

M E M O R A N D U M

April 28, 2023

TO: Planning, Housing, and Parks (PHP) Committee

FROM: Marlene Michaelson, Executive Director

SUBJECT: **FY24 Operating Budget – KID Museum Non-Departmental Account (NDA)**

PURPOSE: Make recommendations for Council consideration

Expected Participants:

Cara Lesser, Founder and Executive Director, KID Museum
 Robert Brewer, KID Museum Board Member (Vice Chair)
 Liza Manfred, KID Museum Senior Director of Strategic Initiatives
 Alicia Singh, Fiscal and Policy Analyst, Office of Management and Budget

Summary of Recommended FY24 Budget – KID Museum NDA

| | FY23 Approved | FY24 CE Recommended | Change from FY24 Approved |
|---------------------------------------|-------------------------------------|-------------------------------------|--------------------------------------|
| General Fund | \$1,596,000 | \$1,860,798 | 16.6% |
| Personnel Costs | \$0 0 FTEs | \$0 0 FTEs | 0.0% 0 FTEs |
| Operating Costs | \$1,596,000 | \$1,860,798 | 16.6% |
| Total Expenditures (All Funds) | \$1,596,000 0 FTEs | \$1,860,798 0 FTEs | 16.6% 0% |

I. Budget Overview

The Executive’s recommendation for the KID Museum is attached on ©1. This non-departmental account (NDA) was created in FY22 to provide general operating support for the KID Museum. The organization receives other County funding for specific programs through other County budgets and through the Montgomery County Public Schools (MCPS) budget. The Executive recommends an increase of \$264,798 for general operating support in FY24. This includes a \$216,918 shift from funding previously received in Community Grants.

II. Organization Review

KID Museum is a learning space that provides hands-on learning that incorporates STEM, art, and culture with skills like creativity and critical thinking. The museum first opened in 2014 at the County's Davis Library branch in Bethesda. Pre-pandemic, it served tens of thousands of visitors annually through school group visits, after school programs, and weekend workshops. The County has previously provided operational support through community grants and in-kind support through the organization's use at the Davis Library. The County previously approved a PDF project to aid the KID Museum's long-term vision to expand to a larger, permanent space that would serve 250,000 visitors annually. Ultimately, the organization opted to sign a lease in Bethesda for its expansion plans. Materials provided by the KID Museum in preparation for the Planning, Housing, and Parks (PHP) worksession are attached at ©2-13.

A. FY24 Budget

The KID Museum's approved FY23 and FY24 budgets are attached on ©11-12. The audited Annual Report/ Income Statement for FY22 is attached at ©13. Budgeted and projected income for the KID Museum in FY23 and FY24 are shown in the table which follows below. The approved FY23 budget included about \$7.7 million in income, including the \$1.6 million through this NDA. The FY23 County's contribution through this NDA was approximately 20.7% of the total income budgeted for this organization. The FY23 forecast of projected income is 2.6% less than budgeted. In FY24, total income is expected to grow by 24.9% with notable projected growth in corporate and foundation contributions over the FY23 Budget. The Executive-recommended FY24 contribution would be 20.6% of total operating income.

| KID MUSEUM REVENUES | | | | |
|-------------------------------------|---------------------|----------------------|--------------------|------------------------------|
| | FY23 Budget | FY23 Forecast | FY24 Budget | % Change FY23 to FY24 |
| Contributed Income: | | | | |
| Corporate Contributions | \$ 672,500 | \$ 737,000 | \$ 1,092,500 | 62.5% |
| Foundations | \$ 585,100 | \$ 343,623 | \$ 749,000 | 28.0% |
| Government Grants | \$ 2,436,729 | \$ 2,448,009 | \$ 2,861,625 | 17.4% |
| Individual Contributions | \$ 805,000 | \$ 646,450 | \$ 876,250 | 8.9% |
| Total Contributed Income | \$ 4,499,329 | \$4,175,082 | \$5,579,375 | 24.0% |
| | | | | |
| Earned Income: | | | | |
| After School Programs | \$ 367,040 | \$ 576,963 | \$ 273,270 | -25.5% |
| Camps | \$ 235,000 | \$ 240,229 | \$ 236,000 | 0.4% |
| Other Business/New Program Dev. | \$ 250,000 | \$ 1,560,700 | \$ 1,916,750 | 666.7% |
| School & Organizations Partnerships | \$ 1,589,600 | \$ 43,314 | \$ 500,000 | -68.5% |
| Weekend Programs/Other | \$ 292,300 | \$ 588,852 | \$ 461,025 | 57.7% |
| Event Rental Income | | | \$ 40,000 | |
| Total Earned Income | \$ 2,733,940 | \$3,010,058 | \$3,427,045 | 25.4% |
| | | | | |
| Interest Income | | | \$ 30,000 | |
| | | | | |
| Total Operating Income | \$ 7,233,269 | \$7,185,140 | \$9,036,420 | 24.9% |
| | | | | |
| In-Kind Income | \$ 450,000 | \$ 300,000 | \$ - | -100.0% |
| | | | | |
| Total Income | \$ 7,683,269 | \$7,485,140 | \$9,036,420 | 17.6% |

