

**The White Family Foundation
2019 Grant Request
Great Exploration, Inc.**

Date of grant proposal submission	Tuesday, February 26, 2019
501c(3) organization	Yes
Legal name of organization	Great Explorations, Inc.
DBA name if Applicable	Great Explorations Children's Museum
Address	1925 Fourth Street North St. Petersburg, FL 33710 United States
Website	http://www.greatex.org
Telephone	(727)821-8992
Organization Director/Title	Angeline Howell, C.E.O.
Contact Person/Title	Beatriz Maxson, Grant Writer
Contact Person's Telephone	(407)415-3446
Contact Person's Email	grants@greatex.org
Grant Amount Requested	\$10,000.00
Grant Purpose (one paragraph)	<p>Great Explorations is committed to delivering high-quality educational experiences to ALL children and families, regardless of varying financial circumstances and abilities. We believe in offering innovative educational experiences that align with classroom curricula, while at the same time provide a unique perspective to the traditional subjects being taught in school. Our multi-sensory approach to education promotes curiosity, creativity and a life-long love of learning. Our camp program allows us to reach a wide and diverse spectrum of learners during the summertime when many students fall behind without the schedule that the school setting provides during the academic year. There are over 40,000 elementary students in Pinellas County; and many working families rely on camps for childcare during the summer. Quality full-time care for 1 child for the summer can cost \$2000 or more. For families that cannot afford those costs, remaining options can many times be less than ideal. Offering camp scholarships for the museum's summer camp is one way that Great is able to ensure that children from all backgrounds are able to experience unique opportunities, create lifelong memories and engage with the world around them. However, every year the museum receives an abundance of applications from families seeking financial assistance for camp (more requests than we are able to fulfill). We seek funding support from the White Family Foundation for our camp scholarship program which will cover summer camp program expenses, field trips and lunch for 50 children (representing 10% of all camp spots) from low-income families so that they may receive all of the benefits of our annual sold-out summer camp in 2020.</p>
Annual Project /Program Budget (if request is for a specific project)	\$12,750.00
Annual Organization Budget	\$2,258,183.00



2019 Grant Proposal: *Summer Camp Scholarship Program*

Submitted to:

The White Family Foundation

Attn: Ruth Banther, Grant Coordinator

May 15, 2019

Proposal Contents:

1. Proposal Narrative
2. Non-Profit Status (501(c)(3) Determination Letter)
 3. Program Budget
 4. Board of Directors
 5. Additional Documentation

1. Proposal Narrative

Who We Are.

Great Explorations Children’s Museum was founded on the principle that play is the vehicle used by children to shape their physical, social and emotional well-being, allowing them to develop new competencies and confidences to serve as the foundation for *life-long* success. The mission of Great Explorations (or “Great Ex” as it is fondly referred to by the community) is to stimulate learning through creativity, play and exploration. The museum has furthered its mission for over 30 years by providing an unique and innovative learning environment and developmentally-appropriate STEAM (science - technology - engineering - art - math) programs that inspire creativity and foster developmental growth and academic skills for children to close the education gap in the community, while simultaneously creating opportunities for transformational family experiences to strengthen relationships. The museum prides itself on being the only children’s museum in Tampa Bay to receive National Accreditation from the American Alliance of Museums, the highest honor for any museum. This is an honor that is shared with other museums such as the Smithsonian, the Museum of Fine Arts and the Dali Museum. To achieve accreditation, museums must uphold *core standards of excellence*, which include inclusivity and offering opportunities for diverse participation, while demonstrating financial stability promoting longevity. While there are over 17,000 museums in the U.S., less than 1,100 are accredited. Of these, less than 1% of those accredited museums are children’s museums.

