| INCOME |  |  | \% Total |
| :---: | :---: | :---: | :---: |
| Donations | \$31,000.00 |  | 0.65\% |
| Fees and Services | \$64,000.00 |  | 2.27\% |
| Grants and State Aid | \$182,045.00 |  | 3.79\% |
| Miscellaneous Income | \$337,400.00 |  | 0.12\% |
| Taxes | \$4,575,000.00 |  | 93.17\% |
| Total Income | \$5,189,445.00 |  |  |
| EXPENDITURES |  |  |  |
| Capital Expenditures |  | \$331,400.00 | 3.05\% |
| Collection Expenditures |  |  |  |
| Audiovisual Materials | \$210,000.00 |  | 4.16\% |
| Miscellaneous Collection Expenditures | \$150,000.00 |  | 3.12\% |
| Print Materials | \$370,000.00 |  | 7.50\% |
| Total Collection Expenditures |  | \$730,000.00 | 14.79\% |
| Operating Expenditures |  |  |  |
| Association Dues | \$6,480.00 |  | 0.10\% |
| Board Activities | \$5,125.00 |  | 0.10\% |
| Contracted Computer Services | \$65,250.00 |  | 1.32\% |
| Contracted Professional Services | \$112,060.00 |  | 1.76\% |
| Facilities Maintenance | \$50,000.00 |  | 1.04\% |
| Facilities Service Contracts | \$34,660.00 |  | 0.69\% |
| Grounds Maintenance | \$31,275.00 |  | 0.60\% |
| Miscellaneous Expenditures | \$75,095.00 |  | 1.09\% |
| Lease/Mortgage Payments | \$297,000.00 |  | 6.18\% |
| Office Management | \$45,500.00 |  | 0.94\% |
| Programming | \$150,000.00 |  | 2.71\% |
| Public Relations | \$99,700.00 |  | 1.98\% |
| Staff Development | \$33,600.00 |  | 0.66\% |
| Travel | \$27,000.00 |  | 0.44\% |
| Utilities | \$155,400.00 |  | 3.16\% |
| Vehicles | \$3,600.00 |  | 0.09\% |
| Total Operating Expenditures |  | \$1,191,745.00 | 22.86\% |
| Personnel Expenditures |  |  |  |
| Benefits | \$526,300.00 |  | 10.28\% |
| Miscellaneous Personnel Expenditures | \$189,500.00 |  | 3.94\% |
| Salaries | \$2,220,500.00 |  | 45.08\% |
| Total Personnel Expenditures |  | \$2,936,300.00 | 59.30\% |
| Total Expenditures |  | \$5,189,445.00 |  |

2015-2016

2016-2017
$\$ 31,000.00$
$\$ 45,000.00$
$\$ 197,045.00$
$\$ 276,000.00$
$\$ 4,745,000.00$

|  | \% Total | \% Change |
| :---: | :---: | :---: |
|  | 0.59\% | 0.00\% |
|  | 0.85\% | -29.69\% |
|  | 3.72\% | 8.24\% |
|  | 5.21\% | -18.20\% |
|  | 89.63\% | 3.72\% |
| \$5,294,045.00 |  | 2.02\% |
| \$267,880.00 | 5.06\% | -19.17\% |
|  | 4.72\% | 19.05\% |
|  | 3.21\% | 13.33\% |
|  | 6.61\% | -5.41\% |
| \$770,000.00 | 14.54\% | 5.48\% |
|  | 0.12\% | 0.00\% |
|  | 0.14\% | 0.00\% |
|  | 1.31\% | 6.13\% |
|  | 1.74\% | -17.76\% |
|  | 1.02\% | 8.00\% |
|  | 0.74\% | 12.69\% |
|  | 0.60\% | 0.72\% |
|  | 0.99\% | -29.90\% |
|  | 5.61\% | 0.00\% |
|  | 0.97\% | 13.19\% |
|  | 3.59\% | 26.67\% |
|  | 2.21\% | 17.35\% |
|  | 0.75\% | 18.60\% |
|  | 0.42\% | -18.52\% |
|  | 2.92\% | -0.51\% |
|  | 0.10\% | 50.00\% |
| \$1,230,065.00 | 23.23\% | 3.22\% |
|  | 10.25\% | 3.10\% |
|  | 3.71\% | 3.69\% |
|  | 43.20\% | 2.99\% |
| \$3,026,100.00 | 57.16\% | 3.06\% |
| \$5,294,045.00 |  | 2.02\% |

