

THE TECH MUSEUM OF INNOVATION  
SUPPORT, REVENUE AND EXPENSES

	Quarter ended March 31, 1995				Quarter ended March 31, 1994			
	Operating Fund	Future Tech Funds	Capital Funds	Fund Total	Operating Fund	Future Tech Funds	Capital Funds	Fund Total
<b>Support and revenue:</b>								
Contributions	39,291	361,392	-	400,683	16,912	165,940	-	182,852
Admissions & fees	126,998	-	-	126,998	122,570	-	-	122,570
Public support (1)	75,913	150,261	-	226,174	75,000	114,651	-	189,651
Memberships	77,290	-	-	77,290	110,308	-	-	110,308
Donated property & services	77,516	7,149	-	84,665	44,896	15,825	-	60,721
Store sales	40,165	-	-	40,165	36,553	-	-	36,553
Other	171	24,592	-	24,763	(24)	26,489	-	26,465
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Total support and revenue	437,344	543,394	0	980,738	406,215	322,905	0	729,120
<b>Expenses:</b>								
Museum Project	-	58,036	-	58,036	-	84,510	-	84,510
Exhibits & Programs	153,939	239,399	362,437	755,775	70,487	59,948	470,875	601,310
Visitor Services	131,609	-	-	131,609	158,445	-	-	158,445
Education Programs	51,557	9,283	-	60,840	78,081	8,709	-	86,790
Marketing	56,860	-	-	56,860	50,313	-	-	50,313
Development	43,194	73,589	-	116,783	21,502	48,882	-	70,384
Administration	30,479	70,902	-	101,381	27,031	64,074	-	91,105
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Total expense	467,638	451,209	362,437	1,281,284	405,859	266,123	470,875	1,142,857
<b>Excess (deficiency) of support and revenue over expenses</b>	(30,294)	92,185	(362,437)	(300,546)	356	56,782	(470,875)	(413,737)
<b>Beginning fund balances</b>	(554,007)	2,739,850	1,274,132	3,459,975	(592,060)	(231,728)	4,077,656	3,253,868
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	(584,301)	2,832,035	911,695	3,159,429	(591,704)	(174,946)	3,606,781	2,840,131
<b>Add (deduct) transfers</b>	(33,662)	(12,267)	45,929	-	-	(15,655)	15,655	-
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Ending fund balance	(617,963)	2,819,768	957,624	3,159,429	(591,704)	(190,601)	3,622,436	2,840,131
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NOTES:

- Public Support consists of City of San Jose contribution towards Tech operating expense and SJRDA support of the planning of The Future Tech facility.

THE TECH MUSEUM OF INNOVATION  
BALANCE SHEETS AND CHANGES IN FUND BALANCES

ASSETS	March 31, 1995				March 31, 1994			
	Operating Fund	Future Tech Funds	Capital Funds	Fund Total	Operating Fund	Future Tech Funds	Capital Funds	Fund Total
Current assets:								
Cash and cash equivalents	89,008	1,991,481	-	2,080,490	162,642	644,686	-	807,328
Prepaid expenses and other current assets	34,216	236,269	-	270,485	19,767	183,405	20,000	223,172
Inventory	36,574	-	-	36,574	31,995	-	-	31,995
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Total current assets	159,799	2,227,750	0	2,387,549	214,404	828,091	20,000	1,062,495
Property and equipment:								
Exhibits and furnishings	-	-	6,580,950	6,580,950	-	-	6,580,950	6,580,950
Furniture, fixtures and equipment	-	-	587,022	587,022	-	-	408,027	408,027
Leasehold improvements	-	-	1,956,612	1,956,612	-	-	1,949,460	1,949,460
Less accumulated depreciation	-	-	(8,166,959)	(8,166,959)	-	-	(6,378,956)	(6,378,956)
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-	-	-	957,624	957,624	-	-	2,559,482	2,559,482
Construction -in-progress (1)	6,000	201,630	-	207,630	6,000	201,630	-	207,630
Other assets (2)	70,024	-	-	70,024	35,000	-	-	35,000
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	235,823	2,429,380	957,624	3,622,827	255,404	1,029,721	2,579,482	3,864,607
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LIABILITIES AND FUND BALANCES								
Current liabilities:								
Accounts payable	49,341	50,958	-	100,299	72,932	51,415	-	124,347
Deferred restricted contributions	83,109	279,990	-	363,099	85,454	814,675	-	900,129
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Total current liabilities	132,450	330,948	-	463,398	158,385	866,090	-	1,024,476
Interfund Payable/(Receivable)	721,337	(721,337)	-	-	688,723	354,232	(1,042,955)	-
Fund Balances	(617,963)	2,819,768	957,624	3,159,429	(591,704)	(190,601)	3,622,436	2,840,131
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	235,823	2,429,380	957,624	3,622,827	255,404	1,029,721	2,579,482	3,864,607
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NOTES:

