

## Organizational Financial Summary Section B Explanations and Tips

Round amounts in Section B to the nearest \$100

Start with the most recently completed fiscal year

### B. Operating Budget Income Actuals by Source Summary

		Year 2018	2017	2016	2015
<b>Earned Income</b>					
Source	Program Income	\$ 11,250,000	\$ 12,500,500	\$ 14,500,000	\$ 15,250,000
Source	Grants	\$ 25,850,000	\$ 18,750,000	\$ 19,250,000	\$ 19,500,500
Source	Contracts	\$ 300,000	\$ 700,500	\$ 625,000	\$ 1,275,500
All other sources combined		\$ 450,000	\$ 225,000	\$ 250,000	\$ 215,000
Total of all Earned Income		\$ 37,850,000	\$ 32,176,000	\$ 34,625,000	\$ 36,241,000
<b>Contributed Income</b>					
Source	Foundations	\$ 12,000,500	\$ 340,000	\$ 325,000	\$ 750,000
Source	Individuals	\$ 6,750,000	\$ 1,950,050	\$ 2,250,000	\$ 4,550,000
Source	Membership Dues	\$ 5,150,000	\$ 9,375,000	\$ 9,650,500	\$ 9,500,500
All other sources combined		\$ 3,300,500	\$ 4,550,000	\$ 2,550,500	\$ 3,050,050
Total of all Contributed Income		\$ 27,201,000	\$ 16,215,050	\$ 14,776,000	\$ 17,850,550
<b>Total Operating Budget Actuals Income</b>		<b>\$ 65,051,000</b>	<b>\$ 48,391,050</b>	<b>\$ 49,401,000</b>	<b>\$ 54,091,550</b>

Largest source first, then second, then third largest

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### INSTRUCTIONS AND TIPS

- Consider allowing financial staff or those familiar with your books to complete this section.
- Use budget actuals and provide numbers for as many of the past four years as may be available.
- Feel free to round numbers to the nearest \$100.
- Maintain the order of income sources in Years 2-4, even if the largest source is different than Year 1, the base year. In this case, Contracts was a larger source of Earned Income in 2017 than in 2018, and Foundations was a larger source of Contributed Income in 2018 than in 2017.