

CM

Foster - review BoD mtg

~~Shenan~~ - " - + 1024 pledge

Seventuo - " - + 2250 pledge

Kapor - " -

→ Fenwick, Bell &, Frenkin &

~~Swartz~~ called Greene, Sittin, Smart to review BoD → 2.5K pledge

~~Poduska~~ review BoD with Bodman

~~McKenney~~ review BoD with Gornly & Hopper when Exec Mtg.

~~Cashen~~ review BoD with Klein, Seligman, Spencer + 1K pledge

Bell G, Frenkin ch 7 stock - we sell but he identifies buyer to deal

Chapman date to talk  
Fenni

### Review of Bel Mtg

Cashen's financial situation - need for renewable revenues

G's Capital Camp update 51K of 1.1M in pledges

38K from one ~~source~~ solicitor

G's call 100% BoD participation - currently 12 of 33  
gave this FYD for annual or pledge payment

• 10K in new corporate memberships for each

BoD member by 6/30 - Jan DeBevoise will call  
next who to follow up

Paul S. \$500

SYR

BAF

Notsker O✓

Frenkin

Hopper O✓

Rodenbury O✓

What position does the Museum currently own?

traveling (lobby style) exhibit

Fortune 100 - targeted MIS executives -

tell them about mission  
they love computing or  
they relate to collecting

#1 cold solicitation letter

#2 telco -

Naomi }  
Irv } call ones they  
Max } knew

What position do we want to own?

Jan call ones they  
don't know

What is our competition?

Focus on educating people about computers

Are we communicating the right message?

- \* education feature story - black kids @ the Museum - not just Computer Bowl exhibits stories
- \* corporate visit days to build awareness - mgr. of corporate programs
- \* airline magazines - Max Hopper AA magazine  
Jim McKinney - Continental Magazine

What short and long term tactics are necessary to maintain our position?

Atari car = I'm writing a sign for techies about it  
I'm " " " " " Kaven Johansen for this

<u>PROPOSAL TO</u>	<u>REQUEST</u>	<u>FOR</u>	<u>RESPONSE</u>	<u>COMMENTS</u>
<u>Operating:</u>				
Mass Council on the Arts & Humanities	\$ 50,750	Admission subsidies	\$ 18,000	Were originally awarded \$26,000 but due to state cutbacks grant was diminished.
Prodigy	\$ 450	Exhibit costs	\$ 450	For special exhibit.
Hyams Foundation	\$ 1,400	Ticket Subsidy program	\$ 1,400	Confirmed \$900 and we asked for increase which was fully granted
Institute of Museum Services	\$ 75,000	Operating support	\$ 75,000	Received maximum grant awarded.
<u>Exhibits:</u>				
AT&T	\$100,000	Walk-Through exhibit	\$ 40,000	\$40,000 has been committed with the potential for the additional \$60,000 as well.
DEC	\$450,000 plus equipment	Walk-Through exhibit for exhibits and admin	\$450,000 cash \$500,000 equip	Cash and equipment over three years. First \$150,000 cash for Walk-Through.
IBM	\$350,000 plus equipment	Milestones exhibit	\$100,000 plus equipment	Requested cash and equipment for Milestones. Were told at outset that low six figures was more likely.
Sloan Foundation	\$250,000	Walk-Through exhibit	\$250,000	Received full funding.
<u>Special Events:</u>				
ACM	\$ 50,000	Computer Bowl sponsorship	\$ 25,000	Additional \$25,000 pending, but expected.
<u>Education:</u>				
Lotus	\$ 30,000	Education outreach program	\$ 2,000	AN was encouraged to request in range of \$25,000. Have asked for meeting to discuss decision.
TOTAL FUNDED:	\$961,850 cash	\$500,000+ in equipment (IBM equipment not yet assigned a cash value)		

PENDING PROPOSALS as of 10/11/89

<u>PROPOSAL TO</u>	<u>REQUEST</u>	<u>FOR</u>	<u>RESPONSE</u>	<u>COMMENTS</u>
<u>Operating:</u>				
Shawmut	\$ 5,000	General program support		Meetings and conversation with Shawmut suggest 75% chance of full funding.
<u>Exhibits:</u>				
American Airlines	\$125,000	Networked Society exhibit		
AT&T	\$ 60,000	Walk-Through		Additional funds being considered
IEEE	\$ 25,000	Milestones exhibit		Would be multi-year if funded.
MAXELL	\$ 50,000	Milestones exhibit		Have asked for an additional contribution to exhibit.
Mitre	\$ 20,000	Milestones exhibit		Pledged over two years.
NEC	No amount specified	- exhibits		Staff met with NEC to discuss progress, to be told that they are interested in Milestones. Have suggested they consider Milestones and Walk-Through.
National Science Foundation	\$ 97,772	Computer Kits program		The staff worked closely with NSF to develop this proposal. Although there is staff support for the project, the decision is made by peer review. 60% chance.
National Endowment for The Humanities	\$91,038	Milestones exhibit		The staff worked directly with NEH to develop proposal. Decision is made by peer review. 40% chance.
Maxtor	\$ 50,000	Walk-Through exhibit		Gordon Bell has written. Will try to see in CA.
The Travellers Co.s	\$ 25,000	Milestones		Pledged
Charles Bachman	\$ 5,000 (over two years)	Milestones exhibit		Pledged
Ed Fredkin	\$ 50,000	Milestones exhibit		Pledged
Allen Michels	\$ 12,500	Milestones exhibit		Pledged
David Rodgers	no specific amount	Milestones exhibit		Pledged

Special Events:

ACM                              \$ 25,000 Computer Bowl                              Pending final decision.

Capital:

AAAI                              \$100,000 Endowment                              Would be mutil-year challenge match if funded.

Owen Brown                      \$ 20,000                              G. Hendrie asked for \$50,000  
Brown pledged \$20,000

TOTAL PENDING:              \$761,310

PROPOSALS IN PREPARATION

Operating:

Boston Globe Foundation \$ 10,000 Education program support                      Meetings with BG staff encouraged us to apply.

Bank of Boston                      \$ 3,000 Education program support                      Meetings with B of B staff encouraged us to seek small additional support beyond corporate memebrship now at \$1K

Institute of Museum Services      \$ 75,000 General operating support                      Were funded at this level in FY 90. This is for FY 91.

Education:

SIGGRAPH                              \$ 10,000 Education project in graphics                      SIGGRAPH education committee is interested in innovative programs.

