

**Aquarium of the Pacific**  
**FY 11 BOARD APPROVED BUDGET-UNRESTRICTED**  
**For the Twelve Months Ending December 31, 2011**  
**In 000's**

	FY 2011 BUDGET
<b>Attendance</b>	1,453
<b>Revenues</b>	
Admissions	\$ 15,673
Special Events Admits & Catering	480
Retail, Restaurant (net) and Other Ancillary	4,863
Memberships	3,787
Education Programs	667
Parking Garage (net)	1,136
Other Earned Revenue	268
<b>Earned Revenue Total</b>	<b>26,873</b>
Development	1,717
<b>Total Revenue</b>	<b>28,590</b>
<b>Expenses</b>	
<i>Salaries, Taxes &amp; Benefits</i>	
Salaries	9,936
Payroll Taxes & Benefits	2,407
<i>Salaries, Taxes &amp; Benefits</i>	12,344
Cost of Goods Sold	1,434
<i>Non-Personnel</i>	
Insurance	286
Maintenance & Occupancy	962
Utilities	1,503
Services	1,543
IT & Telecom	313
Advertising, Promotions and Public Relations	1,898
Printing and Publishing	611
Postage, Shipping, Courier	302
Husbandry, Animals and Collecting	409
Supplies	1,363
Professional Development & Training	65
Travel & Meals	116
Other	368
Rent to City of Long Beach	3,528
<i>Non-Personnel</i>	13,268
<b>Total Expenses</b>	<b>27,045</b>
<b>EBITDA</b>	<b>\$1,545</b>
EBITDA %	5%
<b>Capital Expenditures</b>	<b>1,430</b>
<b>Total Net Unrestricted Cash Activity</b>	<b>\$ 115</b>