

THE AQUARIUM

	\$million						
Revenue & Expenses	1999	2000	2001	2002	2003	2004	2005
Revenue							
Program service revenue		5.43	5.06	4.45	4.03	3.80	4.00
Membership dues		1.03	1.34	0.72	0.58	0.57	0.52
Interest on Savings	0.09	0.13	0.06	0.03	0.04	0.03	0.02
Total Revenue	0.09	6.59	6.47	5.20	4.66	4.40	4.54
Expenses							
Program services	1.85	8.35	7.39	5.89	5.54	5.25	5.13
Mgt & general	1.20	3.28	3.35	2.09	1.98	1.82	1.51
Fund raising	0.34	1.22	0.38	0.42	0.43	0.32	0.25
Total Expenses	3.39	12.85	11.12	8.40	7.96	7.39	6.88
Op Surplus/deficit	-3.30	-6.26	-4.65	-3.20	-3.30	-2.99	-2.34
Profit on retailing	0.00	0.88	0.96	0.79	0.76	0.67	0.47
Other	0.00	-0.02	0.01	0.00	0.00	0.00	0.04
Excess/Deficit	-3.30	-5.39	-3.68	-2.42	-2.54	-2.32	-1.84
Abnormal item	0.00	0.00	0.00	0.00	-0.63	0	0.61
Excess/Deficit from Ops	-3.30	-5.39	-3.68	-2.42	-3.18	-2.32	-1.23
Gifts, grants - Cash	2.81	3.41	2.46	1.09	0.74	1.03	1.43
-Non cash			0.00	0.55	0.10	0.16	0.20
Total (gifts & grants)	2.81	3.41	2.46	1.64	0.84	1.19	1.63
Total Excess/Deficit	-0.49	-1.99	-1.22	-0.78	-2.33	-1.13	0.40
Cash flow							
	1999	2000	2001	2002	2003	2004	2005
Operating Excess/Deficit	-3.30	-5.39	-3.68	-2.42	-2.54	-2.32	-1.84
plus depreciation	0.21	0.84	1.22	1.38	1.36	1.17	0.96
Cash flow	-3.09	-4.56	-2.47	-1.03	-1.18	-1.15	-0.88

Breakdown of expenses

	\$million						
	1999	2000	2001	2002	2003	2004	2005
Compensation of officers	0.19	0.21	0.22	0.38	0.38	0.14	0.04
Other salaries	1.06	2.86	3.06	2.20	2.07	2.34	2.31
Other employee benefits	0.22	1.33	1.29	0.97	0.86	0.59	0.47
Accounting fees			0.03	0.04	0.03	0.00	0.00
Supplies	0.12	0.69	0.19	0.23	0.12	0.09	0.08
Postage and shipping	0.05	0.09	0.06	0.04	0.04	0.02	0.03
Occupancy	0.11	0.15	0.41	0.40	0.34	0.49	0.02
Equipment rental	0.00	0.21	0.09	0.08	0.03	0.05	0.05
Printing and Publications	0.03	0.07	0.10	0.05	0.09	0.08	0.07
Travel	0.09	0.07	0.05	0.03	0.01	0.01	0.01
Conferences	0.02	0.05	0.03	0.01	0.00	0.00	0.00
Interest	0.03	0.70	0.64	0.43	0.37	0.38	0.55
Total	1.92	6.43	6.15	4.85	4.35	4.21	3.62
Other #	1.27	5.58	3.75	2.17	2.24	2.02	2.30
TOTAL	3.18	12.01	9.90	7.01	6.59	6.22	5.92
Depreciation	0.21	0.84	1.22	1.38	1.36	1.17	0.96
Total	3.39	12.85	11.11	8.39	7.95	7.39	6.88

Other includes

Bank fees	0.00	0.08	0.09	0.09	0.08	0.09	0.10
Marketing	0.39	1.83	1.04	0.49	0.39	0.57	0.62
Outside services	0.00	0.08	0.17	0.17	0.17	0.15	0.18
Utilities	0.05	0.47	0.67	0.46	0.45	0.01	0.47
Creative fees	0.00	0.00	0.00	0.16	0.09	0.10	0.05

Balance Sheet

	\$million						
	1999	2000	2001	2002	2003	2004	2005
Assets							
Cash	1.09	3.01	1.57	1.35	1.47	0.84	0.87
Accounts receivable		0.00	0.15	0.29	0.53	0.33	0.39
Pledges receivable	4.82	4.63	2.81	2.19	1.25	1.33	1.233
Inventories	0.07	0.29	0.23	0.26	0.21	0.23	0.01
Prepays		0.08	0.07	0.09	0.09	0.12	0.11
Land and Buildings	5.97	10.67	9.80	9.16	8.00	6.55	5.80
Investments	0.00	0.14	0.12	0.14	0.19	0.73	0.60
Other	0.05		0.03	0.00	0.00	0.01	0.00
Total	11.99	18.81	14.79	13.48	11.74	10.13	9.01
Liabilities							
Accounts payable	1.20	0.62	0.05	0.21	0.22	0.26	0.15
Deferred revenue	0.10	0.77	0.36	0.28	0.28	0.23	0.24
Mortgages and other	2.92	11.10	9.29	8.88	9.47	9.16	7.34
Other	0.20	0.73	0.73	0.52	0.51	0.36	0.90
Total	4.41	13.22	10.42	9.89	10.49	10.01	8.63
Surplus	7.58	5.59	4.37	3.59	1.25	0.12	0.38