Exhibits:

Hearst Foundation                      \$ 25,000 Computer Kits                              Excellent chance of funded because of Hearst's assistance.

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
COMBINED OPERATING AND CAPITAL FUNDS  
( \$ - Thousands )

	9/30/88 ACTUAL	FOR THE THREE MONTHS ENDED			ANNUAL FY1990 BUDGET
		BUDGET	9/30/89 ACTUAL	FAV(UNFAV)	
<b>REVENUES:</b>					
Operating Fund	273	347	442	95      27%	1,518
Capital Fund	54	0	255	255      100%	1,100
Total Revenues	327	347	697	350      101%	2,618
<b>EXPENSES:</b>					
Operating Fund	375	432	363	69      16%	1,650
Capital Fund	121	186	221	(35)    (19%)	1,053
Total Expenses	496	618	584	34      6%	2,703
NET REVENUES (EXPENSES)	(\$169)	(\$271)	\$113	\$384    242%	(\$85)

**SUMMARY:**

For the three months ended September 30, 1989 the museum operated at a surplus of 113K compared to a budgeted deficit of (271K). As of September 30, 1989 total cash and cash equivalents amounted to 365K.

**OPERATING:** Operating revenues were 27% over budget due mainly to strong contributions, admissions and store revenues. Expenses were 16% under budget due mainly to lower personnel costs (vacant positions).

**CAPITAL:** Revenues were 100% over budget due mainly due to advance receipt of budgeted exhibit related revenue. Expenses were 19% over budget due to payment of corresponding exhibit related costs.

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
OPERATING FUND  
( \$ - Thousands )

	FOR THE THREE MONTHS ENDED					ANNUAL FY1990 BUDGET
	9/30/88 ACTUAL	BUDGET	-----9/30/89----- ACTUAL	FAV	(UNFAV)	
<b>REVENUES:</b>						
Unrestricted contributions	\$5	\$33	\$108	75	227%	\$279
Restricted contributions	80	68	53	(15)	(22%)	400
Corporate memberships	30	47	26	(21)	(45%)	188
Individual memberships	15	21	12	(9)	(43%)	82
Admissions	77	88	114	26	30%	247
Store	34	42	71	29	69%	163
Functions	27	39	49	10	26%	124
Other	11	9	9	0	0%	35
Gain/Loss on Securities	(6)	0	0	0	0%	0
<b>Total Revenues:</b>	<b>273</b>	<b>347</b>	<b>442</b>	<b>95</b>	<b>27%</b>	<b>1,518</b>
<b>EXPENSES:</b>						
Exhibits & education	92	99	85	14	14%	324
Marketing & memberships	70	75	61	14	19%	298
Management & general	80	107	69	38	36%	409
Fundraising	21	17	15	2	12%	127
Store	36	47	52	(5)	(11%)	160
Functions	17	19	17	2	11%	70
Museum Wharf expenses	59	68	64	4	6%	262
<b>Total Expenses</b>	<b>375</b>	<b>432</b>	<b>363</b>	<b>69</b>	<b>16%</b>	<b>1,650</b>
<b>NET REVENUES(EXPENSES)</b>	<b><u>(\$102)</u></b>	<b><u>(\$85)</u></b>	<b><u>\$79</u></b>	<b><u>\$164</u></b>	<b><u>29%</u></b>	<b><u>(\$132)</u></b>

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
CAPITAL FUND  
( \$ - Thousands )

	9/30/88 ACTUAL	FOR THE THREE MONTHS ENDED				ANNUAL FY1990 BUDGET
		BUDGET	9/30/89 ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Contributions	\$34	\$0	\$5	5	100%	\$400
Exhibit Funding	20	0	250	250	100%	700
Gain (Loss) on securities	0	-	0	0	0%	-
<b>Total Revenues</b>	<b>54</b>	<b>0</b>	<b>255</b>	<b>255</b>	<b>100%</b>	<b>1,100</b>
<b>EXPENSES:</b>						
Exhibits	0	31	108	(77)	(248%)	481
Exhibit Administration	51	90	59	31	34%	313
Fundraising	29	26	15	11	42%	105
Wharf mortgage	41	39	39	0	0%	154
<b>Total Expenses</b>	<b>121</b>	<b>186</b>	<b>221</b>	<b>(35)</b>	<b>(19%)</b>	<b>1,059</b>
<b>NET REVENUES (EXPENSES)</b>	<b>(\$67)</b>	<b>(\$186)</b>	<b>\$34</b>	<b>\$220</b>	<b>218%</b>	<b>\$47</b>



THE COMPUTER MUSEUM  
BALANCE SHEET  
9/30/89

	OPERATING FUND	CAPITAL FUND	PLANT FUND	TOTAL 9/30/89	TOTAL 6/30/89
<b>ASSETS:</b>					
<b>Currents:</b>					
Cash	\$166,486			\$166,486	\$149,212
Cash Equivalents	198,590			198,590	121,117
Investments		\$37,500		37,500	37,500
Receivables	17,261			17,261	36,427
Inventory	64,242			64,242	43,708
Prepaid expenses	18,072	1,176		19,248	7,227
Interfund receivable		532,890		532,890	492,907
<b>TOTAL</b>	<b>464,651</b>	<b>571,566</b>	<b>0</b>	<b>1,036,217</b>	<b>888,098</b>
<b>Property &amp; Equipment (net):</b>					
Equipment & furniture	-		\$11,482	11,482	11,482
Capital improvements	-		699,126	699,126	699,126
Exhibits	-		336,276	336,276	336,276
Construction in Process	-	26,311		26,311	26,311
Land	-		24,000	24,000	24,000
<b>Total</b>	<b>0</b>	<b>26,311</b>	<b>1,070,884</b>	<b>1,097,195</b>	<b>1,097,195</b>
<b>TOTAL ASSETS</b>	<b>\$464,651</b>	<b>\$597,877</b>	<b>\$1,070,884</b>	<b>\$2,133,412</b>	<b>\$1,985,293</b>
<b>LIABILITIES AND FUND BALANCES:</b>					
<b>Current:</b>					
Accounts payable and accrued expenses	\$60,285	\$12,338		\$72,623	\$76,446
Deferred income	21,691	-		21,691	22,230
Line of credit				0	0
Interfund payable	532,890			532,890	492,907
<b>Total</b>	<b>614,866</b>	<b>12,338</b>	<b>0</b>	<b>627,204</b>	<b>591,583</b>
<b>Fund Balances:</b>					
Operating	(150,215)			(150,215)	(229,083)
Capital		585,539		585,539	551,909
Plant			\$1,070,884	1,070,884	1,070,884
<b>Total</b>	<b>(150,215)</b>	<b>585,539</b>	<b>1,070,884</b>	<b>1,506,208</b>	<b>1,393,710</b>
<b>TOTAL LIABILITIES AND FUND BALANCES</b>	<b>\$464,651</b>	<b>\$597,877</b>	<b>\$1,070,884</b>	<b>\$2,133,412</b>	<b>\$1,985,293</b>

