



SECTION 4B 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

Earned Income

		Year	2010	2009	2008	2007
Source	Admissions		\$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

Largest source first, then second largest

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
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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.