1. Construction in progress represents capitalized costs for exhibits in the process of design and construction.
2. Other Assets in the Operating Fund records the Hearst Endowment Fund for Education Programs.

Q1 - 1995 OPERATING FUND BUDGET REPORT

	QUARTER ACTUAL	QUARTER BUDGET	YTD ACTUAL	YTD BUDGET	VARIANCE	1995 BUDGET
REVENUE						
Education & Operation Grants	39,291	60,700	39,291	60,700	(21,409)	285,300
Memberships	77,290	130,000	77,290	130,000	(52,710)	600,000
Admissions	73,182	75,600	73,182	75,600	(2,418)	292,600
Fees	53,816	51,400	53,816	51,400	2,416	234,100
Public Support	75,913	75,000	75,913	75,000	913	300,000
Corporate Sponsorship	0	5,000	0	5,000	(5,000)	245,000
Store revenue	40,165	50,300	40,165	50,300	(10,135)	194,900
Other	171	600	171	600	(429)	37,400
<b>TOTAL REVENUE</b>	<b>359,828</b>	<b>448,600</b>	<b>359,828</b>	<b>448,600</b>	<b>(88,772)</b>	<b>2,189,300</b>
EXPENSES:						
Visitor Services	99,210	125,300	99,210	125,300	(26,090)	498,300
Programs & Visitor Experiences	143,814	177,200	143,814	177,200	(33,386)	679,900
Education Programs	50,228	63,900	50,228	63,900	(13,672)	318,000
Development	43,194	61,100	43,194	61,100	(17,906)	351,900
Marketing	56,860	48,000	56,860	48,000	8,860	219,700
Administration	30,479	30,300	30,479	30,300	179	121,200
<b>TOTAL EXPENSE</b>	<b>423,785</b>	<b>505,800</b>	<b>423,785</b>	<b>505,800</b>	<b>(82,015)</b>	<b>2,189,000</b>
<b>REVENUE OVER EXPENSES</b>	<b>(63,957)</b>	<b>(57,200)</b>	<b>(63,957)</b>	<b>(57,200)</b>	<b>(6,757)</b>	<b>300</b>

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Technology Center of Silicon Valley  
 THE TECH MUSEUM OF INNOVATION

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Q1 - 1995 FUTURE TECH FUND BUDGET REPORT

	QUARTER ACTUAL	QUARTER BUDGET	YTD ACTUAL	YTD BUDGET	VARIANCE	1995 BUDGET
REVENUE						
Contributions	361,392	900,000	361,392	900,000	(538,608)	4,750,000
Public Support	150,261	201,600	150,261	201,600	(51,339)	1,262,000
Other	24,592	15,000	24,592	15,000	9,592	60,000
<b>TOTAL REVENUE</b>	<b>536,245</b>	<b>1,116,600</b>	<b>536,245</b>	<b>1,116,600</b>	<b>(580,355)</b>	<b>6,072,000</b>
EXPENSES:						
Exhibits	239,399	311,800	239,399	311,800	(72,401)	1,166,000
Museum Project	58,036	91,600	58,036	91,600	(33,564)	316,300
Development	73,589	79,400	73,589	79,400	(5,811)	302,600
Administration	70,902	70,800	70,902	70,800	102	283,200
Education	9,283	11,100	9,283	11,100	(1,817)	63,500
<b>TOTAL EXPENSE</b>	<b>451,209</b>	<b>564,700</b>	<b>451,209</b>	<b>564,700</b>	<b>(113,491)</b>	<b>2,131,600</b>
<b>REVENUE OVER EXPENSES</b>	<b>85,036</b>	<b>551,900</b>	<b>85,036</b>	<b>551,900</b>	<b>(466,864)</b>	<b>3,940,400</b>