We believe that a museum’s programs and services are only as valuable as the accessibility measures that are taken to ensure that EVERY family in the community may benefit from them. Funders such as the White Family Foundation have made it possible for Great Ex to accomplish its vision of being the place where ALL children and families can learn and play, notwithstanding varying socio-economic status, educational level, age, and physical and developmental abilities. We invite the Foundation to partner with Great Explorations again, by sponsoring the museum’s 2020 Summer Camp Scholarship program with a \$12,750 investment.

What We Do.

Great Ex serves over 200,000 individuals per year, ranging from birth to advanced age, with our focus on children 0-10 years of age. Diversity, equity, accessibility, and inclusion are core values the museum integrates into every aspect of its educational programming to ensure that all children and families are equally represented, primarily through scholarship opportunities. At this time, the museum has seen an unprecedented demand for its services, and we are receiving more requests that we have the ability to fund. *Great Explorations programs include, but are not limited to:*

Museums for All. In 2014, the museum began offering families with EBT cards from any state discounted admission to the museum to encourage families of all backgrounds to visit museums regularly. Great Explorations was one of the first 50 museums in the U.S. to take part in this museum national accessibility program, where the museum provides a 70% discount on each admission. During fiscal year 2018, a total of 4500 individuals benefitted from this program (an increase of nearly 1000 individuals the previous fiscal year).

- White Family Foundation Impact: 857 out of the 4500 individuals referenced above in fiscal year 2018 received the benefit of this program due to a December 2017 White Family Foundation grant award.

Outreaches – STEAM Team. The museum’s STEAM “street” Team of educators takes learning on the road, bringing mobile versions of the museum’s programs directly into high-risk neighborhoods and low-performing schools to show how fun learning can really be, and motivate students to invest in their education. Because transportation issues prohibit some children and families from accessing our museum, the STEAM Team brings learning directly to them. During fiscal year 2018, Outreaches served 14,516 individuals during programs at schools and free community events.

Museum InReach Field Trips. Over 5641 participants visited the museum during 146 field trips in the last fiscal year, where unique multi-sensory approaches were used to show a different perspective of the traditional classroom subjects taught in school. Over 1/3 of these field trips were offered at no cost to high-need groups and Title 1 schools (schools with the highest percentages of children from low-income families). The total number of participants served by field trips increased by 17% from the previous fiscal year. Bus vouchers were also provided to eliminate transportation barriers that would be inhibit a school’s participation in a free field trip.

- **White Family Foundation Impact:** During Fiscal Year 2017, the museum was able to provide 473 children from Title 1 schools and child centers for low-income, at-risk youth during 9 field trips from 9 different schools/centers with free field trip experiences due to a December 2016 White Family Foundation grant award.

Great Connections. This program was created to provide a safe (and affordable) museum experience for families faced with mounting therapy and medical bills, costs for special equipment, and other expenses associated with raising children with special needs. Every month, children with special needs and their families receive exclusive before-hours access to the museum with admission that is half-price (or in some cases, free). A visit to a multi-sensory stimulating children’s museum with large crowds can be an overwhelming experience for any child, but it can be especially devastating for children whose disability causes them to experience “sensory overload,” when one or more of their senses experiences over-stimulation from their surrounding environment. In these cases, the experience may create intensifying behaviors for the child (such as outbursts or irritability) or even inadvertent harm due to attempts to escape this overly-stimulating environment. The museum modeled Great Connections after partnering with the University of South Florida’s Center for Autism & Related Disabilities (CARD), developing a visual support story to prepare families for their visit, and by making specific accommodations (such as lowered lights and sounds, a cool down room, fidget toys) to create a sensory-friendly environment during these monthly events.

Memory Mondays. The museum’s newest program launched in February 2018 in response to the lack of medical solutions amid the fast-growing prevalence of Alzheimer’s Disease and related dementias. Each month, the museum invites individuals with memory loss and their caregivers to experience activities designed to stimulate cognitive functioning such as performances by the Florida Orchestra and generation-to-generation socialization experiences with the museum’s preschool students. The program also serves to provide a welcoming environment for caregivers to connect with others who are taking care of their loved ones with memory loss. In the past 9 sessions, Great Ex has served nearly 200 participants at our monthly, free Memory Mondays events at the museum.

