

## Museum Store

### DESCRIPTION OF MAJOR SERVICES

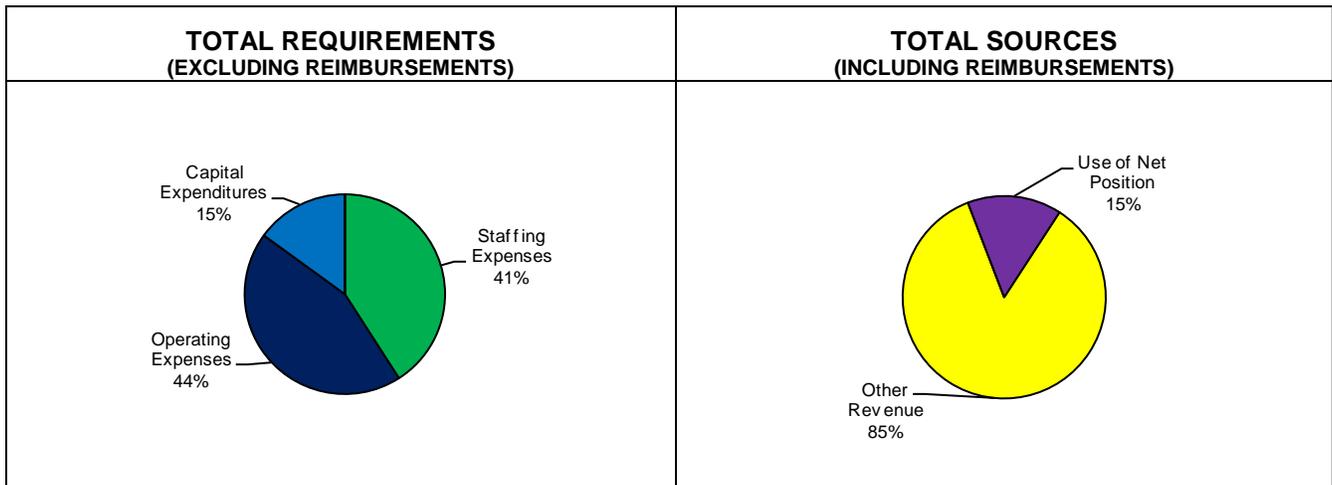
The Museum Store operates as an enterprise fund under the management of the San Bernardino County Museum. The store is considered a critical part of the K-12 visitor experience and provides many museum related items for sale including books and publications, educational toys, thematic novelty items related to exhibitions, jewelry, minerals, and souvenirs.

**Budget at a Glance**

Total Requirements (Excl. Reimb.)	\$80,092
Total Sources (Incl. Reimb.)	\$68,092
Use of / (Contribution To) Net Position	\$12,000
Total Staff	3

The Museum Store provides important information to patrons regarding current exhibitions in the Museum and enhances lifelong learning for families and adult audiences. The Museum Store continues to develop its operations and product offerings to ensure sales correspond with new exhibits, services, and new programs. Alternative store products will continue to be introduced and evaluated to maintain a positive cash balance.

### 2016-17 RECOMMENDED BUDGET



## ANALYSIS OF 2016-17 RECOMMENDED BUDGET

GROUP: Operations and Community Services  
DEPARTMENT: Museum Store  
FUND: Enterprise

BUDGET UNIT: EMM CCM  
FUNCTION: Recreation and Cultural  
ACTIVITY: Recreation Facilities

	2012-13	2013-14	2014-15	(A) 2015-16	2015-16	(B) 2016-17	(B-A)
	Actual	Actual	Actual	Modified Budget	Estimate	Recommended Budget	Change From Prior Year Modified Budget
<b>Requirements</b>							
Staffing Expenses	12,247	3,144	16,479	19,235	19,235	32,777	13,542
Operating Expenses	39,836	23,962	20,999	36,639	30,381	35,315	(1,324)
Capital Expenditures	0	0	0	12,000	0	12,000	0
Total Exp Authority	52,083	27,106	37,478	67,874	49,616	80,092	12,218
Reimbursements	0	0	0	0	0	0	0
Total Appropriation	52,083	27,106	37,478	67,874	49,616	80,092	12,218
Operating Transfers Out	0	0	0	0	0	0	0
Total Requirements	52,083	27,106	37,478	67,874	49,616	80,092	12,218
<b>Sources</b>							
Taxes	0	0	0	0	0	0	0
Realignment	0	0	0	0	0	0	0
State/Fed/Other Government	0	0	0	0	0	0	0
Fee/Rate	0	0	0	0	0	0	0
Other Revenue	43,523	83,767	64,304	55,000	55,000	68,092	13,092
Total Revenue	43,523	83,767	64,304	55,000	55,000	68,092	13,092
Operating Transfers In	0	0	0	0	0	0	0
Total Financing Sources	43,523	83,767	64,304	55,000	55,000	68,092	13,092
<b>Net Position</b>							
Use of/ (Contribution to) Net Position	8,560	(56,661)	(26,826)	12,874	(5,384)	12,000	(874)
Est. Net Position Available						152,257	
Total Est. Unrestricted Net Position						164,257	
Budgeted Staffing*	1	1	2	3	3	3	0

\*Data represents modified budgeted staffing

Note: Unlike governmental funds, the 2015-16 Modified Budget and Estimate columns do not include information on Estimated Net Position Available or Total Estimated Unrestricted Net Position because GAAP requires that internal service and enterprise funds include line items such as depreciation, which are not budgeted, in the Net Position calculation.

## MAJOR REQUIREMENTS AND SOURCES IN 2016-17 RECOMMENDED BUDGET

Staffing Expenses of \$32,777 fund two part-time regular positions and one part-time limited term public service employee that operates the Museum Store. Operating Expenses of \$35,315 are for purchases for resale (inventory). Capital Expenditures of \$12,000 are included to purchase hardware to replace the current point-of-sale (POS) system that no longer meets the needs of the store. Sources of \$68,092 are from revenue generated from novelty items/souvenir sales, books and publications.

## BUDGET CHANGES AND OPERATIONAL IMPACT

Requirements are increasing \$12,218 primarily due to an increase in Staffing Expenses of \$13,542 that reflects additional hours scheduled to be worked by part-time employees.

Sources are increasing by \$13,092 as a result of dedicated staff to support an anticipated increase in attendance and sales activity.

## ANALYSIS OF NET POSITION

Use of Net Position funds the replacement of the POS system in the Museum Store and at the front desk, improving inventory tracking, reporting capabilities and overall functionality.



**2016-17 POSITION SUMMARY\***

Division	2015-16 Modified Staffing	Adds	Deletes	Re-Orgs	2016-17 Recommended	Limited	Regular
Museum Store	3	0	0	0	3	1	2
Total	3	0	0	0	3	1	2

\*Detailed classification listing available in Appendix D.

**STAFFING CHANGES AND OPERATIONAL IMPACT**

Staffing expenses of \$32,777 fund two part-time regular positions and one part-time limited term public service employee. These three positions allow for coverage in the Museum Store to ensure that it is open during the peak hours each day the Museum is open and to greet and accept entrance fees from customers at the front desk.

