

**Imagine Children's Museum**  
**Annual Operations - Profit & Loss Monthly Comparison**  
 January 2020

Cash Basis

	Jan 20	Jan 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
40000 · EARNED INCOME				
40001 · Creative Arts	900.00	1,795.96	-895.96	-49.9%
ASOG	126.50	34.00	92.50	272.1%
47014 · Clay and Art kit Sales				
Total 40001 · Creative Arts	1,026.50	1,829.96	-803.46	-43.9%
41000 · Admission				
41100 · Admissions				
41010 · Adult - Full paid	32,761.10	28,500.63	4,260.47	15.0%
41020 · Child - Full paid	31,928.00	31,560.00	368.00	1.2%
41030 · Discounted admission	8,408.50	7,444.50	964.00	13.0%
41100 · Admissions - Other	0.00	0.06	-0.06	-100.0%
Total 41100 · Admissions	73,097.60	67,505.19	5,592.41	8.3%
Total 41000 · Admission	73,097.60	67,505.19	5,592.41	8.3%
41200 · Field Trips				
41210 · Adult F T	1,155.87	1,359.35	-203.48	-15.0%
41220 · Child F T	3,116.00	2,700.65	415.35	15.4%
Total 41200 · Field Trips	4,271.87	4,060.00	211.87	5.2%
42000 · Memberships				
Replacement Card	15.00	35.00	-20.00	-57.1%
42070 · Two Fun	8,470.00	8,700.00	-230.00	-2.6%
42100 · Family Fun	34,980.00	29,520.00	5,460.00	18.5%
42200 · Child Care	350.00	350.00	0.00	0.0%
42300 · Family Extravaganza	31,720.00	34,945.00	-3,225.00	-9.2%
42400 · Grandparent Fun	4,320.00	6,830.00	-2,510.00	-36.8%
42550 · Military Fun	2,500.00	2,310.00	190.00	8.2%
42000 · Memberships - Other	0.00	0.00	0.00	0.0%
Total 42000 · Memberships	82,355.00	82,690.00	-335.00	-0.4%
43000 · Museum Store				
43020 · Merchandise	13,524.22	11,500.14	2,024.08	17.6%
Total 43000 · Museum Store	13,524.22	11,500.14	2,024.08	17.6%
44000 · Party Rooms				
44010 · Birthday Parties				
44014 · Birthday Party Food	404.00	0.00	404.00	100.0%
44018 · Birthday Party Extra Guests	208.00	0.00	208.00	100.0%
44010 · Birthday Parties - Other	14,892.50	16,354.00	-1,461.50	-8.9%
Total 44010 · Birthday Parties	15,504.50	16,354.00	-849.50	-5.2%

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44000 · Party Rooms - Other	0.00	372.00	-372.00	-100.0%
<b>Total 44000 · Party Rooms</b>	15,504.50	16,726.00	-1,221.50	-7.3%
44030 · After Hours	1,914.00	2,100.00	-186.00	-8.9%
45000 · Education	0.00	4,705.92	-4,705.92	-100.0%
45001 · Contract Work	5,180.34	2,591.97	2,588.37	99.9%
45051 · MOG				
45061 · Classes/Camps	750.00	1,311.00	-561.00	-42.8%
45200 · Enrichment	175.50	399.00	-223.50	-56.0%
<b>Total 45000 · Education</b>	6,105.84	9,007.89	-2,902.05	-32.2%
46000 · Events				
46008 · Food Income	904.56	0.00	904.56	100.0%
46016 · New Year's Eve Party	-80.00	457.55	-537.55	-117.5%
<b>Total 46000 · Events</b>	824.56	457.55	367.01	80.2%
47000 · Misc. Income Vending,NWAYM,etc				
43010 · Vending Machines	0.00	130.15	-130.15	-100.0%
47040 · Discrepancies				
Shortages	-37.57	-9.18	-28.39	-309.3%
<b>Total 47040 · Discrepancies</b>	-37.57	-9.18	-28.39	-309.3%
47051 · Gift Certificate Mailing Fee	17.94	21.00	-3.06	-14.6%
47000 · Misc. Income Vending,NWAYM,etc - Other	-56.91	0.01	-56.92	-569,200.0%
<b>Total 47000 · Misc. Income Vending,NWAYM,etc</b>	-76.54	141.98	-218.52	-153.9%
<b>Total 40000 · EARNED INCOME</b>	198,547.55	196,018.71	2,528.84	1.3%
50000 · Public Support				
51000 · Donations/Grants				
50500 · Donations				
51019 · Unrestricted Donations				
47010 · Donor Box	117.17	0.00	117.17	100.0%
47011 · Bank Money Spiral	189.38	0.00	189.38	100.0%
51300 · Board Members	0.00	600.00	-600.00	-100.0%
51019 · Unrestricted Donations - Other	273.66	3,405.43	-3,131.77	-92.0%
<b>Total 51019 · Unrestricted Donations</b>	580.21	4,005.43	-3,425.22	-85.5%
<b>Total 50500 · Donations</b>	580.21	4,005.43	-3,425.22	-85.5%