After Hours Community Access. Great Explorations provides meeting space weekly at no cost to other family-serving non-profits and community groups that share the museum’s values in promoting early education and positive, safe parenting strategies and trainings. Groups use the museum’s space as an engaging environment to provide positive parenting strategies for families involved in parenting plans, and as an engaging place to strengthen caregiver-child relationships while fostering early childhood

development. The museum is also used free of charge by groups such as the Heart Gallery for activities such as adoption events, providing a safe and welcoming space for families to get to know children in the foster care system ready for their forever home.

Program Funding Request.

Great Explorations Children's Museum requests that the White Family Foundation sponsor 50 one-week camp scholarships during the Summer 2020 session. These scholarships are offered to low-income families who would not otherwise be able to afford our innovative, STEAM-based camp programs held on-site at the museum when school is not in session. The funding will support camp tuition, all supplies, weekly field trips and lunch on Fridays. The museum's summer camp is consistently sold out every summer for the past several years; however Great Ex always reserves 10% of all camp spots for families with financial need. In past years, the museum has absorbed this cost; however, due to increased costs at the museum for a new air conditioning unit and 2 new vans for the museum's after-school program, Great Ex is seeking support from the White Family Foundation so that we may continue to offer this community benefit to local families in need of reliable, safe and engaging summer care for their children ages 5-8 years for Summer Camp Session Scholarships in 2020.

Program Need.

Summer is a time students look forward to year after year. But for many parents, summertime is an incredible source of financial and emotional stress. Imagine the family where both parents work, yet they have a rising 5 year old Kindergartener at home and no family nearby to assist with childcare while school is out. They don't have it in their budget to afford summer camp, yet they don't want to leave their child home alone, so they must make some difficult decisions when summertime arrives. Imagine the single parent who works the early shift at work, but is unable to find any camps within budget that provide quality childcare as early as 7:30am. Imagine the family that does find a camp that is within their budget; but the parents fear that their child (who was already falling behind in school during the academic year) will slide even further behind since the camp seems to not have any educational benefits.

There are over 40,000 elementary students in Pinellas County; and many families rely on camps for their sole means of childcare during the summer months. Quality full-time childcare for one child can cost \$2500 or more during one summer alone. For families that cannot afford those costs, the remaining options can many times be less than ideal. According to the National Summer Learning Association (NSLA), children from high-poverty environments have unique struggles during the summer as well. During the school year, students from low-income families receive free daily breakfast and lunch, as well as a safe environment to learn and spend their days. Summertime not only brings challenges related to these basic needs, but also presents "summer learning loss" that can be detrimental to a child's education. According to NSLA, by 5th grade, summer learning loss can leave low-income students 2 ½ to 3 years behind their peers. In fact, summer learning loss during the years when students are in elementary school accounts for two-thirds of the achievement gap in reading between low-income students and their middle-income peers by 9th grade.

Children who fall behind during the summertime are also less likely to graduate from high school.

High quality summer learning programs not only reduce summer learning loss, but also create excitement about learning for children, encouraging them to invest in their academic success once school is back in session. Creating opportunities for summer learning for a *diverse spectrum of learners* sets the stage for new ideas, growth, creativity and leadership for tomorrow's leaders. Offering camp scholarships for the

Great Ex's summer camp is one way that the museum is able to ensure that children from all backgrounds are able to experience unique opportunities, create lifelong memories and engage with the world around them. However, every year the museum receives an abundance of applications from families seeking financial assistance for camp (more requests than we are able to fulfill).

