

Arthritis Foundation

<u>ANNUAL</u>	
2019	
Budget	
Operating Income	
Direct Response Marketing Contributions	9,795,625
Corporate contributions	11,972,911
Personal contributions	3,132,336
Foundations	2,415,003
Other direct contributions	619,671
Total contributions	27,935,546
Special events - gross income	24,526,821
Less direct donor benefit costs	4,660,097
Special events - adjusted gross	19,866,724
Total direct public support w/o bequests	47,802,270
Federated campaigns	582,090
United Way	420,114
Total indirect public support	1,002,204
Government grants	153,539
Investment and royalty Income	3,881,193
Sales and services fees	3,342,188
Advertising income	5,403,695
All other income	395,079
Total Operating income w/o bequests	61,980,168
Bequests/planned giving revenue	15,500,000
Total Revenue	77,480,168
Operating Expenses	
Salaries, Payroll taxes & Benefits	37,734,814
Professional fees	7,240,229
Arthritis Today Commissions & Fulfilment	549,618
Supplies	415,465
Printing, publications, and artwork	2,466,240
Direct Response Marketing expenses	7,699,383
Postage, shipping, and delivery	2,471,982
Telephone	758,460
Occupancy	2,780,189
Staff & Volunteer Travel	2,450,040
Meeting and Conferences	2,661,172
Equipment lease and maintenance	984,744
Advertising	416,773
Depreciation and amortization	1,189,588
All other expenses	3,374,881
Total Operating expenses	73,193,578
Science awards and grants	11,901,357
Total Expenses	85,094,935