KID Museum's approved FY23 budget included \$7.9 million in expenditures. The projected expenditures shown on © 12 are 14.4% less than budgeted, providing a potential \$767,494 net gain. Most of the FY23 expenditures support the organization's staff, about 62.2% of the total expenditures in the approved FY23 budget. The remaining expenditures were related to general operations, including consultants and contractors. Total expenses in the proposed FY24 budget would grow by 14.1% over FY23 with 64.9% supporting staffing.

The Council does not approve a line-item budget for KID Museum, but the County does execute a contract with the organization. The Executive negotiates the contract, which details disbursement conditions and performance expectations, including reporting, for the County's funding provided to the organization. The Council may also choose to identify specific programs, expenditures, and/or reporting requirements through the Council's budget resolution. Executive staff will be available to discuss any questions that the committees may have about contracting with KID Museum in FY24.

A summary of the KID Museum's budget request appears on © 2-4. Funding is intended to support three key areas: 1) Organizational development and growth, 2) Expanded access to new programmatic initiatives, and 3) Deepened community outreach and engagement. They expect to serve more than 25,000 people in FY23 and project reaching more than 40,000 in FY24. The attached document from

Museum staff highlights expansions to their programs (© 6-7) and the impact of their programs on participants (© 8-9).

B. Reconciliation List

The Council’s approach to the budget this year has been to place additions above the FY23 budget on the reconciliation list. Shifts in funding from one part of the budget to another for the same program are exempt and therefore staff believes that the \$216,918 shift from the Community Grants NDA to the KID Museum NDA should be included in the budget and does not need to be placed on the reconciliation list. **The \$47,880 increase, which is an inflationary adjustment provided to non-profit providers, should be placed on the reconciliation list.** Since other Committees have been classifying similar additions as high priority, staff recommends that designation apply here as well.

C. Racial Equity and Social Justice

Although the Office of Racial Equity and Social Justice did not conduct a review of NDAs, the materials provided by the Museum staff indicate that over 60% of their program participants identify as Black or Latino and 50% are from under-resourced communities. Additional information about specific programing, such as their Latinx Maker Lab: Making Computer Science Accessible program, is provided in the attachment.

This packet contains:

| | <u>Circle #</u> |
|--|-----------------|
| Executive’s recommended FY23 appropriation | 1 |
| KID Museum – Information for the May 3 PHP Worksession | 2 |
| KID Museum –FY24 and FY23 budgets | 11-12 |
| KID Museum – Annual Report/Income Statement | 13 |

| FY24 Recommended Changes | Expenditures | FTEs |
|---|------------------|-------------|
| Multi-program adjustments, including negotiated compensation changes, employee benefit changes, changes due to staff turnover, reorganizations, and other budget changes affecting multiple programs. | 22,841 | 0.00 |
| FY24 Recommended | 2,669,874 | 5.00 |

☼ Independent Audit

Section 315 of the County Charter requires the County Council to contract with a Certified Public Accountant for an independent post audit of all financial records and actions of the County government, its officials, and employees. By County Resolution, the Office of Legislative Oversight is the designated administrator for this contract, which also includes an independent audit of the basic financial statement of the Employee Retirement Plans; an independent audit of the Consolidated Retiree Health Benefits Trust; an independent audit of the basic financial statements of the Montgomery County Union Employees Deferred Compensation Plan; and additional services related to reviews, tests, and certifications.

| FY24 Recommended Changes | Expenditures | FTEs |
|---|----------------|-------------|
| FY23 Approved | 427,882 | 0.15 |
| Increase Cost: Annualization of FY23 Compensation Increases | 3,069 | 0.00 |
| Increase Cost: FY24 Compensation Adjustment | 689 | 0.00 |
| Multi-program adjustments, including negotiated compensation changes, employee benefit changes, changes due to staff turnover, reorganizations, and other budget changes affecting multiple programs. | (130) | 0.00 |
| FY24 Recommended | 431,510 | 0.15 |