Summer Camp at Great Ex provides children and families with:

- Innovative educational experiences that align with classroom curricula, while providing hands-on approaches to traditional classroom STEAM (science – technology – engineering – art – math) topics.
- Exciting unique themes every week that introduce campers to different cultures, art forms, scientific programming, wildlife and more.
- Field trips to museums, local parks, landmarks and aquariums.
- Quality childcare from 7:30am-5:30pm and a safe environment to learn to prevent summer learning loss.
- Low counselor to camper ratios to provide individualized attention to enhance campers' experiences and maintain the highest safety measures. The museum camp ratio is 1 counselor for every 13 children (and 1 counselor for every 10 children during field trips off-site).
- The ability for campers to interact with a diverse group of learners with unique qualities and competencies.

	Date	Theme	Field Trip*	Educational Lesson
1	June 3-7	When I Grow Up	SPCA	Careers
2	June 10-14	Life in the Reef	Florida Aquarium	Florida sea life
3	June 17-21	Mystery in the Museum	Glazer Children's Museum	Basics of investigating
4	June 24-28	Planet Pals	Heritage Village	Reduce, reuse, recycle
5	July 1-5**	Things That Go	South Florida Museum	Transportation
6	July 8-12	Pretend Passport: South America	MOSI	History and culture
7	July 15-19	Once Upon a Time	Toy Story 4	Storybook characters
8	July 22-26	America the Beautiful	TB Rays Game	What makes the US unique
9	July 29 - Aug 2	Full STEAM Ahead	Tampa Bay Turners	Science, Tech, Engineering, Arts, Mathematics
10	Aug 5-9	Say Yes to the Mess!	Great Ex Field Trip	Learning through messy play

Population Served.

The museum's Summer Camp Scholarship program is offered to children entering Kindergarten, 1st, 2nd and 3rd grades who have a demonstrated financial need. Families seeking need-based camp scholarships provide the Education Director with a W2 indicating income level, as well as proof of government assistance and a personal letter indicating their desire to send their child to summer camp at the museum. Temporary guardians (such as directors in group foster homes) may also apply for the scholarships. All campers (scholarship and full-pay) receive identical benefits from the camp program, which include hands-on educational STEAM-based activities daily, a weekly field trip, and camp tshirt. The scholarship also includes lunch served on Fridays.

Alignment with The White Family Foundation's Focus Areas.

The White Family Foundation's support of qualified educational organizations that excel in helping at-need populations while promoting self-reliance and responsibility is perfectly aligned with the museums Summer Camp Scholarship program. The families benefitting from receiving these summer camp scholarships are those that lack the financial means to pay for summer camp tuition and lunch on Fridays; however they are committed to offering their children valued educational summer programming that will allow them to avoid summer learning loss during the months when school is not in session. The cost for a one-week camp scholarship (that includes all supplies, field trip fees, lunch on Fridays, and quality childcare from 7:30am to 5:30pm) is \$255 per child. With a grant of \$12,750, the White Family Foundation would be able to provide 50 full-time summer camp spots to at-need children in our community.

2. Non-Profit Status

INTERNAL REVENUE SERVICE
DISTRICT DIRECTOR
C - 1130
ATLANTA, GA 30301

DEPARTMENT OF THE TREASURY

Date: DEC 03 1991

Employer Identification Number:
59-2763359

Contact Person:
LORI HALL

Contact Telephone Number:
(404) 331-0190

GREAT EXPLORATIONS INC
1120 4TH STREET SOUTH
ST PETERSBURG, FL 33701

Our Letter Dated:
May 21, 1987

Addendum Applies:
No

--Dear Applicants:

This modifies our letter of the above date in which we stated that you would be treated as an organization that is not a private foundation until the expiration of your advance ruling period.

Your exempt status under section 501(a) of the Internal Revenue Code as an organization described in section 501(c)(3) is still in effect. Based on the information you submitted, we have determined that you are not a private foundation within the meaning of section 509(a) of the Code because you are an organization of the type described in section 509(a)(1) and 170(b)(1)(A)(vi).

