

TOTAL AF		2018 Budget
<b>REVENUE</b>		
Direct Response Marketing		9,923,121
Commerce & industry/corporations		12,800,245
Personal Contributions (Annual & MG)		4,346,386
Foundations		2,588,118
Other Direct Contributions		614,353
<b>Total Contributions</b>		<b>30,272,223</b>
Special events - Gross		27,053,748
Less direct donor benefit costs		5,113,159
Special events - adjusted gross		21,940,589
<b>Total direct income w/o bequest</b>		<b>52,212,812</b>
<b>Total indirect income</b>		<b>1,002,202</b>
<b>Total campaign income</b>		<b>53,215,014</b>
Contributed goods and services		0
Government grants		151,864
Investment and royalty income		3,881,193
Sales and service fees		2,447,189
Advertising		5,951,695
All Other Income		395,079
<b>Total Operating Income w/o Bequests</b>		<b>66,042,033</b>
Bequest/planned gifts		13,502,601
<b>Total revenues, gains and public support</b>		<b>79,544,634</b>
<b>EXPENSES</b>		
Compensation (Salaries, Taxes & Benefits)		35,504,268
Professional Fees		8,125,475
Advertising Commissions & Fulfillment		765,952
Supplies		402,870
Printing, publications, and artwork		2,167,562
Direct Response Marketing		7,779,662
Postage, shipping, and delivery		2,595,977
Telephone		852,733
Occupancy		3,314,133
Staff & Volunteer Travel		2,131,883
Meetings and conferences		2,539,160
Equipment lease and maintenance		1,125,000
Advertising		437,848
Depreciation and amortization		1,108,842
All Other Expenses		3,451,456
<b>Total operating expenses</b>		<b>72,302,822</b>
Research		10,000,000
<b>Total Operating Expenses</b>		<b>82,302,822</b>
<b>Net operating income</b>		<b>(2,758,188)</b>
<b>Net non-operating income</b>		<b>0</b>
<b>Total Income over/(under) Expense</b>		<b>(2,758,188)</b>

TOTAL AF	2018 Budget
<b>REVENUE</b>	
Personal major gifts	3,476,011
Personal annual gifts	870,375
Commerce & industry/corporations	12,800,245
Foundations	2,588,118
Memorials	259,076
Clubs & organizations	343,731
Other gifts	0
Direct Response Marketing	9,923,121
Donated vehicles	11,547
Special events - Gross	27,053,748
Less direct donor benefit costs	5,113,159
<b>Special events - adjusted gross</b>	<b>21,940,589</b>
<b>Total direct income</b>	<b>52,212,812</b>
Federated campaigns	582,087
United Way	420,115
<b>Total indirect income</b>	<b>1,002,202</b>
<b>Total campaign income</b>	<b>53,215,014</b>
Contributed goods and services	0
Bequest/planned gifts	13,502,601
<b>Total public support</b>	<b>66,717,616</b>
Government grants	151,864
Investment and royalty income	3,881,193
Sales and service fees	2,447,189
Thrift shop	(0)
Advertising	5,951,695
Miscellaneous revenue and (losses)	395,079
<b>Total other revenue</b>	<b>12,827,018</b>
Net assets released from restrictions	
<b>Total revenues, gains and public support</b>	<b>79,544,634</b>
<b>EXPENSES</b>	
Peer reviewed research awards	9,398,500
Other awards and grants	601,500
Salaries	28,425,036
Payroll taxes	2,292,698
Employee benefits	4,786,534
Data processing and accounting services	2,013,943
Professional fees and contracted services	6,111,282
Professional services - contributed	250
Advertising Commissions	278,685
Arthritis Today Fulfillment	487,267
Supplies	402,870
Supplies and materials - contributed	0
Printing, publications, and artwork	1,976,513
Materials expenses (incl purchases from natl)	191,049
Marketing direct cost	7,779,662
Postage, shipping, and delivery	2,595,977
Telephone	852,733
Occupancy	3,314,133
Taxes and licenses	27,245
Insurance	634,954
Staff travel	1,393,340
Volunteer travel	738,543
Meetings and conferences	2,539,160
Equipment lease and maintenance	1,125,000
Dues & subscriptions	203,039
Specific assistance to individuals	42,358
Advertising	437,848
Interest expenses	1,201
Miscellaneous	1,416,840
Bank charges and fees	277,553
Merchant (credit card) fees	422,350
Investment Fees	273,571
Online-fundraising merchant fees (not flat rate fees)	2,344
Other - contributed	0
Depreciation and amortization	1,108,842
Uncollectible receivables	150,000
<b>Total operating expenses</b>	<b>82,302,822</b>
<b>Total operating expenses and share</b>	<b>82,302,822</b>
<b>Net operating income</b>	<b>(2,758,188)</b>
<b>Non-operating activities</b>	
<b>Net non-operating income</b>	<b>0</b>
<b>Total Income over/(under) Expense</b>	<b>(2,758,188)</b>