

INCOME STATEMENT DASHBOARD
FY 2013

Account ID	Description	Fiscal Year 2012 Budget	Fiscal Year 2013 Budget	Variance
Revenues				
400.000.3650	AM-Marketing Opps	\$57,741.23	\$45,499.00	\$12,242.23
400.000.3651	ANN MTG - PROGRAM ADS	\$1,425.00	\$2,000.00	-\$575.00
400.000.3652	Comm. FND Grant-Promotional	\$3,350.00	\$0.00	\$3,350.00
400.000.3654	SALES-AD HIST. NEWS	\$14,909.50	\$15,896.00	-\$986.50
400.000.3655	SALES-AD DISPATCH	\$16,495.57	\$14,160.00	\$2,335.57
400.000.3700	MEMBERSHIP DUES	\$537,681.09	\$465,874.00	\$71,807.09
	C2C Texas Contract--FY 2012 added into other AM categories	\$0.00	\$103,728.00	-\$103,728.00
400.000.3710	ANN MTG - REGISTRATION	\$164,616.35	\$104,500.00	\$60,116.35
	AM Hotel Rebate	\$0.00	\$16,128.00	-\$16,128.00
400.000.3715	AM-Miscellaneous	\$250.00	\$0.00	\$250.00
400.000.3720	ANNUAL MEETING-WORKSHOPS	\$5,922.50	\$10,350.00	-\$4,427.50
400.000.3725	AM-AFFINITY LUNCHEONS	\$11,205.00	\$7,995.00	\$3,210.00
400.000.3730	ANNUAL MEETING-TOURS	\$14,340.88	\$10,000.00	\$4,340.88
400.000.3735	AM-LABS	\$810.00	\$0.00	\$810.00
400.000.3740	ANNUAL MEETING WEBCAST	\$1,365.00	\$5,500.00	-\$4,135.00
400.000.3746	EXCEL Grant	\$110,649.69	\$120,285.00	-\$9,635.31
400.000.3750	NORTON ROYALTIES	\$1,187.31	\$7,225.00	-\$6,037.69
400.000.3760	ALTAMIRA ROYALTIES	\$19,998.19	\$22,000.00	-\$2,001.81
400.000.3765	PASTPERFECT ROYALTIES	\$23,394.31	\$26,903.00	-\$3,508.69
400.000.3770	VISITORS COUNT!	\$80,093.22	\$47,125.00	\$32,968.22
400.000.3800	SALES - TECHNICAL LEAFLETS	\$1,033.00	\$1,440.00	-\$407.00
400.000.3811	STEPS PROGRAM	\$24,530.00	\$26,640.00	-\$2,110.00
400.000.3815	Conservation Bookshelf Project	\$109,989.00	\$70,864.00	\$39,125.00
400.000.3816	Humanities Tennessee Grant	\$5,000.00	\$0.00	\$5,000.00
400.000.3820	BOARD ORGANIZATION KITS	\$260.00	\$240.00	\$20.00
400.000.3824	SALE - VIDEOS	\$0.00	\$1,530.00	-\$1,530.00
400.000.3830	AM PUBLICATION REVENUE	\$115.00	\$0.00	\$115.00
400.000.3850	MAILING LIST RENTAL	\$3,245.47	\$1,200.00	\$2,045.47
400.000.3860	SALES - OTHER	\$1,225.00	\$0.00	\$1,225.00
400.000.3876	IDEA Grant	\$7,857.00	\$0.00	\$7,857.00
400.000.3881	ANNUAL FUND CONTRIBUTIONS	\$19,563.50	\$20,000.00	-\$436.50
400.000.7888	SPECIAL CASH CAMPAIGN	\$0.00	\$133,425.00	-\$133,425.00
400.000.3883	CONTRIBUTIONS - SHA	\$28,100.00	\$32,000.00	-\$3,900.00
400.000.3886	SHA TUITION	\$23,885.00	\$24,000.00	-\$115.00
400.000.3887	SHA - Lodging	\$325.00	\$24,000.00	-\$23,675.00
400.000.3891	OHMF REGISTRATION FEES	\$0.00	\$2,860.00	-\$2,860.00
	OHMF Annual Fees	\$0.00	\$4,750.00	-\$4,750.00
400.000.3888	ANN MTG - SPONSORS	\$110,532.00	\$35,000.00	\$75,532.00
400.000.3970	SALES - OTHER	\$85.00	\$180.00	-\$95.00
400.000.3990	ANN MTG - SPECIAL EVENTS	\$36,165.00	\$32,850.00	\$3,315.00
400.000.4200	CEO Forum	\$3,175.00	\$5,250.00	-\$2,075.00
400.000.4250	WEB SITE SPONSORSHIP	\$10,000.00	\$0.00	\$10,000.00
400.000.4260	SHAM Registration Fees	\$2,025.00	\$2,125.00	-\$100.00
400.000.4400	PATHWAYS REVENUE	\$2,654.00	\$2,348.00	\$306.00
400.000.4450	PROJECT MANAGEMENT GRANT	\$92,890.00	\$45,302.00	\$47,588.00
400.000.4500	MISCELLANEOUS	\$18,742.48	\$0.00	\$18,742.48
400.000.4600	WORKSHOP SERIES REGISTRATION	\$26,505.00	\$23,370.00	\$3,135.00
400.000.4910	ON LINE WORKSHOP SERIES	\$15,870.00	\$19,300.00	-\$3,430.00
400.020.5090	ENDOWMENT ROLLING AVERAGE	\$56,708.82	\$69,726.00	-\$13,017.18
				\$0.00
	Total Revenues	\$1,665,915.11	\$1,603,568.00	\$62,347.11