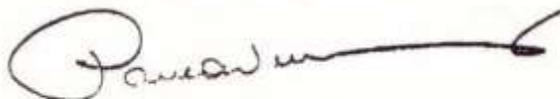
Grantors and contributors may rely on this determination unless the Internal Revenue Service publishes notice to the contrary. However, if you lose your section 509(a)(1) status, a grantor or contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act, or the substantial or material change on the part of the organization that resulted in your loss of such status, or if he or she acquired knowledge that the Internal Revenue Service had given notice that you would no longer be classified as a section 509(a)(1) organization.

If we have indicated in the heading of this letter that an addendum applies, the addendum enclosed is an integral part of this letter.

Because this letter could help resolve any questions about your private foundation status, please keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown above.

Sincerely yours,



Paul Williams
District Director

3. Program Budget – Summer Camp Scholarship Program 2020

<i>Expenses for One (1) Summer (June – August, 2020)</i>	Museum Contribution	WFF Grant	Total	Notes
Facility Costs	N/A	N/A	N/A	All activities will take place at the museum with the exception of weekly field trips which are factored into the scholarship cost below.
50 Summer Camp Scholarships	N/A	\$12,750	\$12,750	Each Summer Camp Scholarship includes: <ul style="list-style-type: none"> • Care from 7:30am-5:30pm Monday through Friday for one week • Camp t-shirt • Lunch on Friday • Field trip with peers and bus ride
Summer Camp Counselor Salaries	\$20,500	N/A	\$20,500	5 Summer Camp Counselors to maintain 1:13 ratio. Pay is \$10.25/hour at 40 hours a week for 10 weeks. $\$10.25 \times 40 \text{ hours} \times 10 \text{ weeks} \times 5 \text{ counselors} = \$20,500$
Summer Camp Lead Salary	\$5,400	N/A	\$5,400	1 Summer Camp Lead who opens the museum camp in the morning, and is responsible for filling in to maintain ratio in an absence, attending field trips to allow for the 1:10 ratio, connecting with parents with their needs while camp is in session, and tending to all injuries and behavioral issues. Pay is \$13.50/hour at 40 hours a week for 10 weeks. $\$13.50 \times 40 \text{ hours} \times 10 \text{ weeks} \times 1 \text{ camp lead} = \5400
Scholarship Application and Marketing to Families in Need	\$150	N/A	\$150	Printed and emailed camp fliers, scholarship paperwork and review process by Director of Education.
TOTALS	\$26,050	\$12,750	\$38,800	

The museum's total operating budget is \$2,258,183. At this time, there are no other funding sources for Summer Camp 2020 Camp Scholarships.

4. Board of Directors

<i>Name</i>	<i>Affiliation</i>	<i>Date of Start of Service</i>	<i>Area of Expertise</i>
Angeline Howell, LMHC Chief Executive Officer	Great Explorations Children's Museum, Chief Executive Officer	October 1, 2013	Mental Health, Early Childhood Development
Dan Leeper Board Chair	Law Office of Leeper & Leeper, Attorney	September 1, 2011	Personal Injury Law
Natalie Gebicke Vice Chair	Goldman Sachs Vice President – Variable Annuities	September 1, 2015	Asset Management
John R. Kaddis Past Chair	Raymond James & Associates, Sr. V.P. Investments	June 30, 2004	Financial Planning
Carey Kleinmetz Treasurer	Preschool Educator, Retired	November 1, 2015	Retail Management
Jason Green Secretary	Self-Employed, Architect	September 1, 2012	Architecture
Andrea Silverman Board Marketing Chair	Digital Kitchen, Business Director	October 1, 2012	Marketing
Melissa Pinkerton Board Development Chair	Re/Max, Realtor	February 1, 2015	Real Estate
Dr. Jenna Bell	Pollock Communications Senior V.P., Director of Food and Wellness	July 1, 2017	Health and Nutrition
Stacy Sher Conroy	Self-Employed, Attorney	February 1, 2012	Real Estate Transactional Law
Logan DeVicente	Wells Fargo Advisors, Branch Manager	June 1, 2013	Financial Planning
Michael Harris	CREModels, Managing Director	November 1, 2015	Commercial Real Estate, Marketing
John-Erik Johansson	Valley Bank, Business Intelligence Analyst	July 1, 2017	Banking
Jason Palmer	Stetson University College of Law, Attorney and Professor	July 1, 2017	Education
Melissa Pinkerton	Mercer Advisors, Client Advisor	July 1, 2017	Financial Planning

