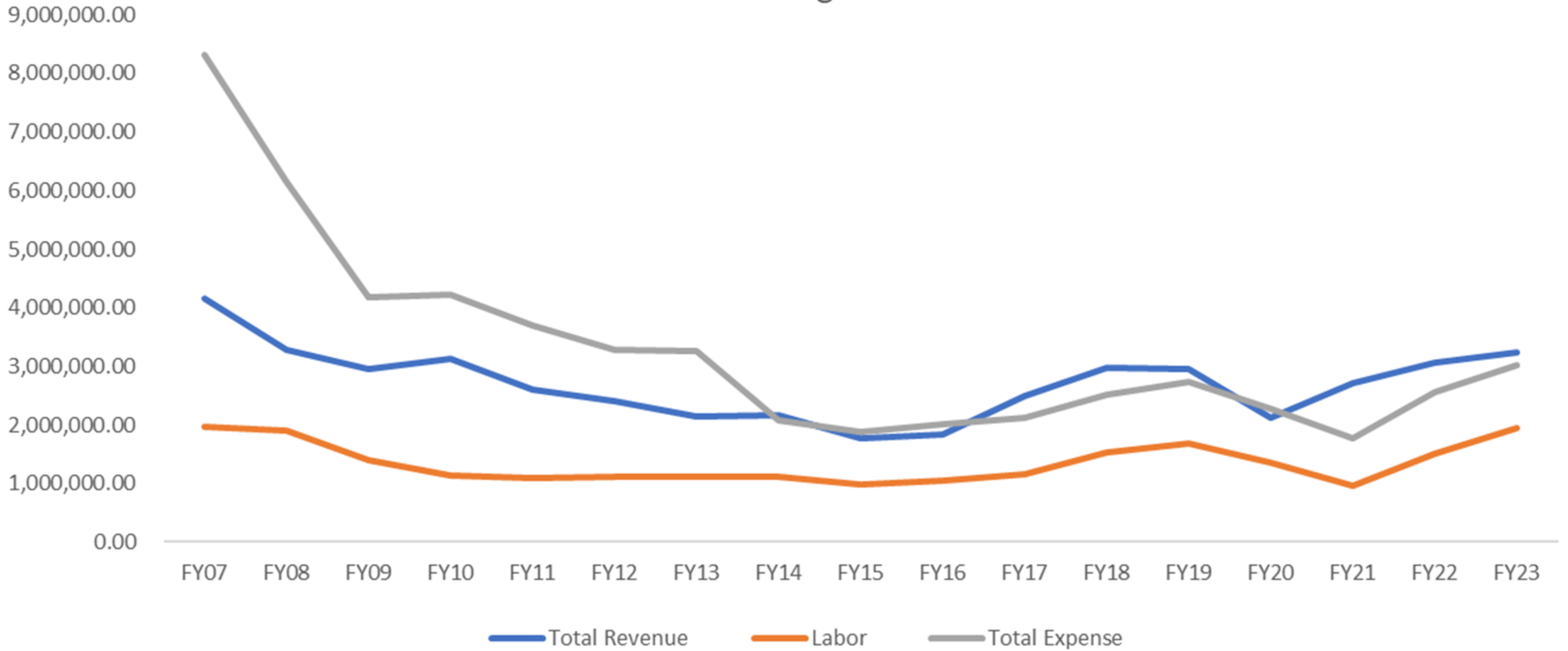
FY22 Highlights

- Received SVOG, PPP loan forgiveness & ERTC credits
- Increased attendance revenue to pre-pandemic levels
- Children's Health Fair and a Children's Mental Health Panel
- Remodeled: Added nursing room, Busy Bee Manor, new art murals, birthday party room, and refreshed office spaces
- Received funding for new paleontology exhibit and donation of collection of fossils; to open on June 17 to public
- Reached over 1,000 schools through education outreach program

Attendance Overview



Historical Budget Growth



Quick update on cash:

