

Line Item Budget for Project

Line Item Description	Total Project Fund Allocation	Najim Requested Funds Allocation
Underwritten Admissions	\$ 240,000.00	\$ 50,000.00
Assumes annual Free Family Night attendance of 20,000 at \$12/person admission.		
Total	\$ 240,000.00	\$ 50,000.00

Project Timeline

The DoSeum holds Free Family Nights twice a month, year-round.

Project Evaluation Plan

In 2016, over 20,300 people attended Free Family Nights. Our data collection efforts found the average gross income of Free Family Night attendees last year was \$37,000 (excluding visitors from our zip code). This is significantly lower than San Antonio's 2015 median household income of \$51,150 (source: San Antonio Economic Development Foundation) and reflects our reach into underserved communities with Free Family Nights.

2017 DoSeum Board of Directors

<u>First Name</u>	<u>Last Name</u>	<u>Occupation</u>
<i>Suzanne</i>	<i>Goudge</i>	Retired, Broadway Bank
<i>Kirstin</i>	<i>Silberschlag</i>	Legal Counsel, Valero
<i>Amy</i>	<i>Sondergeld</i>	CFO, The Bank of San Antonio
<i>Jeff</i>	<i>Galt</i>	Chief Financial Consultant for Brass Funs, Magi Reat Estate Services
<i>Michael</i>	<i>O'Donnell</i>	Partner-in-Charge, Norton Rose Fulbright
<i>Megan</i>	<i>Rooney</i>	Controller & Treasurer, H-E-B
Anne	Rochelle	Non-profit
Carla	Brozovich	Community Volunteer
Emilie	Petty	Counsel for Capital 300, Inc.
Frank	Almaraz	Senior Vice President, CPS Energy
Fred	Labatt	Portfolio Manager, Luther King Capital Management
Jean	Alexander	Community Volunteer
Julia	Troy	Community Volunteer
Julie	Huls	CEO, The DoSeum
Kim	Lewis	Community Volunteer
Mark	Garcia	President, The GFP Group
Tinsley	Smith	Director of Community Investment & Philanthropy, Zachry Group
Tracy	Watts	Marketing and Community Relations Director, The Might Group
Ty	Edwards	Financial Adviser, ING Financial Partners

Combined Statement of Financial Position
As of July 31, 2017

	The DoSeum	Title Holdings	Eliminations	July 31, 2017 Combined	Footnotes
Current Assets:					
Cash and Cash Equivalents	\$ 1,472,031	\$ -	\$ -	\$ 1,472,031	A.
Cash Held for Capital Improvements	\$ 3,411,846	\$ 408,178	\$ -	\$ 3,820,024	A.
Account Receivable	\$ 2,150,939	\$ -	\$ -	\$ 2,150,939	B.
Pledge Receivables	\$ -	\$ -	\$ -	\$ -	
NPV	\$ -	\$ -	\$ -	\$ -	
Notes Receivable	\$ 7,063,000	\$ -	\$ -	\$ 7,063,000	C.
Inventory	\$ 157,136	\$ -	\$ -	\$ 157,136	
Prepaid and Other Assets	\$ 156,610	\$ -	\$ -	\$ 156,610	D.
Total Current Assets:	\$ 14,411,562	\$ 408,178	\$ -	\$ 14,819,740	
Property and Equipment:					
Land	\$ 1,565,000	\$ 4,106,583	\$ -	\$ 5,671,583	
Building and Equipment	\$ 14,806,632	\$ 24,289,498	\$ -	\$ 39,096,129	
<i>Less: Accumulated Depreciation</i>	<i>\$ (2,134,263)</i>	<i>\$ (997,709)</i>	<i>\$ -</i>	<i>\$ (3,131,971)</i>	
Net Property and Equipment:	\$ 14,237,369	\$ 27,398,372	\$ -	\$ 41,635,741	
Investments:					
Investment in Title Holdings	\$ 18,962,463	\$ -	\$ (18,962,463)	\$ -	
Institutional Funds	\$ 6,278,980	\$ -	\$ -	\$ 6,278,980	A.
Total Investments:	\$ 25,241,443	\$ -	\$ (18,962,463)	\$ 6,278,980	
Total Assets	\$ 53,890,375	\$ 27,806,551	\$ (18,962,463)	\$ 62,734,462	
Liabilities:					
Accounts Payable	\$ 85,902	\$ -	\$ -	\$ 85,902	
Wages Payable	\$ 110,691	\$ -	\$ -	\$ 110,691	E.
Accrued Liability	\$ -	\$ -	\$ -	\$ -	
Deferred Revenue	\$ 437,559	\$ -	\$ -	\$ 437,559	F.
Unearned Revenue	\$ 169,982	\$ -	\$ -	\$ 169,982	G.
Other Current Liability	\$ 4,756	\$ -	\$ -	\$ 4,756	
Notes Payable	\$ -	\$ 9,700,000	\$ -	\$ 9,700,000	H.
Total Liabilities:	\$ 808,891	\$ 9,700,000	\$ -	\$ 10,508,891	
Net Assets:					
Unrestricted Net Assets					
Unrestricted Net Assets	\$ 47,389,170	\$ 18,106,551	\$ (18,962,463)	\$ 46,533,258	I.
Temporarily Restricted	\$ 4,549,313	\$ -	\$ -	\$ 4,549,313	J.
Permanent Restricted	\$ 1,143,000	\$ -	\$ -	\$ 1,143,000	K.
Total Net Assets:	\$ 53,081,483	\$ 18,106,551	\$ (18,962,463)	\$ 52,225,571	
Total Liabilities and Net Assets	\$ 53,890,375	\$ 27,806,551	\$ (18,962,463)	\$ 62,734,462	
Footnotes:					

