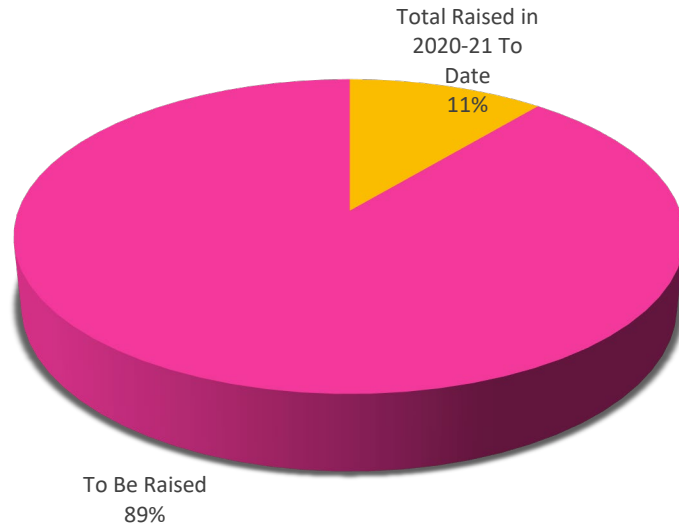
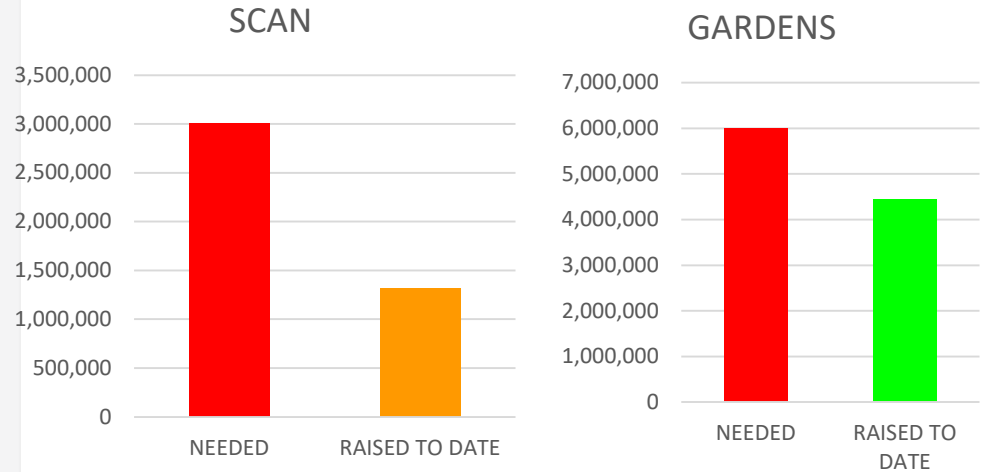


Budget: \$1,500,000 Year-to-Date \$170,638

OVERALL DEDICATED PROJECT FUNDRAISING



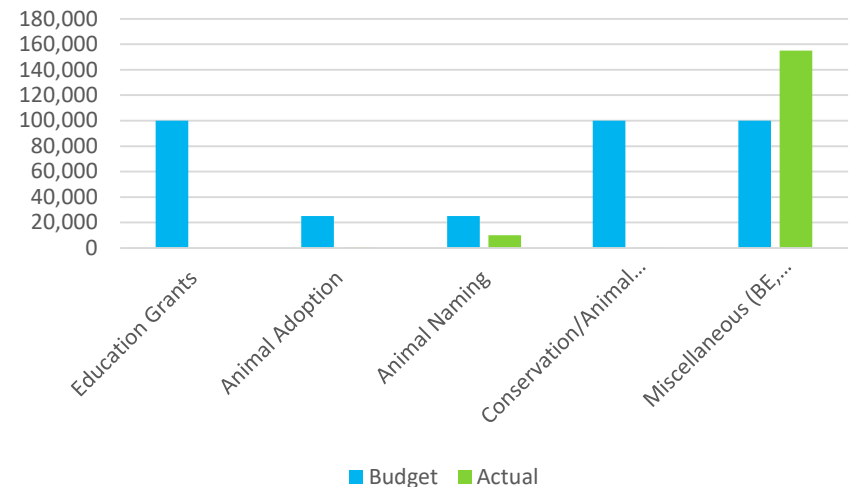
MULTI-YEAR CAPITAL FUNDRAISING INITIATIVES