☼ Interagency Technology, Policy, and Coordination Commission

This NDA supports the operation of the Interagency Technology Policy and Coordination Committee (ITPCC). The ITPCC was chartered by the Montgomery County Council to promote strategic planning and coordination in the use of information technology across County agencies. The ITPCC reports biannually to the County Council. By regularly convening the agencies' chief executive and chief information officers, the ITPCC provides an effective forum for the coordinated implementation of technology policies and guidelines. Additionally, the ITPCC facilitates interagency communication, the evaluation and sharing of new technologies, and advises policy makers on the strategic uses of technology.

| FY24 Recommended Changes | Expenditures | FTEs |
|--------------------------|--------------|-------------|
| FY23 Approved | 3,000 | 0.00 |
| FY24 Recommended | 3,000 | 0.00 |

☼ KID Museum

KID Museum is a Montgomery County-based non-profit organization that provides experiential Science, Technology, Engineering, and Mathematics (STEM), and cultural learning for children and families in the region. In close collaboration with Montgomery County Public Schools (MCPS) and local youth development organizations, KID Museum has developed an innovative and highly effective array of educational programs to support youth of diverse backgrounds to gain critical academic and social-emotional skills, with a focus on STEM, multiculturalism, and the future of work. KID Museum's team of professional educators deliver programs directly to youth, and supports classroom teachers with curriculum and professional development to bring innovative approaches to teaching and learning into the classroom and out-of-school time settings.

| FY24 Recommended Changes | Expenditures | FTEs |
|---|------------------|-------------|
| FY23 Approved | 1,596,000 | 0.00 |
| Shift: Community Grants Moved From the Community Grants Non-Departmental Account to the KID Museum Non-Departmental Account | 216,918 | 0.00 |
| Increase Cost: Three Percent Inflationary Adjustment to Non-Profit Service Provider Contracts | 47,880 | 0.00 |
| FY24 Recommended | 1,860,798 | 0.00 |

☼ Labor Management Relations Committee

The Labor Management Relations Committee (LMRC) was established to foster cooperative labor relations between the County and



FY24 County Budget Request - KID Museum
Prepared for the Montgomery County Council
April 14, 2023

BACKGROUND

With demonstrated impact on STEM engagement, KID Museum is an anchoring educational resource in Montgomery County and an essential partner to support youth in our community. Home-grown in Montgomery County, KID Museum has become the nation's leading educational makerspace for kids, providing deep, hands-on learning experiences for K-12 students that build creative problem-solving, STEM, and social-emotional skills. Kids build competency in coding, computational thinking, engineering design, digital fabrication, and more – but most importantly, they develop confidence as learners and identity as innovators and changemakers.

We are on track to serve more than 25,000 people in FY23, and are projecting continued growth, reaching more than 40,000 people in FY24. Our mantra is “every kid a maker” and we prioritize populations traditionally under-represented in STEM fields. More than 60% of our program participants identify as Black or Latino, and 50% are from under-resourced communities. With support from the County, MCPS and private philanthropy, over 50% of youth participate in our programs free of charge.

Our research-informed approach has demonstrated success in engaging youth, teachers and families in STEM learning. **Three out of every four students who participate in our signature middle school program are interested in pursuing a STEM job in the future.** Our work supports college and career pathways that open doors for personal growth and economic opportunity for our County's residents. An investment in KID Museum is an investment in our community's diverse talent pipeline and our economic development and prosperity.

FY24 BUDGET REQUEST

As we look ahead to FY24, we have ambitious goals for continued growth and impact. We are working to deepen our partnerships with Montgomery County organizations, such as Identity, Inc. and USG, to support recovery from COVID learning loss and build robust pathways for economic success.

Over the past year, we have doubled the number of people served by our programs, while continuing to deepen the level of service and impact on student outcomes. In the coming year, we aspire to continue on this growth trajectory, **expanding to reach more than 40,000 people through our dynamic programs for kids, families and teachers**. At the same time, we plan to continue to innovate with MCPS, USG and key community partners to design and deliver programs that will support Montgomery County youth to get back on track and leapfrog forward in their learning and pathways for economic success.

It has been a complex time to manage growth and expansion, but the museum has proven itself a fiscally responsible steward of resources that consistently delivers exceptional results for our community's youth. KID Museum secures \$4 for every \$1 the county invests in our programs, leveraging local and national resources to improve outcomes for Montgomery County youth.

For FY24, KID Museum respectfully requests continued investment in this work, as our County faces a **once-in-a-generation opportunity to remake learning** to achieve greater equity and meaningfully prepare the next generation for the future of work.