Q3 - 1995 FUTURE TECH FUND BUDGET REPORT

	QUARTER ACTUAL	QUARTER BUDGET	YTD ACTUAL	YTD BUDGET	VARIANCE	1995 BUDGET
REVENUE						
Contributions	978,724	900,000	3,785,391	3,700,000	85,391	4,750,000
Public Support	209,453	504,800	538,869	883,600	(344,731)	1,262,000
Other	129,854	15,000	123,313	45,000	78,313	60,000
TOTAL REVENUE	1,318,031	1,419,800	4,447,573	4,628,600	(181,027)	6,072,000
EXPENSES:						
Exhibits	351,037	282,600	867,197	874,900	(7,703)	1,166,000
Museum Project	91,416	75,300	230,924	241,000	(10,076)	316,300
Development	84,360	74,400	232,316	228,200	4,116	302,600
Administration	84,629	70,800	225,224	212,400	12,824	283,200
Education	20,897	26,500	41,284	52,400	(11,116)	63,500
TOTAL EXPENSE	632,339	529,600	1,596,945	1,608,900	(11,955)	2,131,600
REVENUE OVER EXPENSES	685,692	890,200	2,850,628	3,019,700	(169,072)	3,940,400

Q3 - 1995 OPERATING FUND BUDGET REPORT

	QUARTER ACTUAL	QUARTER BUDGET	YTD ACTUAL	YTD BUDGET	VARIANCE	1995 BUDGET
<b>REVENUE</b>						
Education & Operation Grants	136,197	74,500	235,925	219,900	16,025	285,300
Memberships	77,948	90,000	235,251	370,000	(134,749)	600,000
Admissions	69,893	72,700	217,405	227,200	(9,795)	292,600
Fees	30,943	87,900	122,727	185,700	(62,973)	234,100
Public Support	75,100	75,000	226,013	225,000	1,013	300,000
Corporate Sponsorship	32,500	15,000	33,250	35,000	(1,750)	245,000
Store revenue	43,055	48,400	125,901	151,300	(25,399)	194,900
Other	7,529	600	12,042	1,800	10,242	37,400
<b>TOTAL REVENUE</b>	<b>473,165</b>	<b>464,100</b>	<b>1,208,514</b>	<b>1,415,900</b>	<b>(207,386)</b>	<b>2,189,300</b>
<b>EXPENSES:</b>						
Visitor Services	99,321	124,400	299,420	376,200	(76,780)	498,300
Programs & Visitor Experiences	119,789	171,800	426,247	528,700	(102,453)	679,900
Education Programs	111,645	112,300	222,407	251,400	(28,993)	318,000
Development	53,447	56,100	168,318	175,800	(7,482)	351,900
Marketing	48,651	61,500	159,112	162,800	(3,688)	219,700
Administration	31,934	30,300	92,302	90,900	1,402	121,200
<b>TOTAL EXPENSE</b>	<b>464,787</b>	<b>556,400</b>	<b>1,367,806</b>	<b>1,585,800</b>	<b>(217,994)</b>	<b>2,189,000</b>
<b>REVENUE OVER EXPENSES</b>	<b>8,378</b>	<b>(92,300)</b>	<b>(159,292)</b>	<b>(169,900)</b>	<b>10,608</b>	<b>300</b>