San Antonio Children's Museum dba The DoSeum
Consolidated Statements of Activities and Changes in Net Assets

Years ended December 31,	2016				2015			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Revenue and Other Support								
Contributions	\$ 324,894	\$ 769,060	\$ 13,000	\$ 1,106,954	\$ 214,520	\$ 2,683,821	\$ -	\$ 2,898,341
Admissions	2,284,224	-	-	2,284,224	2,057,034	-	-	2,057,034
Memberships	1,122,990	-	-	1,122,990	678,865	-	-	678,865
Program income	324,496	-	-	324,496	264,753	-	-	264,753
Merchandise sales, net of cost of sales of \$212,244 in 2016 and \$180,020 in 2015	242,405	-	-	242,405	255,800	-	-	255,800
Birthday parties	160,469	-	-	160,469	168,945	-	-	168,945
Special events revenue, net of cost of benefits to donors of \$165,896 in 2016 and \$133,508 in 2015	227,910	-	-	227,910	788,687	-	-	788,687
In-kind contributions	215,074	-	-	215,074	146,248	-	-	146,248
Interest income	94,389	-	-	94,389	78,855	-	-	78,855
Other income	2,802,753	-	-	2,802,753	64,035	-	-	64,035
Net assets released from restriction	1,519,243	(1,519,243)	-	-	8,469,170	(8,469,170)	-	-
Total Revenue and Other Support	9,318,847	(750,183)	13,000	8,581,664	13,186,912	(5,785,349)	-	7,401,563
Expenses								
Program	6,909,905	-	-	6,909,905	4,764,719	-	-	4,764,719
Management and general	597,301	-	-	597,301	520,467	-	-	520,467
Fundraising	316,808	-	-	316,808	388,725	-	-	388,725
Total Expenses	7,824,014	-	-	7,824,014	5,673,911	-	-	5,673,911
Change in Net Assets	1,494,833	(750,183)	13,000	757,650	7,513,001	(5,785,349)	-	1,727,652
Net Assets, beginning of year	44,519,343	5,306,157	1,130,000	50,955,500	37,006,342	11,091,506	1,130,000	49,227,848
Net Assets, end of year	\$ 46,014,176	\$ 4,555,974	\$ 1,143,000	\$ 51,713,150	\$ 44,519,343	\$ 5,306,157	\$ 1,130,000	\$ 50,955,500

See accompanying notes to consolidated financial statements.

The DoSeum
2017 Operating Budget Summary

REVENUES

Contributions

Restricted & Unrestricted Contributions	1,285,000
Total Contributions	1,285,000

Special Events

Special Events Revenue	516,500
Special Events Expense	(145,925)
Total Special Events	370,575

Earned Revenue

Admissions	2,695,640
Birthday Party Income	163,625
Program Income	414,791
Membership	1,200,000
Facility Rental, Food & Beverage	180,000
Museum Store	
Gross Sales	450,648
Less Cost of Goods Sold	(207,298)
Net	243,350
Discounts	(400,941)
Total Earned Revenue	4,496,464

Total Revenue	6,152,039
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EXPENSES

Salaries, Wages & Benefits	3,782,438
Contract Labor	88,520
Supplies & Materials	522,896
Utilities	211,360
Outsourced Services	753,748
Repair & Maintenance	161,570
Food & Drink	57,131
Credit Card Merchant Services	126,164
Travelling Exhibits	119,500
Other Expenses	368,273

Total Expenses	6,191,600
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NET OPEARTING INCOME/(LOSS)	(39,560) *
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* The DoSeum's Spending Policy is to appropriate for distribution each year a percentage of its endowment fund's average fair value based on a 12-quarter rolling average. For the fiscal year ending December 31, 2017, the distribution is projected at a minimum of \$90,000.

Taking into account a \$90,000 transfer of endowment funds into operations, calendar year 2017's operating budget nets to a surplus of approximately \$50,400.