As the County continues to rebound from the pandemic, it is a critical time to invest in innovative educational programs that can support youth to develop the skills they need to thrive in the future. This funding will support three key areas:

- (1) Organizational development and growth
- (2) Expanded access to new programmatic initiatives
- (3) Deepened community outreach and engagement

(1) Organizational development and growth

KID Museum is prepared to dramatically **expand capacity to meet the demand for innovative and impactful student programs** that can support STEM learning and COVID recovery. Funding will enable KID Museum to add key positions and continue to scale up to meet growing demand. It also will enable KID Museum to adjust our salaries and supplies budgets to account for record-levels of inflation in the cost of goods and services, and will enable KID to invest in the IT systems/support that can streamline our work. Additionally, we will expand our **research and development efforts**, in partnership with USG and national collaborators, to hone our impact and optimize learning experiences for Montgomery County youth.

(2) Expanded access to new programmatic initiatives

KID Museum is committed to provide **free or subsidized access** to over 50% of all program participants through our [Access for Every Maker](#) initiative, ensuring youth from low-income families and traditionally marginalized populations have the opportunity to develop the skills they need to thrive in college and careers. KID Museum works directly with local community groups and families to connect youth with free tickets to weekend

family programs, scholarships to summer camp, and free access to out-of-school time workshops.

With support from the County, we are also able to build out **digital content and curriculum resources** to distribute to youth, families, community groups, and youth development organizations. These digital resources can be leveraged at home or other out-of-school time settings to bring maker learning far beyond the walls of KID Museum.

Additionally, KID Museum is expanding access to KID Museum's **teacher professional development** to support Covid recovery and a recentering of academic and enrichment programs on skills for the future. KID Museum is uniquely positioned to support teachers to meet the goals of the Blueprint for Maryland's Future and help develop a more diverse and qualified teacher workforce to prepare students with the skills needed to thrive in higher education and careers. Supporting teachers to seed and nurture student interest in STEM is critical to diversifying the talent pipeline of Maryland, advancing students' economic opportunity, and positively contributing to the long term economic health of Maryland.

(3) Deepened community outreach and engagement

KID Museum has significantly deepened community outreach and engagement efforts, with a focus on priority populations that are under-represented in STEM. The KID Museum Community Engagement team works directly with a wide variety of Montgomery County community organizations to introduce KID Museum programs to **all County residents**. We build bridges between the academic content students are learning in school and hands-on learning activities that they can enjoy side-by-side with their families. When families learn together, and when caregivers are engaged in their children's learning, children gain extra support that enables them to thrive in the classroom and community.

This investment will support KID to continue to scale up to engage thousands of youth from across the County in joyful, high-impact learning experiences that accelerate their learning. It will help to breathe new life into the County's elementary and middle school classrooms, and support teachers to build capacity for this innovative approach to teaching and learning. And it will support continued growth of a dynamic learning hub that drives economic vitality and fuels the growth of a diverse and inclusive talent pipeline for the future.

FY24 Visitor Projections

| | Visitor Projections | Projected Free Participation |
|---|---------------------|------------------------------|
| Sunday Programs | 20,000 | 45% |
| Youth & Family Programs | 2,000 | 44% |
| School Programs | 10,000 | 68% |
| Teacher Programs | 200 | 57% |
| Students reached through Teacher Programs | 10,000 | 57% |
| Total | 42,200 | 54% |

PROBLEM STATEMENT

The need for this work has never been more urgent.

- Recent data from MCPS show enormous deficits in math skills, particularly for low-income students of color. **Only 9% of Latino and 13% of Black MCPS 8th graders who receive Free and Reduced Meals were proficient in math at the end of last year, according to district standards.** Students who fail to meet this milestone are extremely unlikely to be able to pursue STEM-based career opportunities in the future. Nationally, the decline in math scores during the pandemic is expected to result in [\\$900 billion in lower future earnings](#) over the course of student lifetimes.
- Employers are looking for diverse talent, but our community is not prepared to meet the call. Amazon recently attempted to recruit 100 Latino students in Montgomery County to participate in paid 3-month internships where youth would earn \$9500/month and have a path to future employment. Despite extensive outreach efforts through community organizations, such as Identity and Montgomery College, very few students stepped up for this opportunity.
- Families are continuing to struggle to support their children to reset from the pandemic and build both the academic and social-emotional skills that were under-nourished during COVID lockdowns.