10/20: \$140,000

Checking & Savings



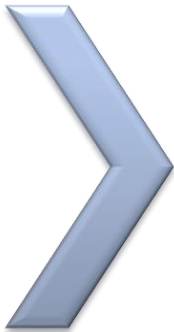
	Actuals	Forecast	Forecast
Period	Apr-22	May-22	Jun-22
Opening Balance	\$ 1,550,062.64	\$ 1,558,247.94	\$ 1,446,445.14
Total Receipts:	\$ 234,403.10	\$ 142,011.21	\$ 90,995.02
Total Payments	\$ 226,217.80	\$ 253,814.01	\$ 253,813.90
Net Cash Flow	\$ 8,185.30	\$ (111,802.80)	\$ (162,818.88)
Closing Balance	\$ 1,558,247.94	\$ 1,446,445.14	\$ 1,283,626.26
Forecasted Receipts (10/13)	\$ 181,970.26	\$ 142,011.21	\$ 90,995.02
Forecasted vs Actuals	\$ 52,432.84	\$ -	\$ -
Forecasted Net Cash Flow (10/13)	\$ (116,843.75)	\$ (111,802.80)	\$ (162,818.88)
Forecasted vs Actuals	\$ 125,029.05	\$ -	\$ -
Forecasted Closing Cash (10/13)	\$ 1,092,936.47	\$ 981,133.67	\$ 818,314.79
Forecasted vs Actuals	\$ 465,311.47	\$ 465,311.47	\$ 465,311.47

FY23 Budget and Annual Plan

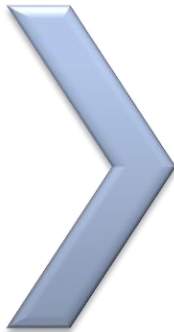




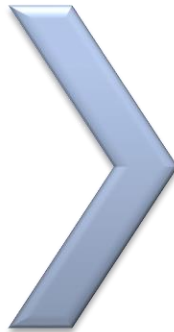
Budget FY23



Annual Plan FY23



Pay for
Performance
Evaluation Goals



Earned Income

Revenue	FY22 Projection	FY23 Budget	FY23 Increase/Decrease	%
Earned	\$1,618,508	\$1,823,214	\$204,706	13%

Contributed Income

Revenue	FY22 Projection	FY23 Budget	FY23 Increase/Decrease	%
Contributed	\$1,743,307	\$1,421,085	(\$322,222)	-18%

Total Revenue

Revenue	FY22 Projection	FY23 Budget	FY23 Increase/Decrease	%
Total	\$3,361,815	\$3,244,299	-\$117,516	-3.5%

Expenses: Salaries & Benefits

Expense	FY22 Projection	FY23 Budget	FY23 Increase/Decrease	%
Salaries & Benefits	\$1,510,000	\$1,938,462	\$428,462	28%

Operating Expenses

Expense	FY22 Projection	FY23 Budget	FY23 Increase/Decrease	%
Operations	\$1,051,878	\$1,083,855	\$31,977	3%

Total Expenditures

Expense	FY22 Projection	FY23 Budget	FY23 Increase/Decrease	%
Total	\$2,561,878	\$3,022,317	\$460,439	18%

Net Increase/Decrease

Total	FY22 Projection	FY23 Budget	FY23 Increase/Decrease	%
Net Increase	\$799,937	\$221,982	(\$577,955)	-72.3%

FY23 Budget and Annual Plan Recap

- Salary and wages largest increase to keep pace with market and move to pay-for-performance plan
- Continued focus on obtaining corporate sponsorships to create new exhibits
- \$50K allocated to fix existing exhibits and building maintenance
- In addition to financial sustainability, a continued focus on our mission including DEI and STEAM initiatives
as well as Research/Evaluation
- Q&A?

FY23 Budget & Annual Plan Approval





You are Cordially Invited to
A NIGHT AT THE MUSEUM

June 16th | 6:00PM-8:00PM

Please RSVP to Kathleen Bodenlos at
kbodenlos@discoverygateway.org







***Thank you for
your support!***

**Kathleen Bodenlos
Executive Director**