Aquarium of the Pacific
Aquarium Budget by Period
From 1/1/2022 Through 12/31/2022

Aquarium of the Pacific
2022 Budget

	Total
Revenues	
Admissions (incl scholarship)	
Regular Admissions	12,430,113.35
Discout Regular Admissions	8,412,304.00
Group Sales Admissions	4,387,615.61
Education Sales Admissions	53,250.00
Total Admissions (incl scholarship)	25,283,282.96
Earned Revenue	
Special Events Admits & Catering	281,250.00
Catering Commission	60,000.00
Retail Revenue	5,499,975.00
Memberships	4,302,850.00
Edu. Programs, Classes & Tours	255,000.00
Restaurant Commission	420,000.00
Other Ancillary Revenue	988,000.00
Other Earned Revenue	72,650.00
Total Earned Revenue	11,879,725.00
Support Revenue	
Private Cash Support	2,476,999.96
Fund Raising Specia Events	523,000.00
Total Support Revenue	2,999,999.96
Total Revenues	40,163,007.92
Expenses	
Personnel Costs	
Salaries	16,774,791.00
Taxes	1,748,131.00
Benefits	2,408,010.00
Total Personnel Costs	20,930,932.00
Retail Cost	
Cost of Goods Sold	2,584,990.00
Total Retail Cost	2,584,990.00
Non Personnel Expense	
Insurance	505,340.00
Maint. Permits & Constr.	622,953.00
Occupancy	704,617.00
Utilities	2,272,250.00
Services	2,036,923.00
It & Telecom	562,625.00
Advertising, Promo and PR	2,090,373.00
Printing and Publishing	685,884.00
Postage, Shipping	244,282.00
Husbandry, Animals and Collecting	439,300.00
Supplies and Other Expendables	2,075,380.00
Professional Development & Train	50,280.00
Travel, Meals & Training	123,791.00
Other	580,590.00
Total Non Personnel Expense	12,994,588.00
Total Expenses	36,510,510.00
EBITDA (incl. rent)	3,652,497.92
Capital Expenditures	2,191,000.00
Total Capital Expenditures	2,191,000.00
Total Net Activity	1,461,497.92