FY23 PERFORMANCE

In May 2022, KID Museum opened a new 28,000 square foot facility (4X its location at the Davis Library) in downtown Bethesda directly above Metro. ***In this new, highly accessible and dramatically expanded space, the museum is able to exponentially increase the number of students and teachers served, while creating a vibrant regional attraction that will help to revitalize the local economy and drive long-term economic development goals.*** To date, we've reached more than 23,000 people at this location, as well as our Davis Library site, our collaborative space at the Universities at Shady Grove, and community schools. (See table at end of this document for more detail on our program reach and demographics.)

Our programs take a 360-approach, centered on serving youth at school, at home, and in the community. With a team of professional educators and program designers, we develop and deliver a continuum of in-school and out-of-school time programs for K-12 students. Working in partnership with MCPS, we embed our programs in school curricula and provide teacher professional development to support integrating maker learning in the classroom. These experiences are complemented by afterschool, camp, family and community programs, as well as online resources to support sustained engagement in maker learning. Together, these offerings create a powerful ecosystem of learning that is designed around kids, families, and teachers.

Over the past year, we have significantly ramped up our programming:

- We're currently serving **5,000 MCPS students**, from 35 high-need elementary and middle schools, in our deep-dive invention programs. Students come to the museum for a series of four 2-hour field trips, and continue the program back in the classroom. In total, elementary students experience an average of 10 hours of instructional time, and our middle school students experience up to 55 hours of instructional time.
- We ***expanded access to a full semester course*** aligned to our highly successful Invent the Future program for middle schoolers. Nearly 400 students in 6 schools participated in this full semester course in the Fall and another 400 are now enrolled in the Spring semester. The expansion of this course is an important step toward embedding the Invent the Future program into MCPS middle school curriculum county-wide to bring this transformative learning experience to 12,000 students annually.
- We also dramatically ***expanded our elementary invention program***, KID Inventors, reaching entire grade levels of 2nd, 3rd, and 4th grade in 10 high-need schools. This program is reaching a total of 2,200 students and teachers and supporting our youngest learners to boost their math, STEM and maker skills.
- We brought our teacher professional development to significantly more teachers, ***reaching 200 teachers this year - supporting Montgomery County teachers to reimagine how they teach math, science, and engineering.*** Additionally, we launched a *Latinx Maker Lab: Making Computer Science Accessible*, working specifically with Latinx teachers or those who serve predominantly Latinx students, to deliver computer science through culturally responsive and sustaining pedagogy.

- Our new site at the Bethesda Metro has enabled us to **reach over 8,000 kids and families through weekend programs**, and we are on track to welcome 13,000 visitors this year. This spring, we are partnering with MCPS to host free Family Days, where students and families from 35 high schools participate in weekend programs at KID Museum free of charge.
- We **expanded our KID Afterschool pilot** from the 2021-22 school year, bringing the program to 360 students in 11 schools. The program is designed to build a bridge between science, math, and literacy content K-3rd grade students learn in school with hands-on maker learning in out-of-school time settings. Through the program, students build early engagement in learning and deepen their understanding of STEM content. Our professional educators train classroom teachers on KID Museum curriculum and deliver the program 2x weekly to their students.
- We significantly **increased our Research & Evaluation efforts** led by a new Chief Impact Officer to continue to hone the impact of KID Museum programs and disseminate findings to support innovative STEM learning throughout the county. We are kicking off this work with key partners, including Universities at Shady Grove, to begin longitudinal research on STEM pathway development for K-12 students to pursue higher education in Montgomery County.

**Summary of FY23 KID Museum Programming To Date
April 2023**

KID Museum is on track to serve more than 25,000 children, parents and educators in FY23, with continued commitment to prioritizing MCPS students with limited family incomes and populations traditionally under-represented in STEM fields.

| KID Museum FY23 Programming To Date | YTD |
|--|---------------|
| Total school programs (MCPS and other) | 9,054 |
| Total weekend | 12,439 |
| Total afterschool | 317 |
| Camps and school day out programs | 830 |
| Teacher programs | 197 |
| Other | 787 |
| Total | 23,624 |
| MCPS Elementary Student demographics* | |
| % students receiving Free and Reduced Meals | 70% |
| % Hispanic/Latino students | 45% |

| | |
|---|-----|
| % Black or African American students | 42% |
| % English language learners | 40% |
| | |
| MCPS Middle School Student demographics* | |
| % students receiving Free and Reduced Meals | 52% |
| % Hispanic/Latino students | 41% |
| % Black or African American students | 28% |
| % English language learners | 14% |

*Data represents students participating in the FY22 KID Inventors and Invent the Future programs, from the MCPS Office of Shared Accountability. These figures have remained constant year-to-year and are expected to be consistent for FY23.

