

CATEGORY	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017 (2nd Qtr)	2017 BUDGET
Donations	\$ 22,292.53	\$ 25,277.35	\$ 24,391.55	\$ 84,812.07	\$ 49,274.60	\$ 3,644.78	\$ 22,886.67	\$ 31,142.51	\$ 28,177.69	\$ 36,163.19	\$ 11,061.67	\$ 60,000.00
Major/Special Donations						\$ 199,194.99						
Heritage Circle Memberships (Gross)	\$ 64,429.85	\$ 54,816.00	\$ 60,719.00	\$ 58,846.90	\$ 57,023.75	\$ 56,501.88	\$ 61,901.01	\$ 73,017.76	\$ 77,188.00	\$ 80,788.47	\$ 33,103.00	\$ 95,000.00
Memberships PAY TO State	\$ (14,770.00)	\$ (15,110.00)	\$ (4,995.00)				\$ (58,635.00)	\$ (29,680.00)	\$ (9,980.00)	\$ (3,570.00)	\$ (1,835.00)	\$ (22,000.00)
Memberships WITHHELD BY State									\$ (6,635.00)	\$ (14,285.00)	\$ (5,385.00)	
Smithsonian Membership Withheld									\$ (1,704.00)	\$ (3,972.00)	\$ (1,620.00)	\$ (5,000.00)
Heritage Circle Memberships (Net)	\$ 49,659.85	\$ 39,706.00	\$ 55,724.00	\$ 58,846.90	\$ 57,023.75	\$ 56,501.88	\$ 3,266.01	\$ 43,337.76	\$ 58,869.00	\$ 58,961.47	\$ 24,263.00	
Gift Membeships		\$ 55.00	\$ 55.00									
Special Event Ticket Sales			\$ 9,379.00	\$ 10,197.00	\$ 600.00	\$ 2,145.00			\$ 200.00	\$ 1,930.00	\$ 5,666.00	
Special Event Donations			\$ 7,253.00	\$ 2,965.00	\$ 2,633.52	\$ 5,880.00	\$ 7,186.00	\$ 6,132.41	\$ 900.00	\$ 2,057.53	\$ 690.00	\$ 31,000.00
Special Event Sales				\$ 34,098.42	\$ 1,800.00	\$ 7,900.00		\$ 193.86				
Buyers Premium				\$ 2,778.37								
Meeting Registrations								\$ 100.00	\$ 65.00			
Heritage Store Revenue	\$ 55,000.00											
Memorials	\$ 16,161.23	\$ 2,471.77	\$ 4,005.01	\$ 5,757.78	\$ 4,088.30	\$ 4,023.91	\$ 7,489.50	\$ 2,748.00	\$ 7,143.34	\$ 11,083.33	\$ 1,405.00	\$ 5,000.00
Tributes	\$ 550.00	\$ 1,583.75	\$ 1,135.00	\$ 270.00	\$ 415.00	\$ 440.00	\$ 100.00	\$ 625.00	\$ 300.00			\$ 400.00
Contracts				\$ 100.00								
Donated Art, Goods, Etc.										\$ 80.00		
Sponsorship Income					\$ 5,000.00	\$ 2,250.00	\$ 3,800.00	\$ 2,100.00	\$ 4,950.00	\$ 3,400.00	\$ 4,000.00	
License Plate Decals	\$ 50.00	\$ 10.00	\$ 30.00	\$ 20.00	\$ 10.00	\$ 40.00	\$ 40.00	\$ 30.00		\$ 630.00	\$ 30.00	
Miscellaneous Income	\$ 150.00	\$ 2,690.00	\$ 53.00	\$ 830.00	\$ 443.13	\$ 335.00	\$ 95.99	\$ 481.79	\$ 354.90			\$ 500.00
Program Services Reimbursement					\$ 3,192.07	\$ 250.00						