Recent Gifts

Private Individual	\$13,500	Tiger Project
Private Foundation	\$15,000	Tiger Project
Private Individual	\$7,000	Tiger Project
Private Individuals	\$16,645	Ron Deaton Memorial Fund
Private Individual	\$5,000	SCAN

NON-CAPITAL FUNDRAISING





GLAZA Membership Revenue Dashboard

Budget: \$2,637,912 Actual \$ 196,076

REPORT for FY 2020-21
as of 8-29-2020

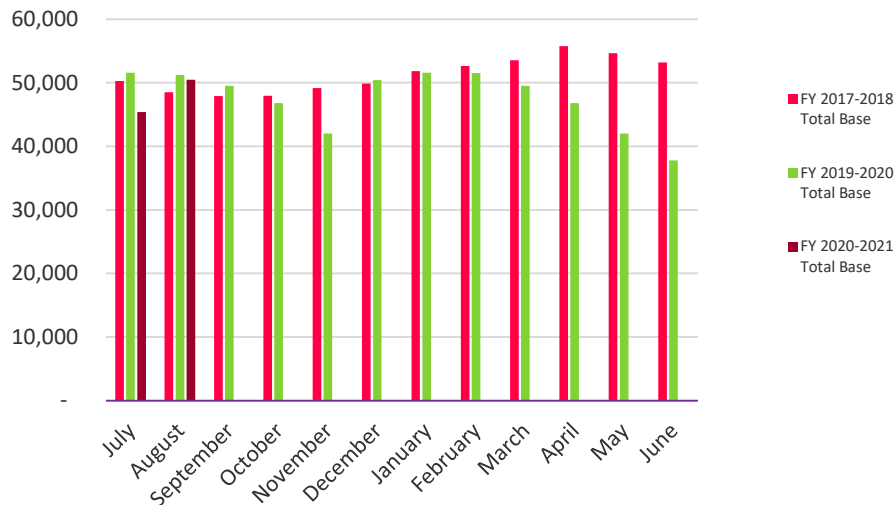
AUGUST BUDGET TO ACTUALS FY 2020-2021

Aug-20 8/1/2020 - 8/29/2020	Aug-20 Budget	Aug-20 Actual	Variance
New Acquisition	\$ -	\$ 1,840	\$ 1,840
New Booth	\$ -	\$ 340	\$ 340
Renewal Acquisition	\$ -	\$ 3,569	\$ 3,569
Renewal Booth	\$ -	\$ 1,450	\$ 1,450
Renewal Mail	\$ 52,000	\$ 78,471	\$ 26,471
Renewal Telemarketing	\$ -	\$ 447	\$ 447
Rebates	\$ -	\$ 217	\$ 217
Website	\$ 4,250	\$ 42,445	\$ 38,195
Ticket Sales	\$ -	\$ 17	\$ 17
Miscellaneous	\$ -	\$ 20	\$ 20
TOTAL	\$ 56,250	\$128,816	\$ 72,566

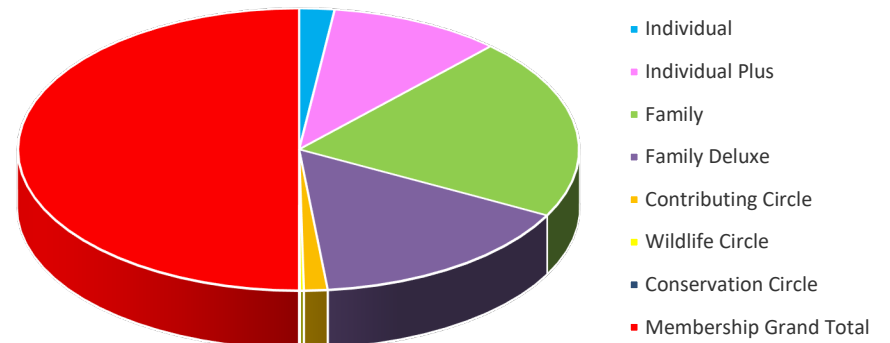
YEAR-TO-DATE ACTUALS FY 2020-2021

FY20/21 YTD 7-1-2020 thru 8-29-2020	Budget	Actual	Variance
New Acquisition	\$ 139,000	\$ 2,145	\$ (136,855)
New Booth	\$ 50,000	\$ 340	\$ (49,660)
Renewal Acquisition	\$ 401,000	\$ 5,057	\$ (395,943)
Renewal Booth	\$ 125,000	\$ 1,450	\$ (123,550)
Renewal Mail	\$1,540,500	\$ 140,235	\$ (1,400,265)
Renewal Telemarketing	\$ -	\$ 131	\$ 131
Rebates	\$ 25,000	\$ 217	\$ (24,783)
Website	\$ 357,412	\$ 47,464	\$ (309,948)
Ticket Sales	\$ 5,000	\$ 17	\$ (4,983)
Miscellaneous	\$ 1,250	\$ 20	\$ (1,230)
TOTAL	\$2,644,162	\$ 197,076	\$ (2,447,086)