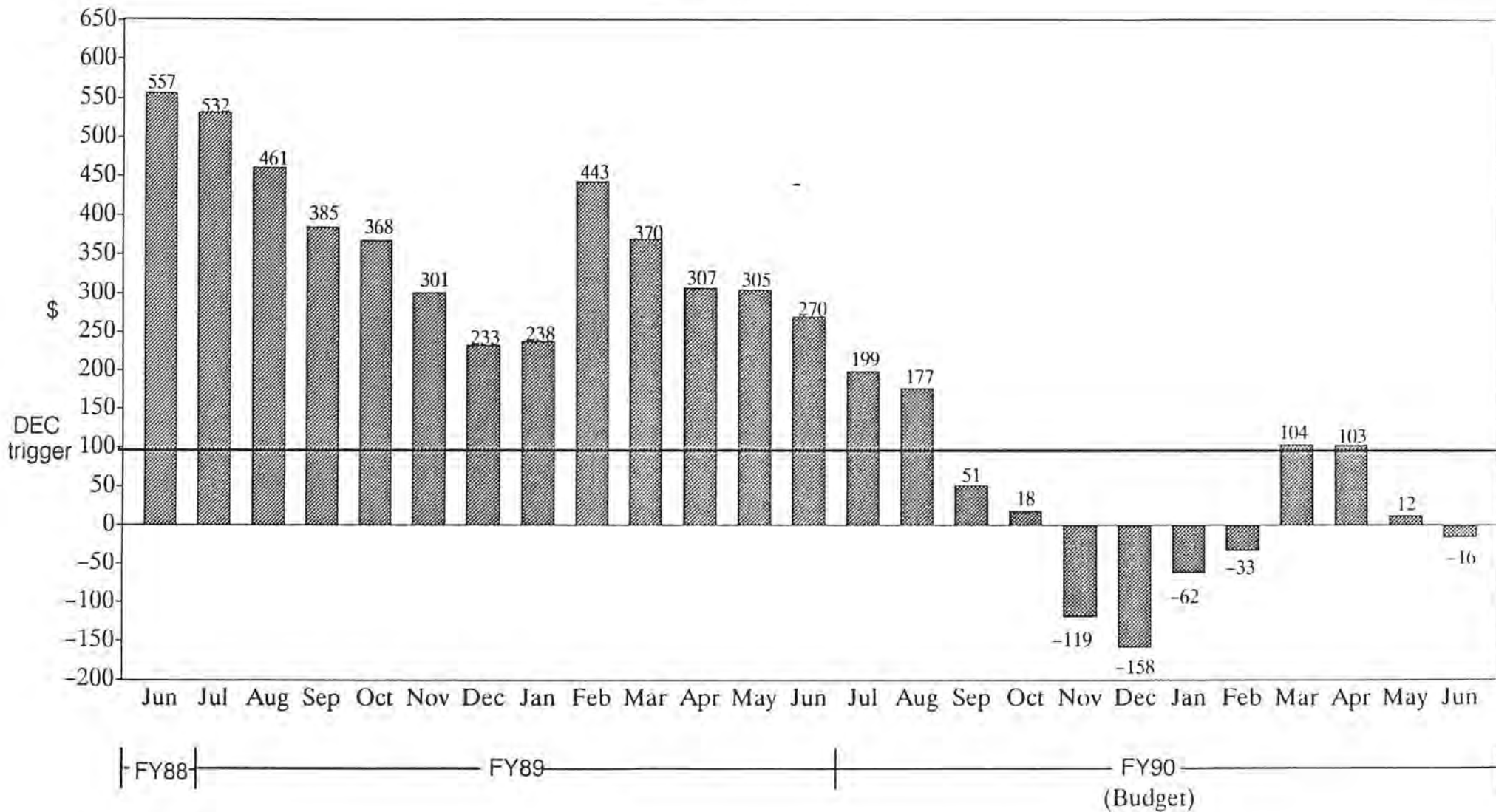
THE COMPUTER MUSEUM  
STATEMENT OF CHANGES IN CASH POSITION  
9/30/89

	OPERATING FUND	CAPITAL FUND	PLANT FUND	TOTAL 9/30/89	TOTAL 6/30/89
Cash provide by/(used for) operations:					
Excesss/(deficiency) of support and revenue	\$78,868	\$33,630		\$112,498	(\$606,578)
Depreciation				0	283,311
Cash from operations	78,868	33,630	0	112,498	(323,267)
Cash provided by/(used for) working capital:					
Receivables	19,166			19,166	(5,654)
Inventory	(20,534)			(20,534)	(4,011)
Investments		0		0	81,173
Accounts payable & other current liabs	(7,825)	4,002		(3,823)	(11,602)
Deferred income	(539)			(539)	7,980
Prepaid expenses	(14,372)	2,351		(12,021)	1,482
Cash from working capital	(24,104)	6,353	0	(17,751)	69,368
Cash provided by/(used for) Fixed assets	-			0	(33,147)
Net increase/(decrease) in cash before financing	54,764	39,983	0	94,747	(287,046)
Financing:					
Interfund rec. & pay.	39,983	(39,983)		0	-
Transfer to Plant				0	-
Line of credit	-			0	0
Cash from financing	39,983	(39,983)	0	0	0
Net increase/(decrease) in cash & investments	94,747	0	0	94,747	(287,046)
Cash, beginning of year	270,329	0	0	270,329	557,375
Cash, end of period	\$365,076		\$0	\$365,076	\$270,329

THE COMPUTER MUSEUM  
MONTH END CASH BALANCE B

FY89 - FY90

(\$ - Thousands)



NOTE: FY90 Figures Exclude Exhibit Funding and Expenses Except for Current Exhibits Personnel.

