

**REVISED PROJECTED BUDGET (8/2004) - DURANGO DISCOVERY MUSEUM**

	<b>Line item total</b>	<b>Category total</b>	<b>Attendance (includes repeat visitors)</b>	<b>Tourists</b>	<b>Regional Residents</b>
<b>INCOME</b>					
<b>Gallery Admission</b>		<b>\$ 120,000</b>			
General	\$ 108,000		24,000	14,400	9,600
Group	\$ 12,000		3,000		3,000
<b>Youth Programs</b>		<b>\$ 27,260</b>			
School groups	\$ 1,500		1,000		1,000
Preschool	\$ 2,000		500		500
Summer	\$ 10,000		250	38	213
Weekend	\$ 3,000		300		300
After School	\$ 2,000		400		400
Schools Out	\$ 5,760		384		384
Overnight	\$ 3,000		120		120
<b>Adult Programs</b>		<b>\$ 4,875</b>			
Green Building	\$ 3,750		50	40	10
Historic Preservation	\$ 1,125		15	12	3
<b>Events</b>		<b>\$ 9,000</b>			
Educational	\$ 2,000		2,000	400	1,600
Fundraising	\$ 7,000		200		200
<b>Revenue</b>		<b>\$ 192,409</b>			
Party	\$ 7,200		1,440		1,440
Gift Shop	\$ 38,727				
Mini golf	\$ 18,000		5,143	1,543	3,600
Carousel	\$ 90,000		60,000	30,000.0	30,000.0
Facility Rental	\$ 7,500				
Food Service	\$ 30,982				
<b>Membership</b>	<b>\$ 32,000</b>	<b>\$ 32,000</b>	<b>7,680</b>		7680
<b>Donations</b>		<b>\$ 23,700</b>			
Anonymous	\$ 4,000				
Individual	\$ 3,500				

Corporate	\$ 15,000				
Board	\$ 1,200				
<b>Grants</b>		<b>\$ 77,000</b>			
Operating	\$ 70,000				
Project	\$ 7,000				
<b>TOTAL INCOME</b>		<b>\$ 486,244</b>	<b>106,482</b>	<b>46,432</b>	<b>60,050</b>
<b>EXPENSES</b>					
<b>Professional Staff</b>		<b>\$ 195,613</b>			
Executive Director, 1 fte	\$ 47,000				
Admin Assistant, .75 fte	\$ 23,500				
Exhibits Director, 1 fte	\$ 37,000				
Education Director, 1 fte	\$ 37,000				
Financial Director, .5 fte	\$ 18,000				
Employer Tax	\$ 15,113				
Health Insurance	\$ 18,000				
<b>Part time, Temp, Seasonal Staff</b>		<b>\$ 77,344</b>			
Party host	\$ 2,880				
Teaching staff	\$ 19,781				
Visitor Services	\$ 48,102				
Employer Tax	\$ 6,581				
<b>Occupancy</b>		<b>\$ 40,680</b>			
Facility Repair	\$ 5,800				
Utilities	\$ 29,000				
Storage	\$ 1,500				
Insurance					
Board Liability	\$ 1,000				
General Liability	\$ 2,000				
Workers Comp	\$ 1,000				
Other	\$ 380				
<b>Marketing</b>		<b>\$ 27,363</b>			
Brochure rack flyers	\$ 9,900				
Webhosting	\$ 500				
Printing	\$ 2,000				
Newspaper, radio ads	\$ 6,000				

Member newsletter	\$ 1,600			
Admission, program discounts	\$ 7,363			
<b>Programming</b>		<b>\$ 61,518</b>		
Exhibit fabrication	\$ 15,000			
Exhibit repair, supplies	\$ 4,000			
Exhibit rental	\$ 20,000			
Programs supplies	\$ 4,518			
Carousel maintenance	\$ 18,000			
<b>General &amp; Administration</b>		<b>\$ 42,413</b>		
Banking, check fees	\$ 150			
Board training	\$ 350			
Credit card processing	\$ 4,123			
Office equipment	\$ 7,720			
Fundraising expense	\$ 4,350			
Postage	\$ 1,000			
Professional services	\$ 5,000			
Dues & subscriptions	\$ 1,650			
Office supplies	\$ 5,030			
Telephone	\$ 5,040			
Professional meetings fees	\$ 2,400			
Travel	\$ 5,600			
<b>Cost of goods sold</b>	<b>\$ 30,766</b>	<b>\$ 30,766</b>		
<b>Contingency</b>	<b>\$ 9,725</b>	<b>\$ 9,725</b>		
<b>TOTAL EXPENSES</b>		<b>\$ 485,421</b>		
<b>NET</b>		<b>\$ 823</b>		