Outcomes:

In partnership with the [PEAR Institute](#), a national research institute that studies the impact of STEM programs, KID Museum has demonstrated significant results in its programs.

Across our programs, students demonstrate gains in STEM attitudes such as curiosity, engagement, career interest, identity, perseverance, and enjoyment in STEM; social emotional skills such as self-regulation, empathy, relationships with peers & adults, resilience, and reflection; and school engagement such as learning interest, critical thinking, motivation and the acquisition of literacy, math, and engineering skills aligned with key academic standards.

We've achieved significant outcomes from our youngest learners to our middle schoolers. Below is a snapshot from some of our key initiatives delivered in partnership with MCPS. Collectively these programs reached more than 6,500 students last year, with the vast majority coming from high FARMS-rate and Title I schools.

Grades K-3

In the SY21-22 pilot of KID Afterschool, designed to support recovery from COVID-19 learning loss for MCPS students in grades K-3,

- 93% of students reported they were more excited to try new things;
- 82% of students reported they were more excited to solve problems;
- 81% reported they were more excited to come to school;
- 94% reported that "I feel like I belong;"
- 90% reported that "my ideas matter;"

In addition, in a survey of adult family members of students participating in the SY21-22 KID Afterschool program, 100% reported that their child demonstrated an increased interest in taking educational risks and in solving problems, and **95% reported that their child demonstrated an increased interest in attending school.**

Grades 2-4

In the SY21-22 KID Inventors elementary school-based program, of students across 4 Title I schools:

- 93% of students had a novel STEM experience at KID
- 90% of students exhibited persistence
- 93% of students experience joy in learning STEM
- 87% identified as a maker

Grades 6-8

In the SY21-22 Invent the Future middle school-based programs, of students across 15 schools:

- 73% showed an increase in critical thinking
- 75% showed an increase in STEM engagement
- 74% are more interested in pursuing a STEM job in the future

School & Community Partners, FY23

| Middle Schools | Elementary Schools | Community Partners |
|-----------------------------|-----------------------|--|
| Argyle | Bayard Rustin | Excel Beyond the Bell |
| Benjamin Banneker | Brookhaven | Identity, Inc. |
| Briggs Chaney | Brown Station | Montgomery County Department of Recreation |
| Dr. Martin Luther King, Jr. | Captain James E. Daly | Montgomery County Public Libraries |
| Francis Scott Key | Clopper Mill | The Universities at Shady Grove |
| Gaithersburg | Dr. Charles Drew | |
| Montgomery Village | East Silver Spring | |
| Neelsville | Fields Road | |
| Parkland | Gaithersburg | |
| Redland | Galway | |
| Roberto W. Clemente | Glen Haven | |
| Rosa M. Parks | Great Seneca Creek | |
| Shady Grove | Greencastle | |
| Silver Spring International | Harriet R. Tubman | |
| Sligo | Highland | |
| Thomas W. Pyle | Jackson Road | |
| White Oak | Kemp Mill | |
| William H. Farquhar | Maryvale | |
| | Meadow Hall | |

| | | |
|--|-----------------------|--|
| | Montgomery Knolls | |
| | New Hampshire Estates | |
| | Rolling Terrace | |
| | Sally K Ride | |
| | Shriver | |
| | Snowden Farm | |
| | South Lake | |
| | Strawberry Knoll | |
| | Thurgood Marshall | |
| | Whetstone | |