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51020 · Other Temporarily Restricted				
Buck for a Buddy	137.22	0.00	137.22	100.0%
Bus Exhibit	254.58	300.00	-45.42	-15.1%
Buck for a Buddy - Other				
Total Buck for a Buddy	391.80	300.00	91.80	30.6%
Total 51020 · Other Temporarily Restricted	391.80	300.00	91.80	30.6%
53100 · Designated Grants/Sponsors				
Admissions- Contributed funds	0.00	0.00	0.00	0.0%
Education Programs - Grant Fund				
1/10 of 1% Sales Tax- Snohomish	5,218.00	5,142.71	75.29	1.5%
Port of Everett	1,166.74	1,166.70	0.04	0.0%
Total Education Programs - Grant Fund	6,384.74	6,309.41	75.33	1.2%
FAN	0.00	5,000.00	-5,000.00	-100.0%
53100 · Designated Grants/Sponsors - Other	29,901.00	40,090.00	-10,189.00	-25.4%
Total 53100 · Designated Grants/Sponsors	36,285.74	51,399.41	-15,113.67	-29.4%
Total 51000 · Donations/Grants	37,257.75	55,704.84	-18,447.09	-33.1%
52000 · In-Kind Donations				
In-Kind WB	410.00	173.95	236.05	135.7%
Total 52000 · In-Kind Donations	410.00	173.95	236.05	135.7%
54000 · Breakfasts.				
54100 · Women's Breakfast				
54101 · Day of	188.33	126.66	61.67	48.7%
54111 · Sponsor	13,500.00	7,500.00	6,000.00	80.0%
54100 · Women's Breakfast - Other	370.00	1,035.00	-665.00	-64.3%
Total 54100 · Women's Breakfast	14,058.33	8,661.66	5,396.67	62.3%
54200 · Men's Breakfast	2,080.00	1,115.25	964.75	86.5%
Total 54000 · Breakfasts.	16,138.33	9,776.91	6,361.42	65.1%
50000 · Public Support - Other	0.00	200.00	-200.00	-100.0%
Total 50000 · Public Support	53,806.08	65,855.70	-12,049.62	-18.3%

