## Overfalls Foundation
### Revenue and Expenditures
#### January through December 31, 2017

<table>
<thead>
<tr>
<th>Receipts</th>
<th>Month to Date</th>
<th>Year to Date</th>
<th>Last Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual donations</td>
<td>6,671.09</td>
<td>6,671.09</td>
<td>863.00</td>
</tr>
<tr>
<td>Annual Giving</td>
<td>11,913.08</td>
<td>20,426.56</td>
<td>8,400.50</td>
</tr>
<tr>
<td>End of Year Appeal</td>
<td>0.00</td>
<td>25.00</td>
<td>175.00</td>
</tr>
<tr>
<td>Corporate Donations</td>
<td>0.00</td>
<td>794.32</td>
<td>913.50</td>
</tr>
<tr>
<td>George Elliott Bequest</td>
<td>0.00</td>
<td>0.00</td>
<td>82,378.00</td>
</tr>
<tr>
<td>Longwood Foundation</td>
<td>0.00</td>
<td>50,200.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Stock Donation</td>
<td>0.00</td>
<td>0.00</td>
<td>351.27</td>
</tr>
<tr>
<td>Rivets, Portholes and Naming Op</td>
<td>0.00</td>
<td>250.00</td>
<td>2,000.00</td>
</tr>
<tr>
<td>Memorial Remembrance</td>
<td>(150.00)</td>
<td>135.00</td>
<td>4,113.94</td>
</tr>
<tr>
<td>DE Grant in Aid</td>
<td>0.00</td>
<td>1,762.00</td>
<td>2,203.00</td>
</tr>
<tr>
<td>Ship Store sales net of purchases</td>
<td>77.00</td>
<td>2,986.22</td>
<td>1,736.53</td>
</tr>
<tr>
<td>Ship Tours</td>
<td>0.00</td>
<td>7,544.00</td>
<td>7,397.12</td>
</tr>
<tr>
<td>Membership Dues (net of expenses)</td>
<td>1,266.52</td>
<td>15,662.39</td>
<td>15,691.82</td>
</tr>
<tr>
<td>Event Parties (Breakfast, Mardi Gras, etc.)</td>
<td>0.00</td>
<td>486.67</td>
<td>(260.96)</td>
</tr>
<tr>
<td>Opening Party (net of expenses)</td>
<td>(99.99)</td>
<td>20,897.82</td>
<td>26,586.78</td>
</tr>
<tr>
<td>Hall of Fame (net of expenses)</td>
<td>(700.00)</td>
<td>(754.00)</td>
<td>1,524.38</td>
</tr>
<tr>
<td>Interest-savings/short-term inv</td>
<td>57.41</td>
<td>971.60</td>
<td>300.53</td>
</tr>
<tr>
<td><strong>Total Receipts</strong></td>
<td><strong>$19,035.11</strong></td>
<td><strong>$128,058.67</strong></td>
<td><strong>$154,374.41</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expense</th>
<th>Month to Date</th>
<th>Year to Date</th>
<th>Last Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional fees (audit, tax returns)</td>
<td>0.00</td>
<td>4000.00</td>
<td>6,550.00</td>
</tr>
<tr>
<td>Temporary help - contract</td>
<td>0.00</td>
<td>2887.00</td>
<td>3,289.00</td>
</tr>
<tr>
<td>General Business Expenses</td>
<td>0.00</td>
<td>1036.61</td>
<td>2,543.52</td>
</tr>
<tr>
<td>Insurance</td>
<td>0.00</td>
<td>6619.91</td>
<td>6,582.50</td>
</tr>
<tr>
<td>Utilities</td>
<td>75.81</td>
<td>1266.88</td>
<td>1,371.35</td>
</tr>
<tr>
<td>Marketing and Advertising</td>
<td>44.95</td>
<td>1476.54</td>
<td>4,444.03</td>
</tr>
<tr>
<td>Bankcard Fees (Ship store and Events)</td>
<td>146.50</td>
<td>585.10</td>
<td>506.55</td>
</tr>
<tr>
<td>Public Safety</td>
<td>0.00</td>
<td>554.61</td>
<td>2,818.24</td>
</tr>
<tr>
<td>Dirty Hands Gang</td>
<td>1,031.82</td>
<td>5,517.56</td>
<td>8,173.49</td>
</tr>
<tr>
<td>Monomoy Surf Boat</td>
<td>0.00</td>
<td>481.98</td>
<td>7,397.12</td>
</tr>
<tr>
<td>Museum Expenses</td>
<td>0.00</td>
<td>2,013.65</td>
<td>2,818.24</td>
</tr>
<tr>
<td>Restoration Project</td>
<td>9,172.61</td>
<td>59,267.36</td>
<td>6,246.80</td>
</tr>
<tr>
<td>Scholarship Fund</td>
<td>0.00</td>
<td>2,250.00</td>
<td>1,500.00</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$10,471.69</strong></td>
<td><strong>$89,315.50</strong></td>
<td><strong>$46,524.12</strong></td>
</tr>
<tr>
<td><strong>Excess Receipts over Expenditures</strong></td>
<td><strong>$8,563.42</strong></td>
<td><strong>$38,743.17</strong></td>
<td><strong>$107,850.29</strong></td>
</tr>
</tbody>
</table>

### Cash In Banks and Investments as of December 31, 2017

<table>
<thead>
<tr>
<th>Cash in Banks</th>
<th>12/31/2017</th>
<th>12/31/2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brokerage Account - M &amp; T</td>
<td>690.97</td>
<td>662.43</td>
</tr>
<tr>
<td>Checking Account - M &amp; T</td>
<td>192,609.03</td>
<td>2,678.82</td>
</tr>
<tr>
<td>Checking Account - Community</td>
<td>43,529.45</td>
<td>311,999.99</td>
</tr>
<tr>
<td>Money Market Acct- Community</td>
<td>225,338.91</td>
<td>106,944.36</td>
</tr>
<tr>
<td><strong>Total Bank Accounts</strong></td>
<td><strong>$462,168.36</strong></td>
<td><strong>$422,285.60</strong></td>
</tr>
</tbody>
</table>

| Reserve Funds | 523.68 | 523.28 |
| Endowment Fund | 92,963.16 | 87,907.46 |
| **Total Bank Accounts** | **$555,655.20** | **$510,716.34** |