	Description	*FY 2015 Actual*	*FY 2016 Actual*	*FY 2017 Budget*	*Closeout 3/31/17*	*FY 2017 Forecast*	*Fy2018 Budget*
EARNED REVENUES							
Membership		$ 558,466	$ 588,708	$ 605,085	$ 570,254	$ 595,000	$ 605,085
Contributed/Generated Income Workshops, Grants,		$ 521,501	$ 427,482	$ 398,101	$ 353,358	$ 446,778	$ 548,925
Marketing and Sales		$ 43,331	$ 45,159	$ 43,331	$ 45,864	$ 66,251	$ 71,930
Royalties		$ 42,098	$ 43,715	$ 42,098	$ 13,608	$ 40,507	$ 45,890
Visitors Count		$ 73,925	$ 63,821	$ 73,925	$ 47,515	$ 56,852	$ 99,450
Fundraising	Endowment	$ 516	$ 917	$ 516	$ -	$ -	$ -
	Annual Fund	$ -	$ 8,323	$ -	$ 19,157	$ 29,145	$ 40,000
	75 for 75 Campaign	$ 34,482	$ 40,628	$ 34,482	$ -	$ -	$ -
	Alderson Internship/In-Kind	$ 93	$ -	$ 93	$ -	$ -	$ -
	Small Museum	$ -	$ -	$ -	$ -	$ -	$ -
	OHMF Annual Fee	$ 5,000	$ -	$ 5,000	$ -	$ -	$ -
	Insurance settlement		$ -		$ -	$ -	$ -
	Kammen/Special Campaign	$ 5,500	$ 5,500	$ 5,500	$ 5,500	$ 5,500	$ 5,500
SHA		$ 91,500	$ 81,000	$ 91,500	$ 85,190	$ 77,000	$ 80,800
Programs	SHAM, Workshops, StEPs	$ 225,056	$ 138,419	$ 101,656	$ 136,524	$ 158,832	$ 205,355
Misc.				$ -		$ 12,691	
Annual Meeting		$ 303,225	$ 311,000	$ 359,910	$ 422,786	$ 422,786	$ 325,610
Endowment/Transfers (e.g., PS&L, Small Mus Schol)		$ 59,536	$ 83,974	$ 84,002		$ 67,121	$ 87,977
	Total Revenues	**$ 1,442,728**	**$ 1,411,164**	**$ 1,447,098**	**$ 1,346,398**	**$ 1,531,685**	**$ 1,567,597**
EXPENSES							
Human Resources		$ 550,144	$ 622,409	$ 614,835	$ 458,134	$ 629,768	$ 732,843
Salaries & Wages		$ 428,310	$ 503,346	$ 507,785	$ 371,179	$ 514,702	$ 585,137
FICA/SUI/WC		$ 29,673	$ 49,151	$ 38,642	$ 28,319	$ 38,833	$ 56,653
Benefit-Med/Den/STD/LTD		$ 61,867	$ 47,451	$ 51,990	$ 45,764	$ 57,429	$ 65,243
Retirement/Deferred Comp		$ 30,294	$ 22,461	$ 16,418	$ 12,872	$ 18,804	$ 25,810
Semi-Fixed Expenses		$ 119,013	$ 122,580	$ 100,682	$ 69,319	$ 89,391	$ 81,965
Building & Maintenance		$ 54,134	$ 52,456	$ 52,700	$ 36,120	$ 47,520	$ 43,500
Business Insurance		$ 18,969	$ 10,383	$ 11,750	$ 8,807	$ 11,307	$ 11,533
Technology Infrastructure		$ 40,588	$ 54,252	$ 30,232	$ 22,298	$ 28,470	$ 26,932
Utilities		$ 5,322	$ 5,489	$ 6,000	$ 2,094	$ 2,094	$ -
Departmental Expenses		$ 647,886	$ 610,564	$ 727,872	$ 626,952	$ 690,553	$ 700,041
Programs		$ 282,913	$ 332,078	$ 333,415	$ 260,248	$ 309,623	$ 368,967
Annual Meeting		$ 242,915	$ 208,792	$ 297,142	$ 310,055	$ 310,055	$ 243,860
General Office		$ 95,908	$ 69,369	$ 94,715	$ 55,586	$ 68,875	$ 81,026
Staff Development		$ 26,150	$ 325	$ 2,600	$ 1,063	$ 2,000	$ 6,188
	Total Revenue	**$ 1,442,728**	**$ 1,411,164**	**$ 1,447,098**	**$ 1,346,398**	**$ 1,531,685**	**$ 1,567,597**
	Total Expenses	**$ 1,317,043**	**$ 1,355,553**	**$ 1,443,389**	**$ 1,154,405**	**$ 1,409,712**	**$ 1,514,849**
	Net Surplus/(Deficit)	$ 125,685	$ 55,611	$ 3,709	$ 191,993	$ 121,973	$ 52,748