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68000 · Interest Income	9.57	9.99	-0.42	-4.2%
68005 · Operating Interest/Dividends	9.57	9.99	-0.42	-4.2%
<b>Total 68000 · Interest Income</b>	<b>252,363.20</b>	<b>261,884.40</b>	<b>-9,521.20</b>	<b>-3.6%</b>
<b>Total Income</b>	<b>252,363.20</b>	<b>261,884.40</b>	<b>-9,521.20</b>	<b>-3.6%</b>
<b>Gross Profit</b>	<b>531.76</b>	<b>13.18</b>	<b>518.58</b>	<b>3,934.6%</b>
<b>Expense</b>	<b>127.92</b>	<b>47.94</b>	<b>79.98</b>	<b>166.8%</b>
100000 · Unique Grant Funded Program	78.51	645.16	-566.65	-87.8%
46500 · Program Innovations	393.44	180.30	213.14	118.2%
600000 · Events	471.95	825.46	-353.51	-42.8%
71016 · Food Sales	79.64	108.20	-28.56	-26.4%
600000 · Events - Other	615.62	1,012.00	-396.38	-39.2%
<b>Total 600000 · Events</b>	<b>26.34</b>	<b>0.00</b>	<b>26.34</b>	<b>100.0%</b>
71500 · Education Expense	6,414.41	168.66	6,245.75	3,703.2%
70000 · Program Expense - Education	6,440.75	168.66	6,272.09	3,718.8%
715001 · Contract Expense	5.26	0.00	5.26	100.0%
71503 · Museum on the Go Exp	5.26	0.00	5.26	100.0%
Science Sleuths	0.00	175.17	-175.17	-100.0%
71503 · Museum on the Go Exp - Other	0.00	150.85	-150.85	-100.0%
<b>Total 71503 · Museum on the Go Exp</b>	<b>7,141.27</b>	<b>1,614.88</b>	<b>5,526.39</b>	<b>342.2%</b>
71505 · Camps/Classes Exp	0.00	9.18	-9.18	-100.0%
Toddler Time	167.62	734.24	-566.62	-77.2%
<b>Total 71505 · Camps/Classes Exp</b>	<b>0.00</b>	<b>11.43</b>	<b>-11.43</b>	<b>-100.0%</b>
71517 · Discovery Club	0.00	0.00	100.12	100.0%
71500 · Education Expense - Other	0.00	208.53	-208.53	-100.0%
<b>Total 71500 · Education Expense</b>	<b>1,007.08</b>	<b>969.83</b>	<b>37.25</b>	<b>3.8%</b>
72000 · Exhibits.	1,274.82	1,933.21	-658.39	-34.1%
72034 · Airplane	0.00	9.18	-9.18	-100.0%
72352 · Art Studio	167.62	734.24	-566.62	-77.2%
72850 · Railroad	0.00	11.43	-11.43	-100.0%
72960 · Theatre	100.12	0.00	100.12	100.0%
72967 · Glow Zone	0.00	208.53	-208.53	-100.0%
72000 · Exhibits. - Other	1,007.08	969.83	37.25	3.8%
<b>Total 72000 · Exhibits.</b>	<b>1,274.82</b>	<b>1,933.21</b>	<b>-658.39</b>	<b>-34.1%</b>

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73000 · Museum Store Expense				
73100 · Fixtures/Merchandising Supplies	0.00	15.33	-15.33	-100.0%
73400 · Merchandise	6,331.42	5,383.40	948.02	17.6%
73410 · Discounts/Adjustments	-156.44	-144.49	-11.95	-8.3%
73411 · Freight/Shipping Costs	63.45	167.73	-104.28	-62.2%
<b>Total 73000 · Museum Store Expense</b>	<b>6,238.43</b>	<b>5,421.97</b>	<b>816.46</b>	<b>15.1%</b>
74000 · Party Rooms.				
BDP Food	177.68	380.69	-203.01	-53.3%
74000 · Party Rooms. - Other	0.00	0.00	0.00	0.0%
<b>Total 74000 · Party Rooms.</b>	<b>177.68</b>	<b>380.69</b>	<b>-203.01</b>	<b>-53.3%</b>
81000 · Operational Expense				
81002 · Miscellaneous Expense	-8.77	0.00	-8.77	-100.0%
81003 · Staff uniforms & engagement	60.36	1,029.29	-968.93	-94.1%
81015 · Advertising/Promotion				
Reimbursable Marketing Expense	0.00	449.98	-449.98	-100.0%
81017 · Employment Advertising	0.00	49.37	-49.37	-100.0%
81015 · Advertising/Promotion - Other	133.63	135.41	-1.78	-1.3%
<b>Total 81015 · Advertising/Promotion</b>	<b>133.63</b>	<b>634.76</b>	<b>-501.13</b>	<b>-79.0%</b>
81020 · Bank/Merchant Service Charges				
81022 · Visa/MC/AE/On-line Charges	5,743.65	4,629.13	1,114.52	24.1%
81023 · Capital Campaign Service Charge	0.00	3.00	-3.00	-100.0%
81020 · Bank/Merchant Service Charges - Other	334.57	264.28	70.29	26.6%
<b>Total 81020 · Bank/Merchant Service Charges</b>	<b>6,078.22</b>	<b>4,896.41</b>	<b>1,181.81</b>	<b>24.1%</b>
81030 · Board & Committees	14.48	0.00	14.48	100.0%
81041 · Garbage	520.55	511.39	9.16	1.8%
81045 · Insurance	2,929.92	3,122.98	-193.06	-6.2%
81047 · Janitorial	3,004.00	2,917.00	87.00	3.0%
81050 · Licenses and Permits	84.00	94.00	-10.00	-10.6%
81051 · Mileage Reimburse-non-education	166.00	0.00	166.00	100.0%
81052 · Business Tax				
81052-A · B & O Tax	39.64	158.04	-118.40	-74.9%
81052-B · Sales Tax Adjustment	0.00	41.86	-41.86	-100.0%
<b>Total 81052 · Business Tax</b>	<b>39.64</b>	<b>199.90</b>	<b>-160.26</b>	<b>-80.2%</b>