Heritage Store Reimbursement	\$ 14,473.86	\$ 15,000.00	\$ 15,000.00	\$ 20,000.00	\$ 20,000.00	\$ 15,000.00	\$ 20,000.00	\$ 20,000.00	\$ 32,000.00	\$ 30,000.00	\$ 10,000.00	\$ 20,000.00
Investment Fee - Income										\$ 4,904.02	\$ 1,376.55	
Administration fee - Income							\$ 7,940.00	\$ 7,210.00	\$ 6,540.00	\$ 24,059.37		\$ 29,000.00
Fiscal Agent Fees - Income						\$ 4,781.18	\$ 19,130.36	\$ 6,039.63	\$ 12,428.25	\$ 9,359.60	\$ 2,273.55	\$ 36,125.00
SD Community Foundation Grants			\$ 20,000.00				\$ 30,506.88	\$ 26,111.11	\$ 7,428.28	\$ 7,545.05		
Grants Income								\$ 50.00				
Endowment Distribution	\$ 1,476.78	\$ 1,561.04	\$ 1,472.32	\$ 2,821.84		\$ 5,000.00	\$ 58,590.00	\$ 16,000.00				\$ 7,500.00
Book Sales									\$ 293.94	\$ 390.00	\$ 192.00	
Program Services Fee											\$ 475.31	
Suitcase Education Kits							\$ 468.00					
Interest Income	\$ 3,785.03	\$ 2,064.85	\$ 323.75	\$ 498.97	\$ 313.16	\$ 1,773.29	\$ 2,196.31	\$ 283.39	\$ (209.94)	\$ (391.80)	\$ 50.11	\$ 100.00
In-Kind Contributions						\$ 20,775.00						
Market Valuation Adjustments		\$ (10,295.01)	\$ (1,049.28)	\$ 1,669.92	\$ 473.71	\$ 6,653.06	\$ 5,112.36	\$ 610.03	\$ 220.59	\$ (283.94)		\$ 1,000.00
Dividends & Interest						\$ 1,638.01						
Cookbook Sales					\$ 1,970.00	\$ 1,450.00	\$ 1,944.00	\$ 1,519.20	\$ 2,076.36	\$ 1,176.00		\$ (100.00)
Shipping & Handling				\$ 1,084.97	\$ 105.80	\$ 31.16					\$ 7.50	
Sales - Jon Crane Print				\$ 26,525.00	\$ 3,750.00	\$ 1,700.00	\$ 1,050.00	\$ 210.00	\$ 90.00	\$ 592.50	\$ 690.00	
Sales - Angela Marie Print				\$ 3,787.50	\$ 387.50			\$ 135.00			\$ 120.00	\$ 500.00
Sales - Kathy Sigle Print				\$ 425.00	\$ 487.50		\$ 37.50	\$ 242.50	\$ 165.00		\$ 135.00	
Miscellaneous Revenue								\$ 4.00	\$ 50.50			
TOTAL INCOME BY YEAR	\$ 163,599.28	\$ 80,124.75	\$ 137,772.35	\$ 257,488.74	\$ 151,968.04	\$ 341,157.26	\$ 192,089.58	\$ 165,306.19	\$ 162,042.91	\$ 191,656.32	\$ 62,435.69	Revenue Budget \$ 259,025.00

CATEGORY	EXPENSES											
Accounting Fees	\$ 2,788.40	\$ 2,815.02	\$ 2,925.60	\$ 3,238.30	\$ 3,519.20	\$ 3,768.30	\$ 3,879.60	\$ 9,566.50	\$ 5,464.30	\$ 8,643.80		\$ 6,000.00
Administration Expense	\$ (5,870.00)	\$ (6,100.59)	\$ (6,590.00)	\$ (7,080.00)	\$ (6,970.00)	\$ (7,340.14)		\$ 510.00	\$ (1,105.74)	\$ (407.99)		
Advertising Expense	\$ 10,470.50	\$ 2,971.64			\$ 107.64	\$ 8,854.11	\$ 211.50	\$ 177.40	\$ 151.12	\$ 1,564.54	\$ 475.31	\$ 500.00