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Account ID	Description	Fiscal Year 2012 Budget	Fiscal Year 2013 Budget	Variance
				\$0.00
				\$0.00
Expenditures				\$0.00
402.000.xxxx	Leadership and Governance	\$16,645.85	\$26,968.00	-\$10,322.15
405.010.xxxx	General Operating	\$208,799.20	\$904,818.00	-\$696,018.80
405.011.xxxx	Fraud	\$168,264.90	\$188,200.00	-\$19,935.10
407.010.xxxx	Awards	\$5,705.55	\$7,230.00	-\$1,524.45
408.010.xxxx	Annual Meeting	\$279,533.14	\$283,418.00	-\$3,884.86
408.010.xxxx	War of 1812	\$5,000.00	\$0.00	\$5,000.00
409.010.xxxx	Fund Raising	\$7,571.11	\$5,008.00	\$2,563.11
409.020.xxxx	CEO Forum	\$2,562.60	\$2,105.00	\$457.60
409.030.xxxx	Military History	\$42.00	\$0.00	\$42.00
409.050.xxxx	SHAM	\$3,376.62	\$1,148.00	\$2,228.62
409.060.xxxx	Pathways	\$669.37	\$1,904.00	-\$1,234.63
409.151.xxx	ADVOCACY	\$0.00	\$2,060.00	-\$2,060.00
409.091.xxxx	Visitor Counts	\$66,601.59	\$38,420.00	\$28,181.59
	AFFINITY GROUPS	\$0.00	\$11,014.00	-\$11,014.00
409.120.xxxx	OHMF	\$3,038.00	\$4,290.00	-\$1,252.00
409.140.xxx	Presidential Sites & Libraries	\$1,200.40	\$1,000.00	\$200.40
409.170.xxxx	Small Museum Forum	\$1,210.38	\$0.00	\$1,210.38
409.100.xxx	Historic House Affinity Group	\$60.00	\$0.00	\$60.00
409.110.xxxx	Corporate Affinity Group	\$30.00	\$0.00	\$30.00
409.240.xxxx	Visitors Voices Affinity Group	\$664.71	\$0.00	\$664.71
409.320.xxx	Friends Affinity Group	\$170.00	\$0.00	\$170.00
409.270.xxx	On-line Learning Community	\$7,857.44	\$0.00	\$7,857.44
409.280.xxxx	PROJECT MANAGEMENT	\$70,966.61	\$35,000.00	\$35,966.61
409.300.xxx	StePS Excel--Implementation Grant	\$53,455.44	\$71,721.00	-\$18,265.56
409.160.xxx	StEPs Program	\$11,284.46	\$6,795.00	\$4,489.46
409.340.xxxx	Steps Community Grant	\$1,400.00	\$1,875.00	-\$475.00
409.310.xxxx	Field Service Alliance	\$1,530.00	\$1,297.00	\$233.00
410.030.xxx	Workshop Series	\$24,655.92	\$19,620.00	\$5,035.92
410.010.xxx	Professional Development Cmte.	\$67.45	\$40.00	\$27.45
410.020.xxx	Professional Dev Brochure	\$5,406.47	\$0.00	\$5,406.47
410.070.xxx	On-line Workshop	\$5,431.65	\$7,380.00	-\$1,948.35
409.220.xxx	Conversation Bookshelf	\$95,431.09	\$60,752.00	\$34,679.09
409.230.xxx	MENTOR PROGRAM	\$30.00	\$80.00	-\$50.00
410.060.xxxx	SHA	\$78,150.75	\$80,000.00	-\$1,849.25
411.030.xxx	NATIONAL LEADERSHIP TEAMS	\$0.00	\$140.00	-\$140.00
411.040.xxx	MEMBERSHIP ACQUISITIONS	\$9,754.10	\$15,588.00	-\$5,833.90
411.050.xxxx	MEMBERSHIP GENERAL	\$7,052.24	\$14,662.00	-\$7,609.76
411.070.xxxx	History News	\$60,144.24	\$49,600.00	\$10,544.24
411.080.xxx	Dispatch	\$1,968.87	\$1,272.00	\$696.87
413.000.xxx	Salaries and Fringes	\$648,502.34	\$0.00	\$648,502.34
413.020.xxx	Alderson Internship	\$3,000.00	\$3,000.00	\$0.00
413.020.5050	EVELYN AWARD	\$500.00	\$500.00	\$0.00
411.060.xxx	Marketing	\$11,678.11	\$51,610.00	-\$39,931.89
	Total Expenditures	\$1,869,412.60	\$1,898,515.00	-\$29,102.40
				\$0.00
	Excess Revenues Over Expenditures	-\$203,497.49	-\$294,947.00	\$91,449.51
	Transfers of cash from investments:			
	Unrestricted investments		\$87,623	
	Endowment gift released from restriction		\$207,324	
	Balanced Budget		\$0	