

## 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

Largest  
source first,  
then second  
largest

|                                      |                   | Year | 2016              | 2015              | 2014              | 2013              |
|--------------------------------------|-------------------|------|-------------------|-------------------|-------------------|-------------------|
| <b>Earned Income</b>                 |                   |      |                   |                   |                   |                   |
| 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        |
| <b>Contributed Income</b>            |                   |      |                   |                   |                   |                   |
| 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        |
| <b>Total Operating Budget Income</b> |                   |      | <b>\$ 667,800</b> | <b>\$ 919,500</b> | <b>\$ 805,300</b> | <b>\$ 712,800</b> |

### 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.