Dues & Subscription Expense	\$ 684.00	\$ 395.00	\$ 550.00	\$ 534.94	\$ 746.44	\$ 200.00	\$ 300.00	\$ 350.53	\$ 786.26	\$ 694.32	\$ 1,152.20	\$ 1,100.00
Awards Expense									\$ 116.07		\$ 182.91	
Insurance Expense				\$ 505.00	\$ 505.00	\$ 1,084.29	\$ 500.00	\$ 500.00	\$ 505.00	\$ 1,482.86	\$ 1,061.53	\$ 1,800.00
Insurance - Workers Comp	\$ 539.06	\$ 704.98	\$ 329.85	\$ 541.00	\$ 588.87	\$ 849.67	\$ 591.07	\$ 798.30	\$ 448.50	\$ (118.58)	\$ 231.43	\$ 900.00
Bank Fees & CC Processing	\$ 623.53	\$ 958.15	\$ 780.13	\$ 1,420.06	\$ 1,374.27	\$ (3,678.98)	\$ 1,110.02	\$ 1,103.31	\$ 743.78	\$ 1,275.90	\$ 397.64	\$ 1,000.00
Miscellaneous Expense	\$ 148.79	\$ 47.45	\$ 162.08	\$ 2,656.94	\$ 2,962.02	\$ 67.75	\$ 1,408.42	\$ 1,066.65	\$ 1,809.89	\$ 743.90		\$ 4,000.00
Books/Referance Materials Expense	\$ 57.00											
Cash Over/Short				\$ 5.70	\$ 0.02		\$ (0.03)					
Charitable Donations	\$ 500.02								\$ 61.16			
Contract Service Expense			\$ 7,300.20		\$ 245.00	\$ 734.67				\$ 3,987.11		
Database - Membership & Donor								\$ 1,295.00	\$ 1,334.00	\$ 1,834.00	\$ 1,334.00	
Depreciation Expense							\$ 829.58	\$ 1,509.22	\$ 956.14			
Donor Recognition Expense	\$ 822.00	\$ 583.27	\$ 960.33	\$ 1,269.60	\$ 1,064.56	\$ 591.91	\$ 1,137.52	\$ 1,725.25	\$ 1,715.79	\$ 307.75		\$ 1,000.00
Payroll/Salary Expense	\$ 113,720.01	\$ 101,083.79	\$ 125,274.06	\$ 135,796.75	\$ 133,735.65	\$ 137,384.98	\$ 142,608.74	\$ 131,841.28	\$ 138,015.24	\$ 153,347.03	\$ 90,354.01	\$ 178,500.00
Payroll Taxes Expense	\$ 8,687.60	\$ 7,732.92	\$ 9,583.48	\$ 10,388.44	\$ 10,230.81	\$ 10,509.98	\$ 10,909.57	\$ 10,085.84	\$ 10,558.18	\$ 11,731.04	\$ 6,912.08	\$ 16,600.00
Unemployment Insurance			\$ 353.60	\$ 1,173.59	\$ 612.06	\$ 517.60	\$ 388.76	\$ 402.16	\$ 304.89	\$ 500.86	\$ 350.24	\$ 600.00
Emp Benefits - Retirement	\$ 5,379.33	\$ 5,078.22	\$ 3,772.49	\$ 5,156.58	\$ 5,233.94	\$ 5,221.05	\$ 6,360.09	\$ 3,359.22	\$ 3,749.98	\$ (551.89)	\$ 2,767.53	\$ 7,500.00
Fundraising Expense		\$ 41.40					\$ 270.40	\$ 794.52	\$ 2,416.12		\$ 1,286.19	
Furniture Expense	\$ 5,947.09							\$ (6,693.00)				
Interest Expense									\$ 60.54			
Legal & Professional Expense							\$ 500.00	\$ 8,184.47	\$ 400.00		\$ 188.40	\$ 1,500.00
Licenses Expense	\$ 15.00	\$ 10.00						\$ 20.00	\$ 619.00			
Meeting/Conferece/Event Expense (Other)		\$ 1,855.78	\$ 385.33	\$ 474.08	\$ 705.90	\$ 2,190.35	\$ 2,966.89	\$ 1,598.73	\$ 469.34	\$ 45.82	\$ 384.43	