**THE TECH MUSEUM OF INNOVATION  
BALANCE SHEETS AND CHANGES IN FUND BALANCES**

ASSETS	September 30, 1995				September 30, 1994			
	Operating Fund	Permanent Tech Funds	Capital Funds	Fund Total	Operating Fund	Permanent Tech Funds	Capital Funds	Fund Total
<b>Current assets:</b>								
Cash and cash equivalents	1,450	4,603,833	-	4,605,283	1,350	1,298,115	-	1,299,465
Prepaid expenses and other current assets	113,389	556,954	-	670,343	62,522	194,084	-	256,606
Inventory	41,514	-	-	41,514	49,764	-	-	49,764
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Total current assets	156,354	5,160,787	-	5,317,140	113,636	1,492,199	-	1,605,835
<b>Property and equipment:</b>								
Exhibits and furnishings	-	-	6,586,215	6,586,215	-	-	6,580,950	6,580,950
Furniture, fixtures and equipment	-	-	609,818	609,818	-	-	476,307	476,307
Leasehold improvements	-	-	1,949,460	1,949,460	-	-	1,949,460	1,949,460
Less accumulated depreciation	-	-	(8,873,874)	(8,873,874)	-	-	(7,328,619)	(7,328,619)
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	-	-	271,619	271,619	-	-	1,678,099	1,678,099
Construction -in-progress (1)	6,000	256,295	-	262,295	6,000	201,630	-	207,630
Other assets (2)	70,000	-	-	70,000	35,649	-	-	35,649
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	232,354	5,417,082	271,619	5,921,055	155,285	1,693,829	1,678,099	3,527,212
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<b>LIABILITIES AND FUND BALANCES</b>								
<b>Current liabilities:</b>								
Accounts payable	83,276	81,246	-	164,522	78,106	49,734	-	127,840
Deferred restricted contributions	85,307	1,205,230	-	1,290,537	96,331	741,014	-	837,345
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Total current liabilities	168,583	1,286,476	-	1,455,060	174,437	790,748	-	965,185
Interfund Payable/(Receivable) (3)	785,693	(785,693)	-	-	698,246	(698,246)	-	-
Fund Balances	(721,922)	4,916,299	271,619	4,465,996	(717,398)	1,601,326	1,678,099	2,562,027
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	232,354	5,417,082	271,619	5,921,055	155,285	1,693,828	1,678,099	3,527,212
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**NOTES:**

1. Construction in progress represents capitalized costs for exhibits in the process of design and construction.
2. Other Assets in the Operating Fund include the Hearst Endowment Fund for Education Programs.
3. Interfund Payable/(Receivable) records the funds borrowed by the Operating Fund for operating expenses.





Q4 - 1995 OPERATING FUND BUDGET REPORT

	QUARTER ACTUAL	QUARTER BUDGET	YTD ACTUAL	YTD BUDGET	VARIANCE	1995 BUDGET
REVENUE						
Education & Operation Grants	16,930	65,400	252,855	285,300	(32,445)	285,300
Memberships	286,058	230,000	521,309	600,000	(78,691)	600,000
Admissions	72,368	65,400	289,591	292,600	(3,009)	292,600
Fees	42,733	48,400	164,639	234,100	(69,461)	234,100
Public Support	75,000	75,000	301,013	300,000	1,013	300,000
Corporate Sponsorship	177,105	210,000	210,355	245,000	(34,645)	245,000
Store revenue	38,923	43,600	164,825	194,900	(30,075)	194,900
Other	33,837	35,600	45,894	37,400	8,494	37,400
<b>TOTAL REVENUE</b>	<b>742,954</b>	<b>773,400</b>	<b>1,950,481</b>	<b>2,189,300</b>	<b>(238,819)</b>	<b>2,189,300</b>
EXPENSES:						
Visitor Services	96,553	122,100	395,972	498,300	(102,328)	498,300
Programs & Visitor Experiences	95,243	151,200	521,490	679,900	(158,410)	679,900
Education Programs	60,212	66,600	282,619	318,000	(35,381)	318,000
Development	125,769	176,100	294,087	351,900	(57,813)	351,900
Marketing	46,842	56,900	205,955	219,700	(13,745)	219,700
Administration	31,748	30,300	124,050	121,200	2,850	121,200
<b>TOTAL EXPENSE</b>	<b>456,367</b>	<b>603,200</b>	<b>1,824,173</b>	<b>2,189,000</b>	<b>(364,827)</b>	<b>2,189,000</b>
<b>REVENUE OVER EXPENSES</b>	<b>286,587</b>	<b>170,200</b>	<b>126,308</b>	<b>300</b>	<b>126,008</b>	<b>300</b>