Melanie Rattanachane	Self-Employed, Marketing Strategist	July 1, 2017	Marketing and Concept Development
Thomas Silver, DMD	Shiny Happy Smiles, Pediatric Dentist	January 1, 2015	Pediatric Dentistry
Dr. Audra Walsh	Audra Walsh, Ph.D., LLC Child Psychologist, Developmental Specialist and Special Educator	July 1, 2017	Psychiatry and Education
Rachel Wein	WeinPlus, Chief Executive Officer	April 1, 2015	Real Estate

5. Additional Documentation

- Letter of Support – Kathleen James (Mother of Camp Scholarship Recipients)

May 14, 2019

White Family Foundation
PO Box 2491
Tarpon Springs, FL 34688

Dear Grant Panel Members,

I am writing this letter as someone whose family has been positively impacted by Great Explorations Children's Museum; and I ask that the White Family Foundation continue to provide funding for the museum.

In the summer of 2017 my son Isaiah, then 6, was awarded a scholarship to attend Summer Camp at Great Explorations Children's Museum and this quite literally changed his life. During Kindergarten Isaiah was bullied by other students and was often left feeling down and out. While attending camp at the museum the counselors caring, compassionate and controlled approach helped Isaiah to learn his true self-worth and combat any negativity he faced this school year from his peers. Isaiah was also able to express himself creatively through the many amazing art projects and science experiments he was able to experience during camp. I still have everything he brought home that summer! We often visit the museum on the weekend and the staff are always offering tables with current and age-appropriate arts, crafts and science activities. Both of my sons still talk about their favorite one – when they got to shake an Alka-Seltzer pill into a film canister and watch it shoot up into the air! My personal favorite is still watching all the kids march around the museum playing instruments from different countries – they all looked so happy marching to their own beats. The museum was also able to provide Isaiah with a camp scholarship last summer; and both he and his little brother will be attending camp together on a scholarship this summer as well.

Anyone who supports the arts, science and multi-cultural programs at Great Ex should know that they aren't just putting pen to paper with their donation; they are truly impacting the lives of so many children in OUR community. Many children who, like my sons, would never be able to experience all that Great Ex has to offer without the generosity of others.

Great Ex has become so much more to our family than we ever thought possible and anyone who helps make this possible will hold a special place in my heart. I ask that you please consider supporting the work of Great Ex by awarding them grant funds again this year to support the programs that benefit so many of us.

Sincerely,



Kathleen James

- Video: The Impact of Summer Camp Scholarships – Footage from Summer Camp Program and Family Testimonials
**File was emailed as an attachment to Ms. Ruth Banther.
- Profit and Loss Statement & Balance Sheet
**Documents were emailed as an attachment to Ms. Ruth Banther.

Great Explorations, Inc.
Balance Sheet
As of April 18, 2019
Apr 18, 19

ASSETS

Current Assets

Checking/Savings

105 - Cash - Operating	28,100.91
126 - Raymond James Investment	0.08
132 - USAmeribank Operating	7,693.59
133 - USAmeribank Money Market	8,621.51
135 - Republic Operating	52,330.59
136 - Republic Bank Capital Campaign	3,982.62

Total Checking/Savings 100,729.30

Accounts Receivable

A/R Capital Campaign	281,568.00
1200 - A/R - Confirmed Grants	387,763.66
1201 - ELI/Camps A/R	12,589.70

