

<b>USOPM - 2021 Operating Budget</b>													
Summary by Department - By Month													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Baseline Attendance	3,500	3,500	7,000	7,000	10,000	15,000	25,000	22,000	15,000	20,000	20,000	20,000	168,000
Avg. Tix Price	\$17	\$17	\$17	\$19	\$19	\$20	\$20	\$20	\$20	\$20	\$20	\$20	\$19.65
Admission Revenue	\$59,500	\$59,500	\$119,000	\$133,000	\$190,000	\$300,000	\$500,000	\$440,000	\$300,000	\$400,000	\$400,000	\$400,000	3,301,000
Membership Revenue (inc. corp)	\$16,667	\$16,667	\$16,667	\$33,333	\$33,333	\$33,333	\$45,000	\$45,000	\$33,333	\$33,333	\$33,333	\$33,333	373,333
Retail Revenue, net	\$6.00	\$5,670	\$5,670	\$11,340	\$11,340	\$16,200	\$24,300	\$40,500	\$35,640	\$24,300	\$32,400	\$32,400	272,160
Cafe Revenue, net	\$2.50	\$1,313	\$1,313	\$2,625	\$2,625	\$3,750	\$5,625	\$9,375	\$8,250	\$5,625	\$7,500	\$7,500	63,000
Program Revenues													0
Private Event Revenues	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$20,000	\$100,000	\$25,000	\$10,000	\$20,000	\$20,000	\$100,000	310,000
Annual giving/fundraising	\$50,000	\$50,000	\$150,000	\$50,000	\$50,000	\$150,000	\$100,000	\$100,000	\$75,000	\$150,000	\$150,000	\$725,000	1,800,000
Sponsorship (net)	\$25,000	\$25,000	\$25,000	\$50,000	\$50,000	\$100,000	\$200,000	\$25,000	\$25,000	\$25,000	\$25,000	250,000	600,000
<b>Total</b>	<b>\$161,149</b>	<b>\$161,149</b>	<b>\$327,632</b>	<b>\$283,298</b>	<b>\$346,283</b>	<b>\$633,258</b>	<b>\$994,875</b>	<b>\$678,890</b>	<b>\$473,258</b>	<b>\$668,233</b>	<b>\$668,233</b>	<b>\$1,323,233</b>	<b>6,719,493</b>
Museum Operations	\$5,775	\$5,775	\$11,550	\$11,550	\$16,500	\$24,750	\$41,250	\$36,300	\$24,750	\$33,000	\$33,000	\$33,000	277,200
Private Events	\$300	\$300	\$300	\$300	\$300	\$2,000	\$10,000	\$2,500	\$1,000	\$2,000	\$2,000	\$10,000	31,000
<b>Total Cost of Goods Sold</b>	<b>\$6,075</b>	<b>\$6,075</b>	<b>\$11,850</b>	<b>\$11,850</b>	<b>\$16,800</b>	<b>\$26,750</b>	<b>\$51,250</b>	<b>\$38,800</b>	<b>\$25,750</b>	<b>\$35,000</b>	<b>\$35,000</b>	<b>\$43,000</b>	<b>\$308,200</b>
Salary & Wages	\$204,500	\$209,000	\$209,000	\$209,000	\$215,000	\$215,000	\$215,000	\$215,000	\$215,000	\$215,000	\$215,000	\$215,000	2,551,500
Benefits	\$32,500	\$28,000	\$28,000	\$28,000	\$37,000	\$37,000	\$37,000	\$37,000	\$37,000	\$37,000	\$37,000	\$37,000	412,500
General and Admin	\$35,000	\$35,000	\$35,000	\$45,000	\$45,000	\$45,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	540,000
Program													0
Marketing	\$12,086	\$12,086	\$24,572	\$21,247	\$25,971	\$47,494	\$74,616	\$50,917	\$35,494	\$50,118	\$50,118	\$99,243	503,962
Events													0
Contract Services	\$54,000	\$54,000	\$54,000	\$54,000	\$60,000	\$60,000	\$60,000	\$75,000	\$75,000	\$75,000	\$75,000	\$75,000	771,000
Repair & Maintenance	\$6,750	\$6,750	\$6,750	\$6,750	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	87,000
Utilities	\$20,250	\$20,250	\$20,250	\$20,250	\$22,500	\$22,500	\$22,500	\$22,500	\$22,500	\$22,500	\$22,500	\$22,500	261,000
Insurance	\$9,000	\$9,000	\$9,000	\$9,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	116,000
Contingency	\$18,704	\$18,704	\$19,329	\$19,662	\$21,149	\$22,225	\$23,831	\$23,396	\$22,625	\$23,356	\$23,356	\$25,812	262,148
PPP		-\$100,000	-\$100,000	-\$75,000									
	\$392,790	\$292,790	\$305,901	\$337,910	\$444,120	\$466,719	\$500,446	\$491,313	\$475,119	\$490,473	\$490,473	\$542,055	5,230,110
<b>Net Operating Cash Flow</b>	<b>\$237,716</b>	<b>\$137,716</b>	<b>\$9,881</b>	<b>-\$66,461</b>	<b>-\$114,636</b>	<b>\$139,769</b>	<b>\$443,179</b>	<b>\$146,777</b>	<b>-\$27,611</b>	<b>\$142,760</b>	<b>\$142,760</b>	<b>\$738,179</b>	<b>1,181,185</b>
Interest Expense	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$600,000
Technology Expense	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$1,200,000
Capital Expenditures	\$5,000	\$5,000	\$5,000	\$7,500	\$7,500	\$7,500	\$10,000	\$10,000	\$10,000	\$12,500	\$12,500	\$12,500	\$105,000
<b>Net Cash Flow</b>	<b>-\$392,716</b>	<b>-\$292,716</b>	<b>-\$145,119</b>	<b>-\$223,961</b>	<b>-\$272,136</b>	<b>-\$17,711</b>	<b>\$293,179</b>	<b>-\$11,223</b>	<b>-\$187,611</b>	<b>-\$19,740</b>	<b>-\$19,740</b>	<b>\$575,679</b>	<b>-723,617</b>
-(30000*.85)	-\$10,500	-\$6,000	-\$6,000	-\$6,000	\$0	\$0	-\$35,000	-\$35,000	-\$10,000	-\$35,000	-\$10,000	-\$35,000	-\$188,500
	-\$4,500	-\$9,000	-\$9,000	-\$9,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-\$31,500
	<b>-\$15,000</b>	<b>-\$15,000</b>	<b>-\$15,000</b>	<b>-\$15,000</b>	<b>\$0</b>	<b>\$0</b>	<b>-\$35,000</b>	<b>-\$35,000</b>	<b>-\$10,000</b>	<b>-\$35,000</b>	<b>-\$10,000</b>	<b>-\$35,000</b>	<b>-\$220,000</b>
	\$100,000	\$100,000	\$100,000	\$100,000									
	\$90,000	\$90,000	\$90,000	\$90,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000				