Q4 - 1995 FUTURE TECH FUND BUDGET REPORT

	QUARTER ACTUAL	QUARTER BUDGET	YTD ACTUAL	YTD BUDGET	VARIANCE	1995 BUDGET
REVENUE						
Contributions	979,010	1,050,000	4,764,400	4,750,000	14,400	4,750,000
Public Support	184,193	378,400	723,062	1,262,000	(538,938)	1,262,000
Other	77,717	15,000	201,030	60,000	141,030	60,000
<b>TOTAL REVENUE</b>	<b>1,240,920</b>	<b>1,443,400</b>	<b>5,688,492</b>	<b>6,072,000</b>	<b>(383,508)</b>	<b>6,072,000</b>
EXPENSES:						
Exhibits	343,555	291,100	1,210,751	1,166,000	44,751	1,166,000
Museum Project	107,277	75,300	338,201	316,300	21,901	316,300
Development	104,967	74,400	337,284	302,600	34,684	302,600
Administration	75,579	70,800	300,803	283,200	17,603	283,200
Education	9,101	11,100	50,385	63,500	(13,115)	63,500
<b>TOTAL EXPENSE</b>	<b>640,479</b>	<b>522,700</b>	<b>2,237,424</b>	<b>2,131,600</b>	<b>105,824</b>	<b>2,131,600</b>
<b>REVENUE OVER EXPENSES</b>	<b>600,441</b>	<b>920,700</b>	<b>3,451,068</b>	<b>3,940,400</b>	<b>(489,332)</b>	<b>3,940,400</b>

THE TECH MUSEUM OF INNOVATION  
1995 BUDGET

	OPERATING FUNDS	FUTURE TECH FUNDS	1995 BUDGET TOTAL	1994 REV. BUDGET TOTAL
	\$K	\$K	\$K	\$K
REVENUE:				
Contributions	285	4,750	5,035	2,075
Public Support (1)	300	1,262	1,562	826
Memberships	600	-	600	551
Corporate Sponsorship	245		245	165
Admissions (2)	292	-	292	285
Fees	234	-	234	168
Store Revenue	195	-	195	144
Other	37	60	97	45
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TOTAL REVENUE	2,189	6,072	8,261	4,258
EXPENSE:				
Exhibits	-	1,166	1,166	786
Programs & Visitor Experience	679	-	679	529
Development	352	302	654	459
Visitor Services	498	-	498	440
Administration	121	283	405	378
Education	318	63	382	381
Marketing	220	-	220	212
Museum Project	-	316	316	311
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TOTAL EXPENSE	2,189	2,131	4,319	3,495
EXCESS REVENUE OVER EXPENSE	0	3,941	3,941	762
CAPITAL EXPENDITURES				
Exhibits	0	1,630	1,630	80
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TOTAL CAPITAL EXPENDITURES	0	1,630	1,630	80
INCREASE IN CASH RESERVES	0	2,311	2,311	682

NOTES:

1. Operating Fund Public support revenue consists of City of San Jose monthly support of O & M costs. Permanent Tech Fund Public Support is anticipated SJRDA funding of exhibit design expenses and building project management expenses.
2. Admissions revenue is based on an estimated annual regular attendance of 97.5K persons at an average ticket price of \$3.00.