Total Accounts Receivable 681,921.36

Other Current Assets

117 - Allow. for Uncoll. Promises	-21,200.00
118 - Discount for Promises to Give	-12,840.00
130 - Inventory - Museum Store	21,432.37
150 - Prepaid Expense	28,250.00

Total Other Current Assets 15,642.37

Total Current Assets 798,293.03

Fixed Assets

202 - Furniture and Fixtures	89,329.15
205 - Office Equipment	76,415.02
206 - Software	4,174.81
208 - Computers	14,708.86
210 - Leasehold Improvements	2,117,763.50
215 - Exhibits	1,207,805.11
220 - Construction in Process	67,074.40
229 - Accumulated Depreciation	-1,934,657.74

Total Fixed Assets 1,642,613.11

Other Assets

121 - Gifted Facility	774,151.00
302 - Deposits	9,360.00
305 - Endowment Fund-Comm Fdn Tampa	6,924.82

Total Other Assets 790,435.82

TOTAL ASSETS 3,231,341.96

Great Explorations, Inc.
Balance Sheet
As of April 18, 2019
Apr 18, '19

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000 - *Accounts Payable 408.13

Total Accounts Payable 408.13

Credit Cards

145 - Republic Bank Credit Card 12,288.23

Total Credit Cards 12,288.23

Other Current Liabilities

144 - Build Out Loan 261,865.20

412 - Accrued Vacation 36,550.10

414 - Accrued insurance 23,065.00

420 - Sales Tax Payable 3,122.07

423 - S-T Loan Payable -60.00

430 - Unearned Revenue 99,738.44

433 - Unearned Revenue Camp/ELI 35,800.00

Total Other Current Liabilities 460,080.81

Total Current Liabilities 472,777.17

Long Term Liabilities

550 - Phone Lease 396.05

552 - GM Financial Vehicle Loan 20,045.91

Total Long Term Liabilities 20,441.96

Total Liabilities 493,219.13

Equity

3000 - Opening Bal Equity -21,616.30

3900 - Retained Earnings 1,013,406.96

560 - Unrestricted Assets -725,023.00

561 - Temp Restricted Assets 233,021.00

564 - Net Assets-Unrestricted-P&E 1,890,617.00

565 - Net Assets-Perm Restr 7,087.00

Net Income 340,630.17

Total Equity 2,738,122.83

TOTAL LIABILITIES & EQUITY 3,231,341.96

Great Explorations, Inc.
Profit & Loss
July 2018 through June 2019
Jul '18 - Jun '19

Ordinary Income/Expense

Income

601 - Admissions	
602 - Walk Ins	252,679.59
604 - Retail Store	60,078.01
606 - Membership	131,023.65
Total 601 - Admissions	<u>443,781.25</u>

611 - Education Programs

612 - Birthday (Misc.)	45,659.58
614 - Rentals (Misc.)	5,423.00
620 - Groups/Field Trips (Misc.)	10,745.76
624 - Steam Team	6,297.25
628 - Parents Night Out	4,628.00
636 - Camps	61,966.84
652 - Stay & Play	86,182.32
664 - Early Explorations Preschool	500,153.88
665 - Other Programs (Misc.)	96.00
Total 611 - Education Programs	<u>721,152.63</u>

670 - Development - Operations

62751 - In-Kind Donations	48,775.00
67152 - Individuals & Corporations	153,907.67
67452 - Foundations & Non Profits	40,544.95
67852 - Government- State- Arts	409,920.00
Total 670 - Development - Operations	<u>653,147.62</u>

673 - Great Expansion

67353 - Capital Campaign 2016-2017	122,663.68
Total 673 - Great Expansion	<u>122,663.68</u>

688 - Special Events

690 - Great Extravaganza	136,979.00
695 - Other Events	7,006.02
697 - Brewseum	23,340.00
698 - Very Merry Market	4,800.00
Total 688 - Special Events	<u>172,125.02</u>