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81055 - Building Maintenance				
81059-B - BIA	2,567.00	2,567.00	0.00	0.0%
81059-D - HVAC	1,076.04	839.21	236.83	28.2%
81059-E - Elevator	863.03	0.00	863.03	100.0%
81055 - Building Maintenance - Other	3,414.93	2,575.85	839.08	32.6%
<b>Total 81055 - Building Maintenance</b>	<b>7,921.00</b>	<b>5,982.06</b>	<b>1,938.94</b>	<b>32.4%</b>
81065 - Professional Memberships				
81070 - Office Equipment & Maintenance	1,563.35	40.76	1,522.59	3,735.5%
81071 - Copy Machine	452.13	437.66	14.47	3.3%
<b>Total 81070 - Office Equipment &amp; Maintenance</b>	<b>452.13</b>	<b>437.66</b>	<b>14.47</b>	<b>3.3%</b>
81080 - Office Supplies				
81083 - Toner	3,017.07	0.00	3,017.07	100.0%
81084 - Paper	303.98	282.94	21.04	7.4%
81085 - Office Supplies - General	2,823.31	0.00	2,823.31	100.0%
81080 - Office Supplies - Other	126.16	1,688.84	-1,562.68	-92.5%
<b>Total 81080 - Office Supplies</b>	<b>6,270.52</b>	<b>1,971.78</b>	<b>4,298.74</b>	<b>218.0%</b>
81090 - Postage and Delivery	12.00	1.42	10.58	745.1%
81095 - Printing/Design				
81097 - Newsletter Printing	2,604.74	2,938.69	-333.95	-11.4%
81099 - Membership Flyers/Letters/Cards	797.05	261.06	535.99	205.3%
81095 - Printing/Design - Other	187.24	0.00	187.24	100.0%
<b>Total 81095 - Printing/Design</b>	<b>3,589.03</b>	<b>3,199.75</b>	<b>389.28</b>	<b>12.2%</b>
81106 - Janitorial Supplies	3,187.34	2,745.32	442.02	16.1%
81120 - Communications/Security				
81121 - Internet & Phone	597.48	513.76	83.72	16.3%
81122 - Employee/Museum cell phones	336.55	813.13	-476.58	-58.6%
81127 - Security Systems	0.00	63.60	-63.60	-100.0%
81128 - Computer Technical Support	218.50	4,042.91	-3,824.41	-94.6%
81137 - Fire Alarm Monitoring	0.00	189.00	-189.00	-100.0%
81148 - Technology				
81148-A - Hardware	1,471.21	3,247.19	-1,775.98	-54.7%
81148-B - Software/SAS / Hosting / Access	2,711.76	2,833.10	-121.34	-4.3%
81148 - Technology - Other	0.00	136.01	-136.01	-100.0%
<b>Total 81148 - Technology</b>	<b>4,182.97</b>	<b>6,216.30</b>	<b>-2,033.33</b>	<b>-32.7%</b>
<b>Total 81120 - Communications/Security</b>	<b>5,335.50</b>	<b>11,838.70</b>	<b>-6,503.20</b>	<b>-54.9%</b>