THE TECH MUSEUM OF INNOVATION  
1995 REVENUE AND EXPENSE BUDGET  
OPERATING FUNDS

	1995 BUDGET												1994		
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	TOTAL	BUDGET REV BUDG	TOTAL
REVENUE	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K
Admissions	23.8	27.4	24.4	30.0	26.4	22.5	31.6	27.5	13.6	17.9	20.9	26.6	292.5	285.2	
Grants	19.9	20.9	19.9	28.9	29.9	25.9	25.9	26.7	21.7	21.7	21.7	21.7	284.7	184.1	
Membership	50.0	40.0	40.0	40.0	50.0	60.0	20.0	20.0	50.0	60.0	70.0	100.0	600.0	550.6	
Public Support	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	300.0	300.0	
Store Revenue	15.8	18.3	16.2	20.0	17.6	15.0	21.1	18.3	9.0	12.0	13.9	17.7	195.0	143.9	
Fees	16.8	16.8	17.8	13.8	13.8	18.8	24.8	56.8	6.3	19.3	16.8	12.3	234.1	332.7	
Corporate Support	0.0	0.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	200.0	5.0	245.0	165.0	
Other	0.0	0.0	0.6	0.0	0.0	0.6	0.0	0.0	0.6	0.0	0.0	35.6	37.4	0.0	
<b>TOTAL REVENUE</b>	<b>151.3</b>	<b>148.4</b>	<b>148.9</b>	<b>162.7</b>	<b>167.7</b>	<b>172.8</b>	<b>153.3</b>	<b>179.3</b>	<b>131.2</b>	<b>160.9</b>	<b>368.3</b>	<b>243.9</b>	<b>2,188.7</b>	<b>1,961.5</b>	
<b>EXPENSE</b>															
Education (75%)	11.0	11.0	11.0	11.0	22.3	11.0	14.8	53.8	11.0	11.0	11.0	11.0	190.1	208.6	
Media Lab	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	5.7	68.3	53.9	
Workbench	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	60.0	50.7	
Programs & VisitorExp	10.4	10.4	10.4	10.4	10.4	10.4	10.4	10.4	10.4	10.4	10.4	10.4	124.8	62.4	
Public Programs	8.4	9.4	8.4	16.4	8.4	14.9	21.4	16.0	8.4	8.4	8.4	8.4	136.8	116.8	
Exhibit Engineering	26.0	26.0	26.0	26.0	26.0	26.0	26.0	26.0	26.0	26.0	26.0	26.0	311.9	222.6	
Volunteer Services	12.6	12.6	16.6	12.6	12.6	5.6	5.6	5.6	5.6	5.6	5.6	5.6	106.0	86.6	
Annual Fundraising	23.7	18.7	18.7	21.2	18.7	18.7	18.7	18.7	18.7	18.7	118.7	18.7	351.7	217.9	
Marketing	18.7	14.5	14.6	24.2	12.7	16.2	20.7	22.9	17.8	22.8	18.8	16.0	219.7	212.2	
Facility	22.5	22.5	22.5	22.5	22.5	22.5	22.5	22.5	22.5	22.5	22.5	22.5	269.8	242.1	
Admissions	4.7	4.7	4.7	4.7	4.7	4.7	4.7	4.7	4.7	4.7	4.7	4.7	55.9	68.3	
Tech Store	14.2	15.4	14.4	16.2	15.1	13.7	16.8	15.4	10.8	12.2	13.2	15.1	172.4	129.7	
Administration (30%)	10.1	10.1	10.1	10.1	10.1	10.1	10.1	10.1	10.1	10.1	10.1	10.1	121.4	113.5	
<b>TOTAL EXPENSE</b>	<b>172.5</b>	<b>165.5</b>	<b>167.6</b>	<b>185.6</b>	<b>173.6</b>	<b>164.1</b>	<b>181.9</b>	<b>217.2</b>	<b>157.1</b>	<b>183.5</b>	<b>260.5</b>	<b>159.6</b>	<b>2,188.6</b>	<b>1,785.3</b>	
<b>EXCESS REVENUE</b>	<b>(21.2)</b>	<b>(17.1)</b>	<b>(18.7)</b>	<b>(22.9)</b>	<b>(5.9)</b>	<b>8.6</b>	<b>(28.6)</b>	<b>(37.9)</b>	<b>(25.9)</b>	<b>(22.6)</b>	<b>107.8</b>	<b>84.4</b>	<b>0.1</b>	<b>176.2</b>	