Total Income 2,112,870.20

Gross Profit 2,112,870.20

Expense

Inspector Fee - Construction	225.00
701 - Retail Store - COS	

Great Explorations, Inc.
Profit & Loss
July 2018 through June 2019

	Jul '18 - Jun '19
702 · Cost of Goods Sold	30,096.01
Total 701 · Retail Store - COS	30,096.01
710 · Administrative	
712 · Bank & Credit Card Fees	23,887.52
716 · Insurance	26,849.68
720 · Licenses and Fees	221.29
724 · Mileage Reimbursement	1,611.18
728 · Payroll Service	4,604.45
732 · Office Expense	17,683.28
734 · Computer Expense	2,285.91
736 · Telephone	4,571.04
Total 710 · Administrative	81,714.35
740 · Prof. Svcs & Development	
742 · Dues and Subscriptions	6,640.32
743 · Prof.ASvcs. & Dev. - Other	2,335.52
746 · Employee Luncheons	886.21
747 · Employee Appreciation	1,788.07
750 · Travel & Training	6,020.92
740 · Prof. Svcs & Development - Other	1,750.00
Total 740 · Prof. Svcs & Development	19,421.04
768 · Education Programs Expense	
770 · Birthday	4,507.23
774 · Rentals	2,143.49
782 · Onsite Programs Programs	200.00
786 · Parent's Night Out	345.50
790 · Terrific Tots	29.38
792 · Stay & Play Expenses	8,909.87
793 · Pre-School - Oth. Exp.	7,014.65
794 · Camps	2,355.26
798 · Themed Sat	87.92
807 · Steam Team	4,954.40
815 · Education Programs	2,423.13
Total 768 · Education Programs Expense	32,970.83
818 · Facilities Maintenance	
820 · Equipment Repair/Maintenance	12.07
824 · Utilities	36,466.43
830 · Facility Operations	20,331.10
Total 818 · Facilities Maintenance	56,809.60
831 · Exhibits.	
832 · Exhibit Repair & Maintenance	20,157.06

Great Explorations, Inc.
Profit & Loss
July 2018 through June 2019
Jul '18 - Jun '19

Total 831 · Exhibits.	20,157.06
838 · Marketing	
840 · Advertising & Promotion	35,423.64
844 · Postage	2,632.85
848 · Printing	3,635.37
Total 838 · Marketing	41,691.86
852 · Salaries & Benefits	
854 · Museum Salaries & Taxes	1,066,792.40
855 · Worker's Comp Insurance	20,412.97
856 · Benefits	81,588.43
857 · Retirement Plan	8,957.56
858 · Payroll Taxes	78,205.71
Total 852 · Salaries & Benefits	1,255,957.07
860 · Development Expense	
862 · Development Expenses	3,342.81
Total 860 · Development Expense	3,342.81
864 · Great Expansion Expenses	75.00
867 · Fundraising Events	
868 · Great Extravagansa	36,734.45
869 · Brewseum	4,841.74
873 · Very Merry Market	376.99
875 · Other Events	459.06
Total 867 · Fundraising Events	42,412.24
877 · City Expenses	
878 · City Lease	1,000.00
879 · Rent	9,000.00
Total 877 · City Expenses	10,000.00
940 · Taxes	3,589.50
Total Expense	1,598,462.37
Net Ordinary Income	514,407.83
Other Income/Expense	
Other Income	
955 · Interest Income	2,500.48
956 · Other Income	5,584.69
Total Other Income	8,085.17
Other Expense	

12:01 PM
04/18/19
Accrual Basis

Great Explorations, Inc.
Profit & Loss
July 2018 through June 2019

	<u>Jul '18 - Jun '19</u>
819 - Depreciation	157,411.27
968 - Interest Expense	25,590.37
Total Other Expense	<u>183,001.64</u>
Net Other Income	<u>-174,916.47</u>
Net Income	<u><u>339,491.36</u></u>