Reception Expense	\$ 2,744.75	\$ 1,206.46	\$ 2,025.22	\$ 1,083.73	\$ 684.62	\$ 5,632.62	\$ 1,423.81	\$ 1,129.89	\$ 1,396.26	\$ 1,629.18	\$ 5,213.57	\$ 3,000.00
Board Meeting Expense	\$ 262.09	\$ 344.81	\$ 280.08	\$ 166.37	\$ 588.73	\$ 1,081.05	\$ 521.52	\$ 239.96	\$ 215.38	\$ 65.40		
Special Event Expense (Other)	\$ 500.61		\$ 12,087.34	\$ 2,410.23	\$ 1,924.36	\$ 8,619.88	\$ 6,365.44	\$ 2,634.44	\$ 1,239.47	\$ 3,077.31	\$ 100.00	\$ 5,000.00
Capitol Centennial Event Expense				\$ 8,210.54	\$ 869.09							
Centennial Art Show Expense				\$ 38,380.07	\$ (2,100.00)							
Office Expense	\$ 1,240.27	\$ 1,942.85	\$ 2,537.44	\$ 2,002.75	\$ 2,804.75	\$ 3,266.99	\$ 3,853.08	\$ 3,198.39	\$ 3,639.15	\$ 4,244.91	\$ 1,629.40	\$ 4,000.00
Postage & Shipping Expense	\$ 78.00	\$ 125.00		\$ 1,658.31			\$ 46.63	\$ 62.24	\$ 279.19	\$ 627.56	\$ 109.64	\$ 1,000.00
Printing & Publication Expense			\$ 199.51							\$ 299.44	\$ 215.72	
Professional Speaker Expense		\$ 55.40					\$ 2,272.40	\$ 55.00	\$ 57.00			
Program Service Expense				\$ 56.20	\$ 184.94	\$ 222.84	\$ 40.00					
Repair & Maintenance Expense		\$ 150.41										
Sponsorship Fees	\$ 670.00	\$ 265.00	\$ 85.00	\$ 380.00	\$ 250.00	\$ 425.00	\$ 50.00					
Supplies & Equipment Expense	\$ 142.87	\$ 532.85	\$ 110.80	\$ 251.17	\$ 209.95	\$ 105.00	\$ 504.64	\$ 686.74	\$ 694.26	\$ 47.50	\$ 90.64	\$ 1,000.00
Telephone Expense							\$ 2,317.97	\$ 1,877.62	\$ 1,869.81	\$ 1,788.22	\$ 905.30	\$ 2,500.00
Training Expense	\$ 119.00	\$ 625.00	\$ 180.00	\$ 40.00	\$ 300.00	\$ 225.00	\$ 35.34	\$ 539.15	\$ 1,400.00	\$ 516.99	\$ 800.00	\$ 1,500.00
Travel Expense	\$ 1,267.16	\$ 2,372.58	\$ 631.86	\$ 804.87	\$ 158.31	\$ 4,487.72	\$ 9,714.82	\$ 5,057.06	\$ 6,659.25	\$ 6,459.62	\$ 3,850.15	\$ 15,000.00
Website/Internet Expense					\$ 2.00			\$ 679.00	\$ 925.28	\$ 1,675.46	\$ 812.00	
Trustee Fees						\$ 6,122.86						
Accrued Leave Expense								\$ 5,312.87				
In-Kind Rent Expense							\$ 18,100.00					
In-Kind Administrative Expense							\$ 2,675.00					
TOTAL EXPENSE BY YEAR	\$ 151,537.08	\$ 125,797.39	\$ 163,924.40	\$ 211,469.02	\$ 160,409.39	\$ 211,881.60	\$ 201,300.62	\$ 189,707.74	\$ 187,894.07	\$ 205,572.60	\$ 121,244.25	\$ 254,000.00

Expense Budget	254,000.00
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