| TennativeProposed Operating Budget                   | Approved                            |
|--|-------------------------------------|
| FY '12 -FY '13                                       | Eudget<br>FY '12-'13                |
| Ordinary Income/Expense                              | F1 12-13                            |
|  |                                     |
| Income   |                                     |
| GR001 YPG  |                                     |
| GR001 Waltz Revenue - Other                          | \$ 17,000                           |
| GR001 Waltz Revenue                                  | 170,000                             |
| Total GR001 Waltz Revenue                            | 187,000                             |
| GR001P Waltz Receivables<br>GR002 Renewal Membership | 15.000                              |
| GR002 New Membership                                 | 15,000                              |
| GR004 J.S.S. New Members                             | 3,000                               |
| GR005 J.S.S. Renewal Membership                      | 20,000                              |
| GR006 Investment Income                              | 10,000                              |
| GR008 Donation Box                                   | 1,500                               |
| GR010 Misc. Income - Other                           | 1,000                               |
| Total GR010 Misc. Income                             | 1,000                               |
| GR011 Year End Solicitation                          | 4,000                               |
| GR012 Business Friends-New                           | 6,500                               |
| GS09R Fundraising Income                             | 10,000                              |
| GS10R Museum Store Profit                            | 35,000                              |
| Total Income   | \$ 296,000                          |
| Expense  |                                     |
| GE001 Waltz Expenses                                 | 82,000                              |
| GE002 Salaries & Wages                               | 101,000                             |
| GE002A Employee benefits                             | 18,000                              |
| GE003 Artifacts                                      | 20,000                              |
| GE005 Depreciation GE006 Insurance                   | 6,000                               |
| GE007 Marketing                                      | 7,000                               |
| GE008 Training                                       | 500                                 |
| GE009 Newsletter                                     | 5,500                               |
| GE010 Communications                                 | 6,600                               |
| GE011 Audit Services                                 | 10,500                              |
| GE012 Community Relations                            | 700                                 |
| GE013 Member Events                                  | 5,000                               |
| GE014 Postage  | 3,000                               |
| GE015 Office Supplies<br>GE016 Contingency           | 2,000                               |
| GE017 Travel   | 500                                 |
| GE018 Coffee & Tea                                   | 1,500                               |
| GE020 Volunteer                                      | 100                                 |
| GE021 Fundraising                                    | 5,000                               |
| GE022 Exhibits Department                            | 400                                 |
| GE022A Exhibit Fabrication                           | 700                                 |
| GE023 Collections Department                         | 1,700                               |
| GE024 External Affairs Dept.                         | 800                                 |
| GE025 Public Program Depart                          | 1,600                               |
| GE026 Printing                                       | 600                                 |
| GE027 Admin. Department                              | 1,500                               |
| GE028 Press Clippings<br>GE029 Board Expense         | 500                                 |
| GE029 Board Expense<br>GE030 Staff Relations         | 100                                 |
| GE031 Annual Fees                                    | 100                                 |
| GE033 Bank Costs                                     | 3,000                               |
| GE034 Subscriptions                                  | 300                                 |
| GE035 Entry Fees                                     | 200                                 |
| GE036 Mileage  | 400                                 |
| GE037 Library Fund                                   | 200                                 |
|  | 1,000                               |
| GE039 Education Materials                            |                                     |
| GE041 Staff Memberships                              | 1,000                               |
|  | 1,000<br>3,000<br>\$ <b>293,400</b> |