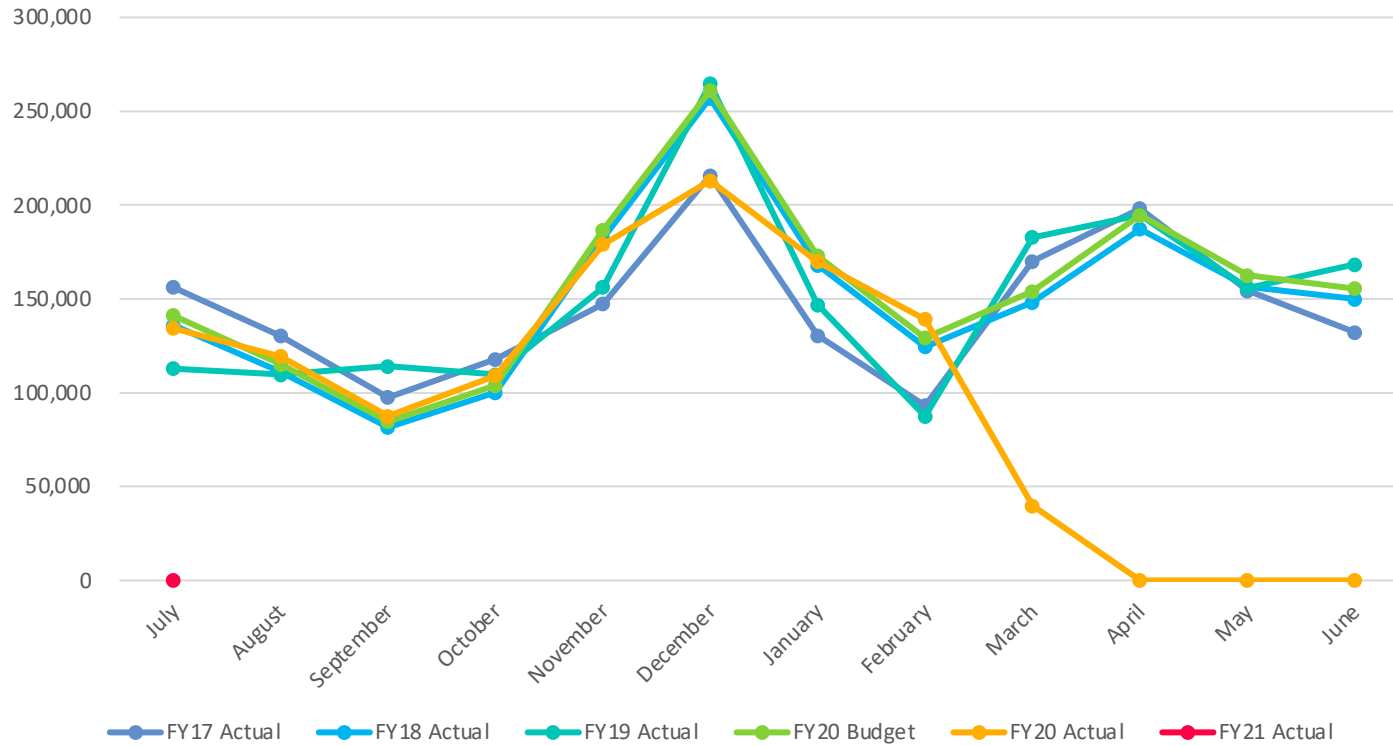
Member Household Base Counts as of 8/29/2020



MEMBERSHIP BY LEVEL: CURRENTLY 50,470



Historical Monthly Attendance



	Attendance	Admissions Revenue	Other Revenue Sources*
July	58	(\$1,647)	\$33,362
YTD	58	(\$1,647)	\$33,362

*Membership, Concessions and Site Rentals