

|                                    | <i>Description</i>                | <i>FY 2014<br/>Actual</i> | <i>FY 2015<br/>Budget</i> | <i>FY 2016<br/>Budget</i> |  |
|------------------------------------|-----------------------------------|---------------------------|---------------------------|---------------------------|--|
| <b>REVENUES</b>                    |                                   |                           |                           |                           |  |
| <b>MEMBERSHIP</b>                  |                                   | \$ 578,353                | \$ 560,010                | \$ 595,000                |  |
| <b>MARKETING AND SALES</b>         |                                   | \$ 51,165                 | \$ 43,700                 | \$ 50,725                 |  |
| <b>ANNUAL MEETING</b>              |                                   | \$ 291,498                | \$ 361,912                | \$ 307,250                |  |
| <b>ROYALTIES</b>                   |                                   | \$ 33,735                 | \$ 32,863                 | \$ 33,950                 |  |
| <b>VISITORS COUNT</b>              |                                   | \$ 56,224                 | \$ 52,680                 | \$ 62,030                 |  |
| <b>FUNDRAISING</b>                 | Endowment                         | \$ -                      | \$ 1,016                  | \$ -                      |  |
|                                    | Annual Fund                       | \$ 23,324                 | \$ 2,289                  | \$ 12,000                 |  |
|                                    | 75 for 75 Campaign                | \$ -                      | \$ 45,810                 | \$ 40,000                 |  |
|                                    | Alderson Internship/In-Kind       | \$ -                      | \$ 160                    | \$ -                      |  |
|                                    | Small Museum                      | \$ 6,030                  |                           |                           |  |
|                                    | OHMF Annual Fee                   | \$ 6,750                  | \$ 4,000                  |                           |  |
|                                    | Insurance settlement              | \$ 509,500                |                           |                           |  |
|                                    | Kammen/Special Campaign           | \$ 400                    | \$ 5,500                  | \$ 5,500                  |  |
| <b>SHA</b>                         |                                   | \$ 93,500                 | \$ 96,500                 | \$ 86,500                 |  |
| <b>PROGRAMS</b>                    | SHAM, Workshops, StEPs            | \$ 87,857                 | \$ 108,835                | \$ 120,594                |  |
| <b>MISC</b>                        |                                   | \$ 254,139                | \$ 7,462                  | \$ 10,263                 |  |
|                                    | <b>SUBTOTAL</b>                   | <b>\$ 1,992,475</b>       | <b>\$ 1,322,737</b>       | <b>\$ 1,323,812</b>       |  |
| Release of FY 2016 Assets          |                                   | \$ 69,020                 | \$ 59,536                 | \$ 56,483                 |  |
|                                    | <b>Total Accrual Revenues</b>     | <b>\$ 2,061,495</b>       | <b>\$ 1,382,273</b>       | <b>\$ 1,380,295</b>       |  |
| <b>EXPENDITURES</b>                |                                   |                           |                           |                           |  |
| <b>Leadership &amp; Governance</b> |                                   | \$ 14,005                 | \$ 43,602                 | \$ 17,750                 |  |
| <b>General Operating</b>           |                                   | \$ 854,570                | \$ 752,188                | \$ 823,999                |  |
| <b>Fraud--Legal Fees</b>           |                                   | \$ 62,155                 | \$ (4,575)                | \$ -                      |  |
| <b>Awards</b>                      |                                   | \$ 10,354                 | \$ 4,509                  | \$ 10,850                 |  |
| <b>Annual Meeting</b>              |                                   | \$ 173,565                | \$ 242,915                | \$ 201,703                |  |
| <b>Fundraising-Unrestricted</b>    |                                   | \$ 5,443                  | \$ 12,496                 | \$ 11,350                 |  |
| <b>CEO Forum</b>                   |                                   | \$ 2,700                  | \$ 2,501                  | \$ -                      |  |
| <b>SHAM</b>                        |                                   | \$ 3,061                  | \$ 3,229                  | \$ 5,400                  |  |
| <b>Visitors Count</b>              |                                   | \$ 50,993                 | \$ 42,168                 | \$ 45,292                 |  |
| <b>OHMF</b>                        |                                   | \$ 290                    | \$ 2,320                  | \$ -                      |  |
| <b>PS&amp;L</b>                    |                                   | \$ 8,226                  | \$ 1,000                  | \$ 1,200                  |  |
| <b>Advocacy</b>                    |                                   | \$ 3,735                  | \$ 1,900                  | \$ -                      |  |
| <b>StEPS Program</b>               |                                   | \$ 4,170                  | \$ 4,145                  | \$ 7,862                  |  |
| <b>ExCEL Grant</b>                 |                                   | \$ 91,340                 | \$ -                      | \$ -                      |  |
| <b>Field Service Alliance</b>      |                                   | \$ 875                    | \$ 1,400                  | \$ 1,400                  |  |
| <b>Workshop Series</b>             |                                   | \$ 22,942                 | \$ 36,450                 | \$ 43,000                 |  |
| <b>SHA</b>                         |                                   | \$ 101,478                | \$ 92,835                 | \$ 83,800                 |  |
| <b>Online Workshops</b>            |                                   | \$ 7,800                  | \$ 14,950                 | \$ 15,295                 |  |
| <b>Membership Acquisitions</b>     |                                   | \$ 7,623                  | \$ 10,780                 | \$ 10,360                 |  |
| <b>Membership General</b>          |                                   | \$ 3,701                  | \$ 12,175                 | \$ 9,600                  |  |
| <b>Marketing</b>                   |                                   | \$ 19,893                 | \$ 20,404                 | \$ 20,250                 |  |
| <b>History News</b>                |                                   | \$ 58,306                 | \$ 68,100                 | \$ 63,383                 |  |
| <b>Dispatch</b>                    |                                   | \$ 960                    | \$ 2,500                  | \$ 1,200                  |  |
| <b>Awards</b>                      |                                   | \$ 3,500                  | \$ 3,500                  | \$ 3,500                  |  |
|                                    | <b>Total Accrual Expenditures</b> | <b>\$ 1,511,685</b>       | <b>\$ 1,371,492</b>       | <b>\$ 1,377,194</b>       |  |
|                                    | <b>Net</b>                        | <b>\$ 549,810</b>         | <b>\$ 10,781</b>          | <b>\$ 3,101</b>           |  |