Discovery Gateway Children's Museum
FY20 Budget Rollup and Comparison

	FY17 ACTUAL	FY18 ACTUAL	FY18 Incr/(Decr) from FY17 Actual	Percentage Increase (Decrease)	FY19 Projection	FY20 Budget	FY20 Incr/(Decr) from FY19 Projection	Percentage Increase (Decrease)
Revenue								
Earned Income								
Admissions	$ 584,693	$ 609,677	$ 24,984	4%	$ 868,320	$ 840,000	$ (28,320)	-3.3%
Membership	224,073	266,910	42,837	16%	390,367	405,000	14,633	4%
Retail Outsource	0	4,690	4,690	100%	5,050	5,081	31	1%
Program Fees	13,645	11,104	(2,542)	-23%	23,585	25,000	1,415	6%
Birthday Party Income	71,756	71,565	(191)	0%	76,296	75,000	(1,296)	-2%
Facility Rental	28,004	24,033	(3,971)	-17%	23,169	38,400	15,231	66%
Miscellaneous	107,517	104,102	(3,415)	-3%	127,830	109,200	(18,630)	-15%
Interest & Investments	217	672	456	68%	139	500	361	260%
Earned Revenue Subtotal	1,029,906	1,092,753	62,847	6%	1,514,756	1,498,181	(16,575)	-1%
Contributed Income								
State Grants	279,718	607,618	327,900	54%	638,266	662,278	24,012	4%
State Capital Improvements	500,000	500,000	-	0%	-	-		0%
Local Grants	14,556	19,000	4,444	23%	1,000	3,500	2,500	250%
SL County	266,467	265,805	(662)	0%	242,185	240,000	(2,185)	-1%
SL County Capital Improvements	86,500	-	(86,500)	0%	125,000	-	(125,000)	-100%
Foundation Contributions	84,455	181,500	97,045	53%	211,554	85,000	(126,554)	-60%
Foundation Capital Improvements	50,000	0	(50,000)	0%	-	-	-	0%
Corporate Contributions***	97,378	264,052	166,674	63%	183,227	195,100	11,873	6%
Corporate Capital Improvements	37,000	-	(37,000)	0%	-	150,000	150,000	100%
Individual Contributions	43,171	54,692	11,521	21%	53,091	62,300	9,209	17%
Contributed Income Subtotal	1,459,245	1,892,667	433,422	23%	1,454,323	1,398,178	(56,145)	-4%
Total Revenue	$ 2,489,151	$ 2,985,419	$ 496,268	17%	$ 2,969,079	$ 2,896,359	$ (72,720)	-2.4%
Expenses								
Salaries & Wages	$ 1,005,500	$ 1,345,274	$ 339,775	25%	$ 1,503,407	$ 1,545,304	$ 41,897	3%
Benefits	149,712	194,647	44,935	23%	218,378	238,161	19,783	9%
Office Supplies	3,770	4,257	488	11%	5,571	3,040	(2,531)	-45%
Supplies	93,662	92,549	(1,113)	-1%	90,918	88,263	(2,655)	-3%
Contracted Services	8,331	15,377	7,045	46%	11,624	17,495	5,871	51%
Website and Internet	2,189	2,031	(157)	-8%	3,241	4,348	1,107	34%
Promotions	1,695	2,220	525	24%	3,739	5,495	1,756	47%
Advertising	61,227	80,202	18,975	24%	83,491	86,393	2,902	3%
Hospitality	9,432	12,116	2,684	22%	14,978	28,015	13,037	87%
Recognition	7,258	5,382	(1,876)	-35%	6,418	5,105	(1,313)	-20%
Insurance	23,015	30,185	7,170	24%	27,521	35,934	8,413	31%
Professional Services	41,995	40,190	(1,805)	-4%	78,614	48,145	(30,469)	-39%
Postage and Shipping	11,604	3,397	(8,207)	-242%	4,308	3,691	(617)	-14%
Equipment and Software	51,194	53,223	2,030	4%	41,502	54,752	13,250	32%

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	FY17 ACTUAL	FY18 ACTUAL	FY18 Incr/(Decr) from FY17 Actual	Percentage Increase (Decrease)	FY19 Projection	FY20 Budget	FY20 Incr/(Decr) from FY19 Projection	Percentage Increase (Decrease)
Meetings	1,125	805	(320)	-40%	11,178	2,090	(9,088)	-81%
Travel	30,446	27,634	(2,812)	-10%	32,785	46,265	13,480	41%
Training and Memberships	11,146	16,293	5,147	32%	23,080	24,620	1,540	7%
School Transportation Scholars	8,421	11,324	2,902	26%	8,419	12,500	4,081	48%
Personnel	16,873	23,950	7,076	30%	14,620	22,352	7,732	53%
Utilities	209,474	215,506	6,032	3%	214,961	227,127	12,166	6%
Telephone	11,430	13,691	2,261	17%	17,186	17,640	454	3%
Occupancy	118,120	118,215	94	0%	123,703	132,682	8,979	7%
Printing	27,348	35,643	8,295	23%	23,105	41,586	18,481	80%
Exhibit Rental & Development	60,000	125	(59,875)	-47900%	102		(102)	-100%
Repairs and Maintenance	43,765	62,888	19,122	30%	33,279	48,377	15,098	45%
Interest	1,085	1,851	766	41%	889	1,440	551	62%
Bank & Credit Card Processing	29,327	32,200	2,873	9%	42,425	43,500	1,075	3%
Cost of Goods Sold	-	3,119	3,119	100%	-	-	-	0%
Miscellaneous	9,187	(355)	(9,542)	2688%	653	3,080	2,427	372%
Janitorial	75,219	82,169	6,950	8%	82,457	95,283	12,826	16%
Total Salaries and Benefits	1,155,212	1,539,921	384,709	25%	1,721,785	1,783,465	61,680	4%
Total Operating Expenses	968,338	986,187	17,850	2%	1,000,767	1,099,218	98,451	10%
Total Expenses	2,123,550	2,526,108	402,559	16%	2,722,552	2,882,683	160,131	5.9%
Net Increase (Decrease)	$ 365,601	$ 459,311	$ 93,709		$ 246,527	$ 13,676	$ (232,851)	-94.5%

	FY17 ACTUAL	FY18 ACTUAL	FY19 Projection	FY20 Budget
Total Revenue	**$ 2,489,151**	**$ 2,985,419**	**$ 2,969,079**	**$ 2,896,359**
Inkind	149,058	262,349	213,742	242,742
Inkind Rent	1,099,648	1,099,648	1,099,648	1,099,648
Total Adjusted Revenue	**3,737,857**	**4,347,416**	**4,282,469**	**4,238,749**
Total Expenses	**2,123,550**	**2,526,108**	**2,722,552**	**2,882,683**
Inkind	141,513	262,349	213,742	242,742
Inkind Rent	1,099,648	1,099,648	1,099,648	1,099,648
Depreciation	282,203	165,247	208,470	220,000
Total Adjusted Expenses	**3,646,914**	**4,053,353**	**4,244,412**	**4,445,073**
Net Increase (Decrease)	**$ 90,943**	**$ 294,063**	**$ 38,057**	**$ (206,324)**