ACCOUNT NAME	JUL ACTUAL	AUG ACTUAL	SEP ACTUAL	OCT PROJ	NOV PROJ	DEC PROJ	JAN PROJ	FEB PROJ	MAR PROJ	APR PROJ	MAY PROJ	JUN PROJ	ANNUAL PROJ	ANNUAL BUDGET	PRJCTD VARIANCE
NET	3784	14056	94659	179170	-143633	244125	87527	-66364	-80884	-18574	-153569	-38165	122132	-84984	207116
CUMULATIVE NET	3784	17840	112499	291669	148036	392161	479688	413324	332440	313866	160297	122132			
WORKING CASH CHANGES	-23624	26235	-20362									3100			
CASH BALANCE	250489	290780	365077	544247	400614	644739	732266	665902	585018	566444	412875	377810	377810		
NET WALKTHROUGH ACTIVITY	-3009	-3804	151245	144154	159404	-76006	7537	-65913	-131523	-24113	-63115	-90072	4785		
NET MILESTONES ACTIVITY	-2570	-2890	2640	97330	-2670	84830	-10424	-11937	-14797	-11797	-11937	47197	162975		
TOTAL NET EXHIBITS ACTIVITY	-5579	-6694	153885	241484	156734	8824	-2887	-77850	-146320	-35910	-75052	-42875	167760		
CUMMULATIVE EXHIBITS NET	-5579	-12273	141612	383096	539830	548654	545767	467917	321597	285687	210635	167760	210050		
NET CASH BALANCE	256068	303053	223465	161151	-139216	96085	186499	197985	263421	280757	202240	210050			

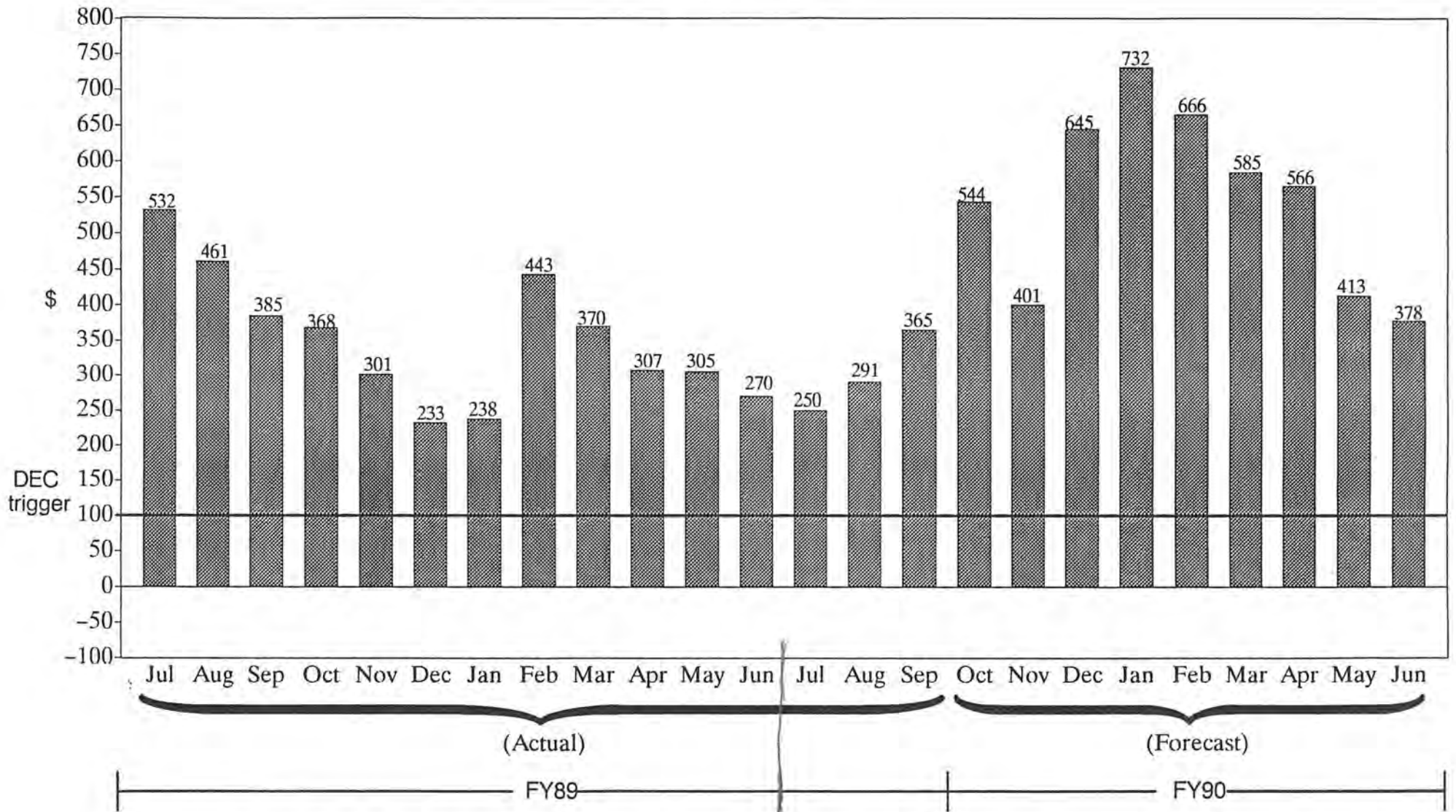
NOTE:

CARRYOVER RESTRICTED FUND BALANCES: FY89-WALKTHROUGH 7,946, MILESTONES 19,997, GRAPHICS GALLERY 15,353.  
 FY88-PCEC 100,000, OTHER 52,000.  
 FY87-SOFTWARE 50,000.

