

Consolidated Calendar Year 2023 Budget

Ordinary Income/Expense	<u>2023</u>
Income	
Contributions Income	1,923,251
Earned Income	
50100 · Admissions Front Desk	3,763,099
50150 · Group Admissions	120,823
50200 · Birthday Party	151,000
50300 · Program Income	431,866
50400 · Membership	818,903
50500 · Design Services	100,000
50520 · Museum Store Sales	608,000
50600 · Events	522,500
50700 · Private Events	138,020
50800 · Food and Beverage	73,844
50900 · Discounts	<u>(1,300,645)</u>
Total Earned Income	<u>5,427,410</u>
Total Income	7,350,661
Cost of Goods Sold	<u>267,279</u>
Gross Profit	7,083,381
Expense	
Salaries and Wages	3,742,532
Payroll Taxes	290,056
Employee Benefits	289,964
Contract Labor	99,360
Supplies and Materials	411,905
Utilities	230,615
Outsourced Services	968,204
Repairs and Maintenance	191,235
Travel	17,066
Recognition	18,504
Transportation	6,181
Training and Professional Devel	44,398
Food and Drink	133,500
Dues and Subscriptions	24,227
Postage	12,390
Professional Fees	108,100
Insurance	100,617
Other Expenses	174,030
Interest Expense	5,334
Depreciation Expense	<u>-</u>
Total Expense	<u>6,868,219</u>
Net Ordinary Income	215,162
Depreciation	2,500,000
Spend Rate	<u>297,545</u>
NOI After Dep	<u>(1,987,293)</u>