

## National Aquarium, Baltimore, MD

### Admissions

General Admission	959,618
Education	167,951
Group sales	116,775
Members	171,233
Others	15,500
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TOTAL	1,431,077

### Revenues

Admissions	19,937,533	53%
Contributions and Grants	5,002,546	13%
Groups and Education Program Revenue	3,632,456	10%
General Memberships	2,611,747	7%
Gift Shop	1,663,489	4%
Catered Events and Food Service	1,520,827	4%
Corporate and Promotional Revenue	3,131,323	8%
Other Revenue	190,226	1%
Investment Income	167,848	0%
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Subtotal	37,857,995	100%

### Expenses

Biological Programs	6,309,592	17%
Plant Operations	8,366,788	22%
Visitor Operations	3,659,721	10%
Education	3,812,819	10%
Catered Events and Food Service	237,529	1%
General Memberships	866,208	2%
General and Administrative	4,031,504	11%
Marketing	5,484,668	14%
Development	1,170,816	3%
Depreciation	6,780,025	18%
Debt Service	1,367,979	4%
Subtotal	42,087,649	111%
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Change in net assets	(4,229,654)	-11%
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TOTAL	37,857,995	100%

The operating highlights cover the calendar year for the National Aquarium and are based upon information contained in the audited consolidated financial statements of the National Aquarium Institute, Inc. Copies of this report are available for examination by responsible parties at the Aquarium's office located at 501 East Pratt Street, Baltimore, Maryland 21202. Documents filed in accordance with the Maryland Charitable Organizations Solicitations Act may be obtained from the Maryland Secretary of State.

## National Aquarium, Washington, DC

### Admission

General Admission	172,744
Education	12,600
Members	959
Others	8,874
<b>Total</b>	<b>195,177</b>

### Revenues

Admissions	857,715	91%
Contributions and Grants	538,855	57%
General Memberships	5,477	1%
Catered Events and Food Service	16,255	2%
Other Revenue	6,488	1%
Investment Income	(486,276)	-52%
<b>Subtotal</b>	<b>938,514</b>	<b>100%</b>

### Expenses

Biological Programs	744,826	79%
Plant Operations	2,267	0%
Visitor Operations	101,037	11%
Education	39,181	4%
General and Administrative	292,203	31%
Marketing	131,958	14%
Depreciation	123,291	13%
<b>Subtotal</b>	<b>1,434,763</b>	<b>153%</b>
Change in net assets	(496,249)	-53%
<b>TOTAL</b>	<b>938,514</b>	<b>100%</b>

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