THE TECH MUSEUM OF INNOVATION  
FUTURE TECH FUNDS  
1995 REVENUE AND EXPENSE BUDGET

	1995 BUDGET												1994		
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	TOTAL	TOTAL	TOTAL
REVENUE	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K	\$K
Contributions	300.0	300.0	300.0	300.0	1,300.0	300.0	300.0	300.0	300.0	300.0	300.0	450.0	4,750.0	1,890.5	
Public Support	57.4	60.6	83.6	60.6	58.3	58.3	59.6	222.6	222.6	226.9	151.4	0.0	1,262.0	526.1	
Other	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	60.0	44.5	
TOTAL REVENUE	362.4	365.6	388.6	365.6	1,363.3	363.3	364.6	527.6	527.6	531.9	456.4	455.0	6,072.0	2,461.1	
EXPENSE															
Exhibits	86.1	92.6	133.1	96.5	92.0	92.0	94.2	94.2	94.2	102.7	94.2	94.2	1,166.0	785.8	
Museum Project	28.7	28.7	34.2	24.7	24.7	24.7	25.1	25.1	25.1	25.1	25.1	25.1	315.7	310.6	
Education (25%)	3.7	3.7	3.7	3.7	7.4	3.7	4.9	17.9	3.7	3.7	3.7	3.7	63.4	68.2	
Capital Campaign	29.8	24.8	24.8	24.8	24.8	24.8	24.8	24.8	24.8	24.8	24.8	24.8	302.4	240.7	
Administration (70%)	23.6	23.6	23.6	23.6	23.6	23.6	23.6	23.6	23.6	23.6	23.6	23.6	283.2	264.6	
TOTAL EXPENSE	171.8	173.3	219.3	173.2	172.5	168.7	172.6	185.6	171.3	179.8	171.3	171.3	2,130.7	1,669.9	
EXCESS REVENUE	190.6	192.3	169.3	192.4	1,190.9	194.6	192.1	342.1	356.3	352.1	285.1	283.7	3,941.3	791.2	
CAPITAL EXPENDITURES															
Exhibits	0.0	0.0	0.0	0.0	0.0	0.0	0.0	326.0	326.0	326.0	326.0	326.0	1,630.0	90.0	
TOTAL CAPTL EXPENDT	0.0	0.0	0.0	0.0	0.0	0.0	0.0	326.0	326.0	326.0	326.0	326.0	1,630.0	90.0	

THE TECH MUSEUM OF INNOVATION  
1995 BUDGET  
STAFFING PLAN

	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
EDUCATION	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0
MEDIA LAB	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5
WORKBENCH	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
PROGRAMS & VISITR EXP	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
PUBLIC PROGRAMS	1.5	1.5	1.5	1.5	1.5	3.0	4.5	4.0	1.5	1.5	1.5	1.5
EXHIBIT ENGINEERING	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5
VOLUNTEER SERVICES	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
ANNUAL FUNDRAISING	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5
CAPITAL FUNDRAISING	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5
MARKETING	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8
FACILITY	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
ADMISSIONS	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0
TECH STORE	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0
ADMINISTRATION	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5
EXHIBITS	14.0	15.0	15.0	16.0	16.0	16.0	16.0	16.0	16.0	16.0	16.0	16.0
MUSEUM PROJECT	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0	3.0
TOTAL PERSONNEL	48.8	49.8	49.8	50.8	50.8	52.3	53.8	53.8	51.3	51.3	51.3	51.3

ATTENDANCE GOALS

1995 TARGETS

	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	TOTAL
ATTENDANCE													
Individuals	3,900	5,600	4,000	6,500	4,500	4,400	7,400	6,600	14,400	3,800	4,300	5,700	71,100
Members	260	300	180	300	350	600	450	500	280	240	300	400	4,160
Teachers	160	200	160	160	160	160	200	600	140	160	160	160	2,420
Convention	150	150	250	150	150	250	150	150	150	150	150	150	2,000
School Classes	3,000	2,400	3,100	2,400	3,200	1,600	1,300	500	700	1,200	1,600	2,000	23,000
Youth Groups	200	240	180	240	200	240	780	560	100	180	200	200	3,320
Tour Groups	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Special Events	600	600	600	1,200	600	600	600	600	900	1,200	900	600	9,000
TOTAL TECH ATTENDANCE	8,520	9,740	8,720	11,200	9,410	8,100	11,130	9,760	16,920	7,180	7,860	9,460	118,000