THE COMPUTER MUSEUM  
MONTH END CASH BALANCE

FY89 - FY90

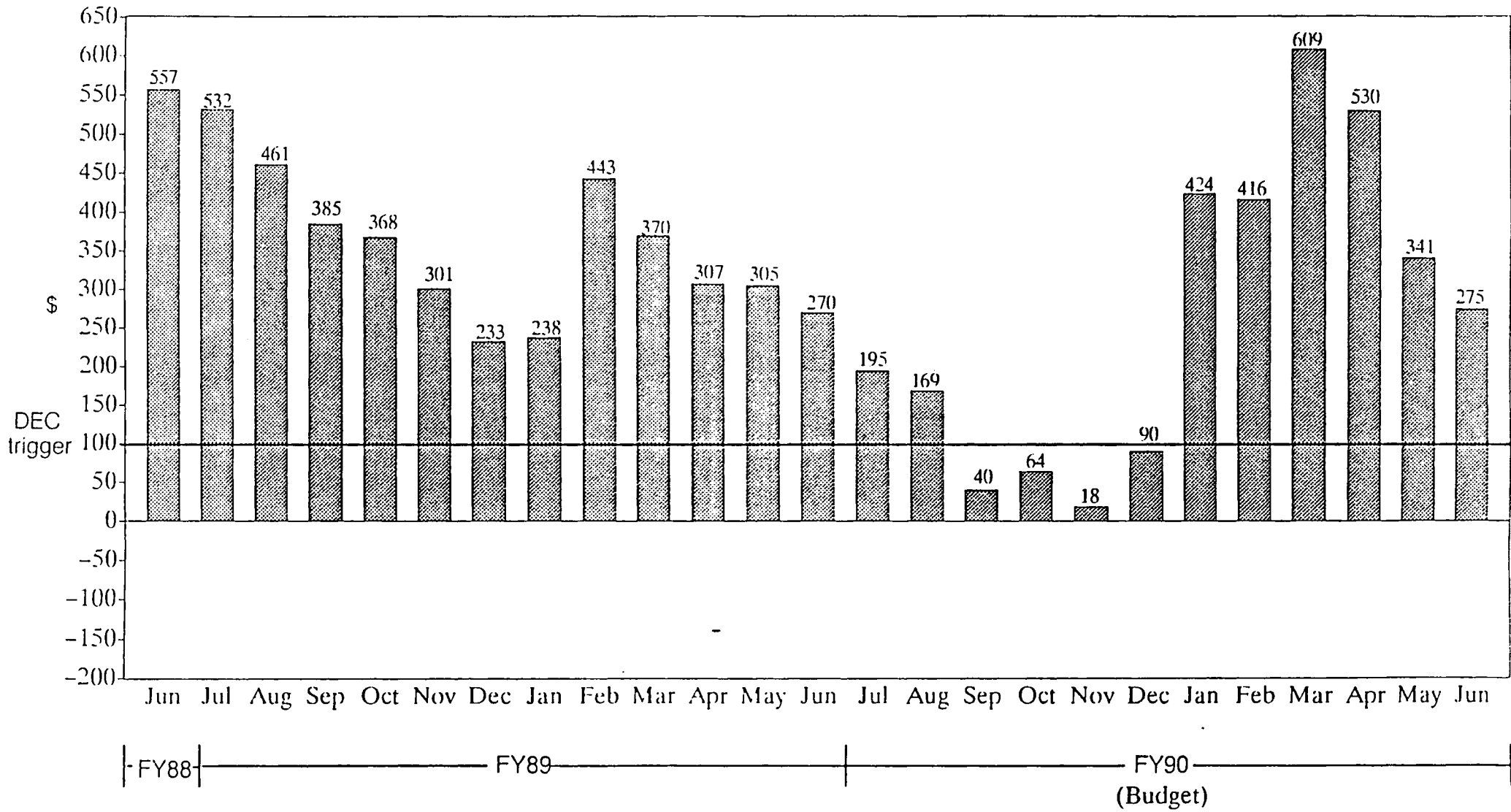
(\$ - Thousands)



NOTE: FY90 Figures Include Exhibit Funding and Expenses Related to Such Exhibit Funding.

THE COMPUTER MUSEUM  
MONTH END CASH BALANCE

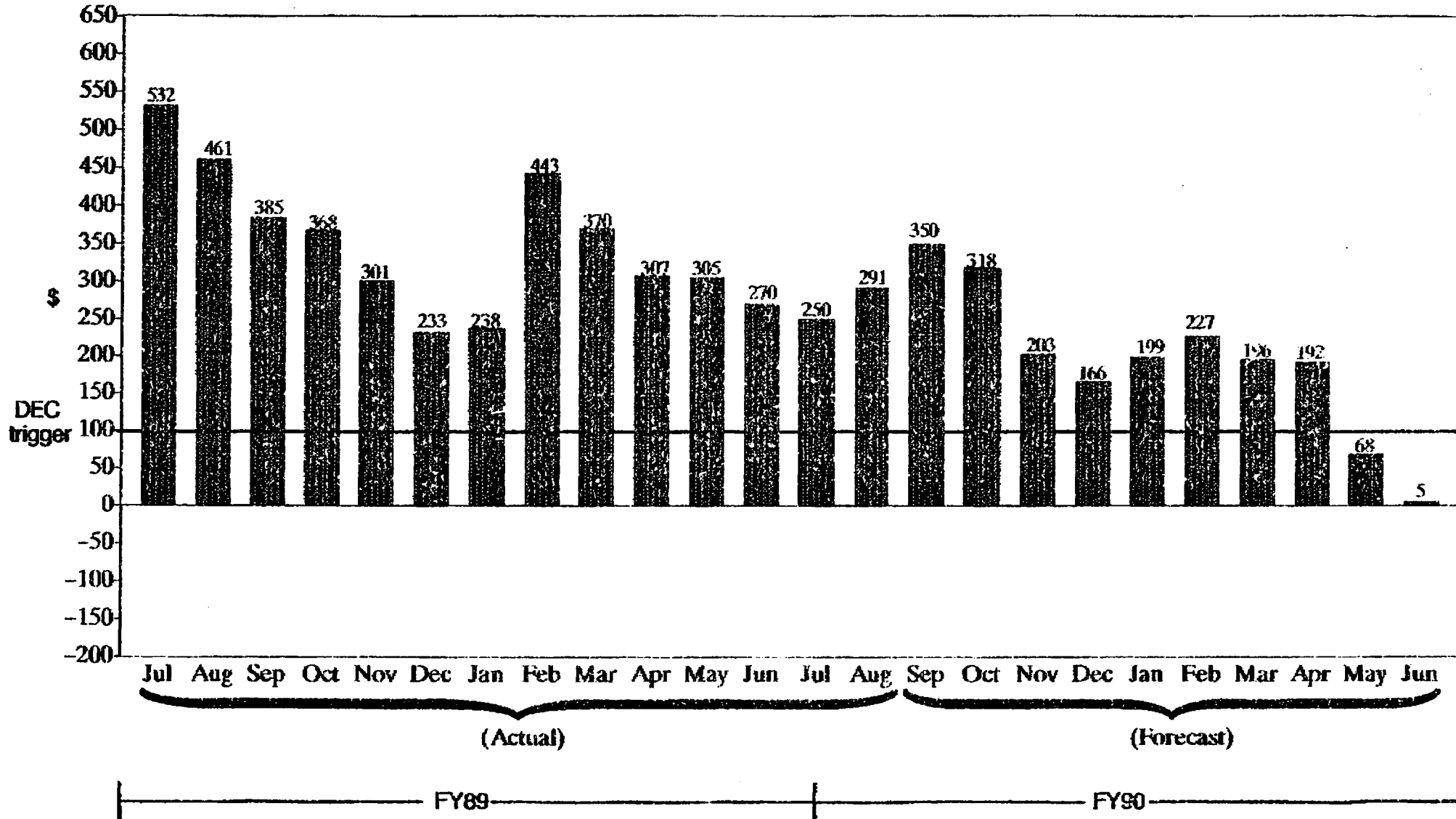
FY89 - FY90  
(\$ - Thousands)