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81130 . Professional Development				
81130-A . Seminars/Meetings	87.84	897.77	-809.93	-90.2%
81130-B . Training	262.42	0.00	262.42	100.0%
<b>Total 81130 . Professional Development</b>	<b>350.26</b>	<b>897.77</b>	<b>-547.51</b>	<b>-61.0%</b>
81132 . Utilities				
81133 . Electricity	2,267.15	4,534.96	-2,267.81	-50.0%
81134 . Gas	340.92	260.92	80.00	30.7%
81135 . Water/Fire Service-Wall	24.81	23.29	1.52	6.5%
81136 . Water-Hoyt	466.01	431.91	34.10	7.9%
<b>Total 81132 . Utilities</b>	<b>3,098.89</b>	<b>5,251.08</b>	<b>-2,152.19</b>	<b>-41.0%</b>
81500 . Contract Services	437.50	262.50	175.00	66.7%
81600 . Furniture and Fixture	724.63	1,134.62	-409.99	-36.1%
81605 . Kitchen Goods	0.00	11.96	-11.96	-100.0%
<b>Total 81000 . Operational Expense</b>	<b>45,964.18</b>	<b>47,181.11</b>	<b>-1,216.93</b>	<b>-2.6%</b>
82000 . Personnel				
Payroll				
6560 . Payroll Expenses	219.67	16.69	202.98	1,216.2%
82020 . Personnel Salaries				
82020-A . Personnel Salaries	35,392.67	0.00	35,392.67	100.0%
82020 . Personnel Salaries - Other	61,228.70	93,574.90	-32,346.20	-34.6%
<b>Total 82020 . Personnel Salaries</b>	<b>96,621.37</b>	<b>93,574.90</b>	<b>3,046.47</b>	<b>3.3%</b>
82060 . Holiday Pay	3,020.75	3,332.22	-311.47	-9.4%
82070 . Sick Pay	4,027.28	1,856.01	2,171.27	117.0%
82080 . Vacation Pay	2,549.33	2,286.87	262.46	11.5%
Payroll - Other	0.00	96.53	-96.53	-100.0%
<b>Total Payroll</b>	<b>106,438.40</b>	<b>101,163.22</b>	<b>5,275.18</b>	<b>5.2%</b>
Personnel Benefits				
COBRA	15.00	4.50	10.50	233.3%
82081 . Disability Insurance	573.77	819.44	-245.67	-30.0%
82150 . Company IRA	1,189.90	1,313.20	-123.30	-9.4%
82160 . Company Medical Premium	4,452.81	3,741.51	711.30	19.0%
82161 . Dental Premium-company paid	368.38	292.82	75.56	25.8%
<b>Total Personnel Benefits</b>	<b>6,599.86</b>	<b>6,171.47</b>	<b>428.39</b>	<b>6.9%</b>

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82170 · Payroll Taxes				
82090 · Social Security	7,692.27	5,981.22	1,711.05	28.6%
82110 · Medicare	1,799.02	1,452.22	346.80	23.9%
82120 · Unemployment	287.33	274.52	12.81	4.7%
82130 · WA Admin	39.46	32.95	6.51	19.8%
82140 · L&I	2,426.43	1,989.51	436.92	22.0%
82141 · Montana Payroll Taxes	8.91	5.46	3.45	63.2%
<b>Total 82170 · Payroll Taxes</b>	<b>12,253.42</b>	<b>9,735.88</b>	<b>2,517.54</b>	<b>25.9%</b>
Total 82000 · Personnel	125,291.68	117,070.57	8,221.11	7.0%
85000 · In-Kind Expense	410.00	373.95	36.05	9.6%
90000 · Breakfasts-Event Expense				
93000 · Breakfasts	547.50	1,019.06	-471.56	-46.3%
93100 · Women's Breakfast	547.50	1,019.06	-471.56	-46.3%
<b>Total 93000 · Breakfasts</b>	<b>547.50</b>	<b>1,019.06</b>	<b>-471.56</b>	<b>-46.3%</b>
Total 90000 · Breakfasts-Event Expense	188,177.19	175,882.02	12,295.17	7.0%
Total Expense	64,186.01	86,002.38	-21,816.37	-25.4%
Net Ordinary Income	<b>64,186.01</b>	<b>86,002.38</b>	<b>-21,816.37</b>	<b>-25.4%</b>
Net Income				