KID Museum
FY2023 Budget

| INCOME | FY 2023 Budget | FY 2022 Forecast |
|---|---------------------------|-----------------------------|
| CONTRIBUTED INCOME | | |
| Corporate Contribution | 672,500 | 357,000 |
| Foundations | 585,100 | 185,638 |
| Government Grants | 2,436,729 | 1,732,232 |
| Individual Contributions | 805,000 | 400,695 |
| Total Contributed Income | 4,499,329 | 2,675,565 |
| EARNED INCOME | | |
| After School Programs | 367,040 | 272,069 |
| Camps | 235,000 | 123,910 |
| Other Business/New Program Dev. | 250,000 | |
| School & Organization Partnerships | 1,589,600 | 1,806,470 |
| Weekend Programs/Other | 292,300 | 70,351 |
| Total Earned Income | 2,733,940 | 2,272,800 |
| Total Operating Income | 7,233,269 | 4,948,365 |
| In-Kind Income | 450,000 | 300,000 |
| Total Income | 7,683,269 | 5,248,365 |
| EXPENSES | | |
| Admin Syst/Software/Equip. | 40,000 | 32,284 |
| Advertising/Marketing | 36,000 | 17,045 |
| Bank/Credit Card Fees | 23,881 | 13,590 |
| Benefits -Disability/Life Insurance | 39,223 | 18,529 |
| Benefits -Health Insurance | 268,231 | 112,057 |
| Benefits -Retirement | 58,835 | 30,403 |
| Benefits -FSA | 600 | 600 |
| Communications (Phone/Intnt) | 18,000 | 10,010 |
| Consultants/Contractors | 554,794 | 440,443 |
| All expensed Furnishing/Equipment | 10,000 | 9,358 |
| All programs: Supplies | 250,000 | 231,244 |
| Depreciation | 24,950 | 21,378 |
| Dues/Membership/Publications | 8,000 | 7,246 |
| Events - Supplies and Equipment | 50,000 | 68,666 |
| Exhibits | 50,000 | - |
| Insurance - Business | 25,200 | 23,589 |
| IT | 50,400 | 31,600 |
| Legal & Professional Fees | 78,800 | 105,773 |
| Payroll | 3,922,308 | 2,294,001 |
| Payroll Taxes | 312,297 | 183,915 |
| Printing | 22,200 | 18,724 |
| Professional Development | 12,000 | 2,820 |
| Recruiting Expense | 120,000 | 36,930 |
| Recognized Rent: Metro Center | 1,185,051 | 760,600 |
| Repair & Maintenance | 57,000 | 49,027 |
| Security | 89,520 | 8,688 |
| Staff and General Appreciation | 17,400 | 16,300 |
| Storage unit - rent | 9,235 | 5,276 |
| Store Inventory | 3,600 | - |
| Supplies: Office | 16,800 | 16,189 |
| Taxes & Licenses | 600 | 442 |
| Transportation | 11,280 | 10,836 |
| Travel for Conferences, etc. | 12,000 | 10,505 |
| Utilities | 24,000 | 1,525 |
| Total Operating Expenses | 7,402,204 | 4,589,593 |
| In-Kind Expenses | 450,000 | 300,000 |
| Total Expenses | 7,852,204 | 4,889,593 |
| Net Gain (Loss) Per GAAP | (168,935) | 358,772 |
| CASH ADJUSTMENTS | | |
| Add back Depreciation/Amortization | 24,950 | 21,378 |
| Non-cash aspect of lease expense recognition: | 176,391 | 631,153 |
| Net Additions to Cash Flow | 201,341 | |
| Adjusted Net Gain/Loss on Cash Basis | 32,406 | 1,011,303 |