NOTE: FY90 Figures Include Exhibit Funding and Expenses Related to Such Exhibit Funding.

**THE COMPUTER MUSEUM  
MONTH END CASH BALANCE B**

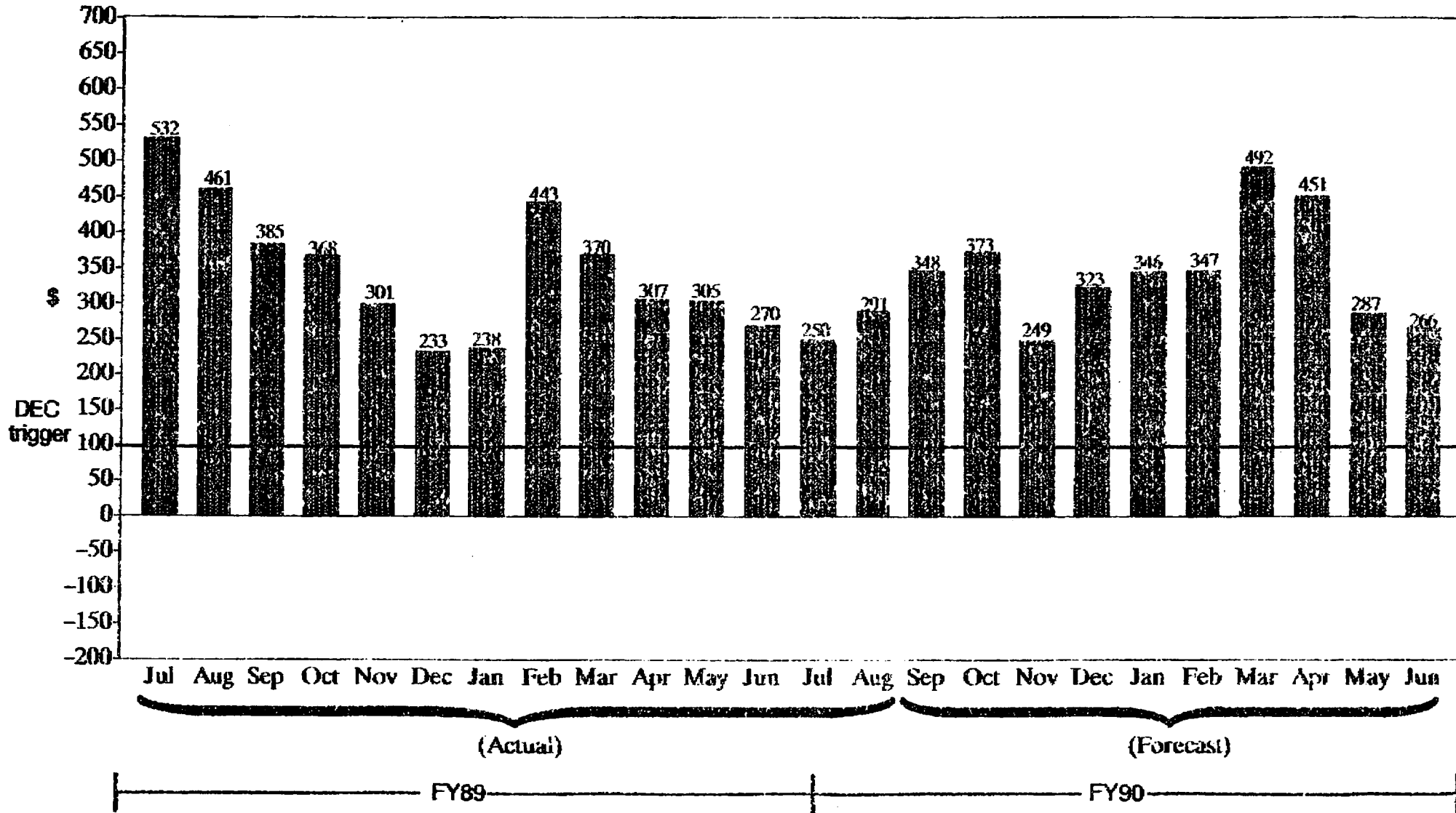
**FY89 - FY90  
(\$ - Thousands)**



**NOTE: FY90 Figures Exclude Exhibit Funding and Expenses Except for Current Exhibits Personnel.**

**THE COMPUTER MUSEUM  
MONTH END CASH BALANCE**

**FY89 - FY90  
(\$ - Thousands)**



**NOTE: FY90 Figures Include Exhibit Funding and Expenses Related to Such Exhibit Funding.**



THE COMPUTER MUSEUM INC  
OPERATING FUND BUDGET TRACKING SHEET

Δ FY89 YEAR-END VS. FY90 BUDGET

	FY 89 BUDGET	FY 89 YEAR-END	FY89 DEC PROPOSAL	FY90 BUDGET	FY90 DEC PROPOSAL
<b>REVENUES</b>					
UNRESTRICTED CONTRIBUTIONS	\$83,000	\$180,496	\$163,000	\$279,000	\$100,000
RESTRICTED CONTRIBUTIONS	\$225,000	\$290,203	\$75,000	\$400,470	\$183,000
CORPORATE MEMBERSHIPS	\$172,500	\$132,500	\$181,000	\$188,150	\$199,000
INDIVIDUAL MEMBERSHIPS	\$82,500	\$63,126	\$79,000	\$81,500	\$95,000
ADMISSIONS	\$238,000	\$232,269	\$254,000	\$246,734	\$314,000
STORE	\$159,382	\$139,255	\$160,000	\$163,223	\$179,000
FUNCTIONS	\$106,000	\$109,223	\$79,000	\$124,000	\$87,000
OTHER	\$36,550	\$55,566	\$47,000	\$35,300	\$52,000
GAIN/LOSS ON SECURITIES	\$0	-\$5,711	\$0	\$0	\$0
<b>TOTAL OPERATING REVENUES</b>	<b>\$1,102,932</b>	<b>\$1,196,927</b>	<b>\$1,038,000</b>	<b>\$1,518,377</b>	<b>\$1,209,000</b>
<b>EXPENSES</b>					
<b>EXHIBITS &amp; EDUCATION</b>					
DEPT 115 SITES	\$20,824	\$16,702		\$0	
DEPT 160 EXHIBIT MAINTENANCE	\$73,886	\$50,040		\$44,801	ANNUAL SALARY ALLOCATIONS TO OTHER EXHIBIT-RELATED ACTS.
DEPT 161 SALARY POOL	\$2,478	\$0		\$0	
DEPT 170 KITS	\$0	\$4,066		\$5,847	
DEPT 310 GENERAL EDUCATION	\$54,972	\$28,799		\$44,702	FY89 REFLECTS SKIN SALARY ALLOCATIONS TO PHYS. COUNCIL
DEPT 320 OUTREACH	\$1,360	\$1,295		\$500	FY90 REFLECTS 6.5% INCR IN PRINTING COSTS
DEPT 330 PC RESOURCE CENTER	\$0	\$3,167		\$0	
DEPT 340 MASS COUNCIL	\$0	\$7,234		\$2,500	FY90 INCLUDES SALARY ALLOCATIONS
DEPT 360 PUBLIC PROGRAMS	\$6,100	\$3,775		\$6,076	
DEPT 510 COLLECTIONS	\$37,234	\$33,925		\$40,040	FY90 REFLECTS HIGHER PERSONNEL COSTS, 3% INCR IN SHIPPING, OTHER
DEPT 520 CONSERVATION GRANT	\$0	\$6,629		\$500	FY90 REFLECTS REPAIRS/REPLACEMENTS
DEPT 530 SIGGRAPH	\$40,000	\$49,185		\$12,406	
DEPT 940 OPERATIONS	\$135,952	\$142,222		\$166,115	FY90 REFLECTS 20% HIGHER PERSONNEL COSTS (ADDITIONAL FTE, OTHER)
<b>TOTAL EXHIBITS &amp; EDUCATION</b>	<b>\$372,806</b>	<b>\$347,039</b>	<b>\$322,000</b>	<b>\$323,487</b>	<b>\$338,000</b>
