

**Arthritis Foundation, Inc.**

**Fiscal Year, 2017**

**One Entity Budget**  
 ($000) in thousands

2017 Board –Approved Budget

INCOME

Direct Response Marketing Contributions $ 9,620

Corporate Contributions $12,804

Foundations $ 2,224

Personal Contributions $ 3,517

Other Direct Contributions $ 590

Special Events – adjusted gross $21,463

Bequests/Planned Giving $13,500

Indirect Public Support $ 1,003

Government Grants $ 150

Investment and Royalty Income $ 3,881

Sales and Services Fees $ 3,246

Advertising Income $ 6,100

All Other Income $ 200

**Total Operating Revenue $78,297**

EXPENSES

Research $10,000

Salaries, Payroll Taxes & Benefits $36,463

Professional Fees $ 7,239

Arthritis Today Commissions & Fulfillment $ 865

Supplies $ 475

Printing, Publications, Artwork $ 2,763

Direct Marketing Expense $ 8,250

Postage, Shipping, & Delivery $ 2,683

Telephone $ 730

Occupancy $ 3,555

Staff & Volunteer Travel $ 2,272

Meetings and Conferences $ 2,755

Equipment Lease & Maintenance $ 1,090

Advertising $ 193

Depreciation & Amortization $ 1,160

All Other Expenses $ 3,650

**Total Operating Expenses** **$84,142**

**NET INCOME (LOSS) $(5,845)**