

Organizational Financial Summary Section B Explanations and Tips

Round amounts in 4B
to the nearest 100

Start with the most recently
completed fiscal year

B. Operating Budget Income by Source Summary

Largest
source first,
then second
largest

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source first,
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Year		2016	2015	2014	2013
Earned Income					
Source	Admission	\$ 207,200	\$ 190,100	\$ 203,900	\$ 196,800
Source	Merchandise Sales	\$ 172,300	\$ 226,100	\$ 170,400	\$ 159,800
All other sources combined		\$ 82,300	\$ 104,100	\$ 110,600	\$ 76,400
Total of all Earned Income		\$ 461,800	\$ 520,300	\$ 484,900	\$ 433,000
Contributed Income					
Source	Individuals	\$ 109,300	\$ 261,000	\$ 114,600	\$ 189,100
Source	Foundations	\$ 64,200	\$ 71,100	\$ 146,900	\$ 64,500
All other sources combined		\$ 32,500	\$ 67,100	\$ 58,900	\$ 26,200
Total of all Contributed Income		\$ 206,000	\$ 399,200	\$ 320,400	\$ 279,800
Total Operating Budget Income		\$ 667,800	\$ 919,500	\$ 805,300	\$ 712,800

INSTRUCTIONS AND TIPS

- Consider allowing financial staff or those familiar with your books complete this section.
- Please 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, Merchandise Sales was a larger source of earned income in 2009 than it was in 2010, and Foundation giving was a larger source of contributed income in 2008 than 2010.