<b>MARKETING &amp; MEMBERSHIPS</b>					
DEPT 210 PUBLICITY	\$72,136	\$72,792		\$119,047	FY90 REFLECTS 20% HIGHER PERSONNEL COSTS (50% DEC. DIRECTOR SALARY)
DEPT 240 PROMOTIONS	\$83,185	\$96,121		\$105,742	FY90 REFLECTS TELEMARKETER SALARY, 40% PRINTING
DEPT 241 SALARY POOL	\$5,689	\$0		\$0	
DEPT 250 NEWSLETTERS	\$4,800	\$5,137		\$5,200	
DEPT 260 ANNUAL REPORT	\$3,170	\$5,246		\$4,300	
DEPT 810 CORPORATE MEMBERSHIPS	\$9,740	\$8,022		\$28,489	FY90 REFLECTS HIGHER PERSONNEL COSTS (50% DEC. COORDINATOR SALARY)
DEPT 820 INDIVIDUAL MEMBERSHIPS	\$28,343	\$33,777		\$35,311	OTHER MISC.
DEPT 830 MEMBERSHIP DEVELOPMENT	\$5,050	\$73		\$0	
<b>TOTAL MARKETING &amp; MEMBERSHIPS</b>	<b>\$212,113</b>	<b>\$221,168</b>	<b>\$174,000</b>	<b>\$298,089</b>	<b>\$183,000</b>
<b>MANAGEMENT &amp; GENERAL</b>					
DEPT 910 GENERAL ADMINISTRATION	\$80,227	\$98,200		\$123,635	FY90 REFLECTS HIGHER PERSONNEL COSTS (FULL-YEAR FTE ADDED)
DEPT 911 SALARY POOL	\$2,408	\$0		\$0	ADDITIONAL BUDGET FY89, OTHER, CONTRACT PERSONNEL.
DEPT 920 BOARD	\$23,625	\$17,501		\$22,100	
DEPT 930 EXECUTIVE OFFICE	\$226,880	\$272,822		\$263,460	FY90 REFLECTS ONLY HALF-YEAR FULL SALARY
DEPT 931 SALARY POOL	\$5,913	\$0		\$0	

TOTAL MANAGEMENT & GENERAL	\$339,053	\$388,523	\$366,000	\$409,195	\$384,000	
FUNDRAISING						
DEPT 710 GENERAL DEVELOPMENT	\$3,635	\$7,678		\$6,095		
DEPT 720 BREAKFAST SEMINARS	\$10,050	\$15,383		\$19,800		
DEPT 730 ANNUAL FUND	\$8,972	\$11,603		\$14,534		fy90 REFLECTS HIGHER PART (2K) AND MARKS/FEED (2K)
DEPT 740 COMPUTER BOWL	\$34,555	\$77,782		\$0		
DEPT 750 COMPUTER BOWL 90	\$0	\$0		\$86,750		fy90 REFLECTS HIGHER MARKS/FEED, CONTRACT PERSONNEL
TOTAL FUNDRAISING	\$57,212	\$112,446	\$37,000	\$127,179	\$39,000	
STORE						
DEPT 410 STORE SALES	\$140,025	\$131,171		\$143,753		fy90 REFLECTS HIGHER PERSONNEL COSTS (NO CHANGE 2ND HALF FY89)
DEPT 420 CATALOG SALES	\$18,876	\$15,111		\$16,653		fy90 - HIGHER CGS AND HIGHER CGS
TOTAL STORE	\$158,901	\$146,282	\$143,000	\$160,406	\$152,000	
FUNCTIONS	\$56,383	\$57,803	\$41,000	\$70,028	\$43,000	fy90 REFLECTS HIGHER PERSONNEL COSTS (10K), OTHER
MUSEUM WHARF OPERATIONS	\$236,800	\$242,651	\$250,000	\$261,800	\$260,000	fy90 REFLECTS HIGHER PERSONNEL COSTS (20K), OTHER
TOTAL OPERATING EXPENSES	\$1,433,268	\$1,515,912	\$1,333,000	\$1,650,184	\$1,399,000	
NET	-\$330,336	-\$318,985	-\$295,000	-\$131,807	-\$190,000	

NOTES:

1) THE DEC PROPOSAL DATED 1-28-88

THE COMPUTER MUSEUM INC  
CAPITAL FUND TRACKING SHEET

Δ FY91 (REVENUE) VS FY90 BUDGET.

