



**FY 2018 OPERATING BUDGET SUMMARY
OCTOBER 2017 - SEPTEMBER 2018**

Revenue	
Earned Revenue	
Admissions	\$ 13,259,444
Memberships	2,753,502
Events/Rentals	1,098,950
Ancillary Services, net	3,102,996
Program Income	452,500
Total Earned Revenue	<u>20,667,392</u>
Non-Earned Revenue	
Contributions	4,026,750
Program and Education Grants	903,910
Local and State Grants	44,717
Total Non-Earned Revenue	<u>4,975,377</u>
Total Revenue	<u>\$ 25,642,769</u>
Operating Expenses	
Payroll, Benefits & Payroll Administration	\$ 10,920,688
Professional Services	972,160
Supplies, Materials & Equipment	1,064,800
Occupancy	4,853,698
Insurance	1,257,600
Marketing & Communications	2,127,150
New & Temporary Exhibits	674,000
Transportation & Travel	157,200
Grant-Funded Expenses	479,466
Finance & Interest Expense	1,638,800
Other	479,918
Total Operating Expenses	<u>\$ 24,625,480</u>
	<u>\$ 1,017,290</u>
Net Operating Income	<u>\$ 1,017,290</u>
	<u>\$ 380,000</u>
Capital Expenses	<u>\$ 380,000</u>
	<u>\$ 637,290</u>
Net Income	<u>\$ 637,290</u>