**KID Museum
FY2024 Budget**

| INCOME | FY 2024 Budget | FY 2023 Forecast |
|---|---------------------------|-----------------------------|
| CONTRIBUTED INCOME | | |
| Corporate Contribution | 1,092,500 | 737,000 |
| Foundations | 749,000 | 343,623 |
| Government Grants | 2,861,625 | 2,448,009 |
| Individual Contributions | 876,250 | 646,450 |
| Total Contributed Income | 5,579,375 | 4,175,082 |
| EARNED INCOME | | |
| After School Programs | 273,270 | 576,963 |
| Camps | 236,000 | 240,229 |
| School & Organization Partnerships | 1,916,750 | 1,560,700 |
| Other Business/New Program Dev. | 500,000 | 43,314 |
| Weekend Programs/Other | 461,025 | 588,852 |
| Event Rental Income | 40,000 | |
| Total Earned Income | 3,427,045 | 3,010,058 |
| Interest Income (average \$2500/mo) | 30,000 | |
| Total Operating Income | 9,036,420 | 7,185,140 |
| In-Kind Income | | 300,000 |
| Total Income | 9,036,420 | 7,485,140 |
| EXPENSES | | |
| Accounting/Software/Equip. | 57,500 | 35,415 |
| Accessibility Initiatives | 12,000 | - |
| Advertising/Marketing | 20,000 | 18,314 |
| Bank/Credit Card Fees | 27,897 | 18,770 |
| Benefits -Disability/Life Insurance | 57,575 | 25,826 |
| Benefits -Health Insurance | 357,231 | 189,538 |
| Benefits -Retirement | 71,969 | 39,076 |
| Benefits -FSA | 720 | 700 |
| Communications (Phone/Intrnt) | 22,000 | 17,412 |
| Consultants/Contractors | 757,560 | 672,788 |
| All expensed Furnishing/Equipment | 35,000 | 26,913 |
| All programs: Supplies | 228,000 | 141,618 |
| Depreciation and Amortization | | 243,282 |
| Dues/Membership/Publications | 13,000 | 10,764 |
| Events - Supplies and Equipment | 75,000 | 75,000 |
| Exhibits | 40,000 | 24,310 |
| Insurance - Business | 31,657 | 21,933 |
| IT | 53,400 | 60,079 |
| Legal & Professional Fees | 41,000 | 79,060 |
| Payroll | 4,907,172 | 2,897,972 |
| Payroll Taxes & Fees | 414,656 | 243,533 |
| Printing | 30,000 | 25,763 |
| Professional Development | 54,000 | 8,946 |
| Recruiting Expense | 130,000 | 60,493 |
| Total Rent-Metro Center 2 original suites Plus B002 | 1,157,062 | 1,148,140 |
| Repair & Maintenance | 110,000 | 88,321 |
| Security | 90,863 | 77,729 |
| Staff and General Appreciation | 20,000 | 14,541 |
| Storage unit - rent | 9,509 | 9,223 |
| Store Inventory | 1,800 | 946 |
| Supplies: Office and Facility | 15,000 | 29,108 |
| Taxes & Licenses | 700 | 700 |
| Transportation | 33,750 | 28,781 |
| Travel for Conferences, etc. | 19,500 | 33,807 |
| Utilities | 62,000 | 48,846 |
| Total Operating Expenses | 8,957,519 | 6,417,646 |
| In-Kind Expenses | | 300,000 |
| Total Expenses | 8,957,519 | 6,717,646 |
| Net Gain (Loss) Per GAAP | 78,901 | 767,494 |
| CASH ADJUSTMENTS | | |
| Add back Depreciation/Amortization | - | 243,282 |
| Non-cash aspect of lease expense recognition: | 26,000 | 631,153 |
| Net Additions to Cash Flow | 26,000 | |
| Adjusted Net Gain/Loss on Cash Basis | 104,901 | 1,641,929 |

MOCO Kidsco, Inc. dba - KID Museum Inc.
Annual Report/Income Statement, FY22 (Audited)

July 2021 - June 2022

| | Total |
|--|------------------------|
| Income | |
| Contributed Income | 2,681,513.52 |
| Earned Income | 2,318,220.90 |
| In-Kind donations | 358,354.07 |
| Interest Income | 457.09 |
| Total Income | \$ 5,358,545.58 |
| Gross Profit | \$ 5,358,545.58 |
| Expenses | |
| Accounting/Marketing/workflow/donor software | 30,215.73 |
| Advertising/Marketing/Social Media/Cust. Surveys | 21,251.42 |
| Bank/Credit Card/Insur Install fees /PPal Processing Fees | 14,120.84 |
| Charitable Contributions to others | 1,100.00 |
| Communications (Phone/Internet/Zoom) | 11,513.30 |
| Consultants & Contractors | 478,570.21 |
| Dues/Memberships/include KMI Presentations & Publications | 7,363.63 |
| Events | 100,616.37 |
| Furnishings and Equipment-all locations, not capital investments | 2,114.51 |
| In-Kind Expenses | 273,865.80 |
| Insurance; all business centered | 22,210.93 |
| Legal & Accounting Fees | 113,454.26 |
| Moving & Hauling expenses | 17,177.98 |
| New Exhibit -3BMC-ONLY | 114,922.27 |
| Payroll | 2,547,731.55 |
| Printing & Postage | 26,304.55 |
| Professional Development & Training- direct expenses | 3,532.85 |
| Program Supplies- all locations | 155,604.99 |
| Recruitment | 34,479.00 |
| Rent for Storage Space(s) | 1,856.00 |
| Rent or Lease of Building Space | 764,012.12 |
| Repair & Maint- Equip/Auto/Facility Cleaning | 53,927.86 |
| Security- all aspects | 10,554.50 |
| Store Inventory expense | 2,694.25 |
| Supplies & expenses-(Operations) | 17,924.71 |
| Taxes, Licenses and Filing fees | 135.50 |
| Transportation(not conf. travel)/Mileage/Metro/Car Fees/Parking | 14,444.37 |
| Travel/Meals and Staff & General Appreciation expenses (deleted) | 29,401.72 |
| Utilities- monthly use & after hours need | 2,370.05 |
| z. Depreciation Expense | 45,441.56 |
| Total Expenses | \$ 4,918,912.83 |
| Net Operating Income | \$ 439,632.75 |
| Net Income | \$ 439,632.75 |