	FY 89 BUDGET	FY 89 YEAR-END	FY 89 DEC PROPOSAL	FY 90 BUDGET	FY 90 DEC PROPOSAL
<b>REVENUE</b>					
CONTRIBUTIONS	\$769,000	\$408,114	\$769,000	\$700,000	\$781,000
EXHIBIT FUNDING	\$400,000	\$76,443	\$0	\$575,000	\$0
<b>TOTAL CAPITAL REVENUE</b>	<b>\$1,169,000</b>	<b>\$484,557</b>	<b>\$769,000</b>	<b>\$1,275,000</b>	<b>\$781,000</b>
<b>EXPENSE</b>					
<b>EXHIBITS</b>					
DEPT 660 GRAPHICS GALLERY	\$0	\$10,347		\$0	
DEPT 675 WALK THROUGH	\$0	\$4,054		\$373,695	
DEPT 690 MILESTONES	\$0	\$18,746		\$120,222	
<b>TOTAL EXHIBITS EXPENSE</b>	<b>\$325,000</b>	<b>\$33,147</b>	<b>\$0</b>	<b>\$493,917</b>	<b>\$0</b>
<b>EXHIBIT ADMINISTRATION</b>					
DEPT 620 EXHIBIT PLAN/DEVELOPMENT	\$147,930	\$169,694		\$223,510	
DEPT 630 EXHIBIT ENHANCEMENT	\$57,543	\$40,516		\$79,541	
<b>TOTAL EXHIBIT ADMINISTRATION</b>	<b>\$205,473</b>	<b>\$210,210</b>	<b>\$193,000</b>	<b>\$303,051</b>	<b>\$203,000</b>
<b>FUNDRAISING</b>					
DEPT 610 CAPITAL CAMPAIGN	\$109,906	\$117,653		\$105,032	
DEPT 611 SALARY POOL	\$2,164	\$0		\$0	
DEPT 612 SALARY POOL	\$6,325	\$0		\$0	
<b>TOTAL FUNDRAISING</b>	<b>\$118,395</b>	<b>\$117,653</b>	<b>\$86,000</b>	<b>\$105,032</b>	<b>\$90,000</b>
MUSEUM WHARF MORTGAGE	\$161,518	\$160,976	\$165,000	\$154,177	\$160,000
<b>TOTAL CAPITAL EXPENSE</b>	<b>\$810,386</b>	<b>\$521,986</b>	<b>\$444,000</b>	<b>\$1,056,177</b>	<b>\$453,000</b>
<b>NET</b>	<b>\$358,614</b>	<b>-\$37,429</b>	<b>\$325,000</b>	<b>\$218,823</b>	<b>\$328,000</b>

FY90 REFLECTS HIGHER PERSONNEL COSTS (ADDITION OF FULLER 50K+), HIGHER  
FY90 REFLECTS HIGHER PERSONNEL G.A. ALLOCATION (+10K)  
COSTS (75K AIL, 75K SALARY RE-ALLOCATION/5 COST #1.0)  
SUPPORT - 3K, 4K CONSTRUCTION, 5K OTHER.

FY90 REFLECTS LOW PERSONNEL COST (-30K), HIGH PRINTING/DESIGN - 10K,  
5K MEALS/TRAIP, OTHER.

NOTE:

- 1) DEC PROPOSAL DATED 1-28-88
- 2) THE DEC PROPOSAL FIGURES EXCLUDES THE INTEREST EXPENSE OF 204K, AND ANY DIRECT EXHIBIT EXPENSE.
- 3) FY90 BUDGET DOES NOT INCLUDE RETROACTIVE SALARY ADJUSTMENTS TO EXHIBIT ACCOUNTS.

THE COMPUTER MUSEUM INC  
 BUDGET FLUX  
 July 19, 1989

	FY89 BUDGET	FY89 YEAR-END	FY89 DEC PROPOSAL	FY90 BUDGET	FY90 DEC PROPOSAL
<b>OPERATING:</b>					
REVENUE	\$1,102,932	\$1,196,927	\$1,038,000	\$1,518,377	\$1,209,000
EXPENSE	\$1,433,268	\$1,515,912	\$1,333,000	\$1,650,184	\$1,399,000
NET	-\$330,336	-\$318,985	-\$295,000	-\$131,807	-\$190,000
<b>CAPITAL:</b>					
REVENUE	\$1,169,000	\$484,557	\$769,000	\$1,100,000	\$781,000
EXPENSE	\$810,386	\$521,986	\$444,000	\$1,053,177	\$453,000
NET	\$358,614	-\$37,429	\$325,000	\$46,823	\$328,000
<b>COMBINED:</b>					
REVENUE	\$2,271,932	\$1,681,484	\$1,807,000	\$2,618,377	\$1,990,000
EXPENSE	\$2,243,654	\$2,037,898	\$1,777,000	\$2,703,361	\$1,852,000
NET	\$28,278	-\$356,414	\$30,000	-\$84,984	\$138,000

NOTES:

3) DEC PROPOSAL DATED 1-28-88; FY89 & FY90 DOES NOT INCLUDE 204K IN INTEREST EXPENSE.

4) CAPITAL EXHIBITS INCLUDED IN THE ABOVE PROJECTION AND BUDGET.

OPERATING:

REVENUE	\$1,102,932	\$1,196,927	\$1,038,000	\$1,518,377	\$1,209,000
EXPENSE	\$1,433,268	\$1,515,912	\$1,333,000	\$1,650,184	\$1,399,000
NET	-\$330,336	-\$318,985	-\$295,000	-\$131,807	-\$190,000

CAPITAL W/O EXHIBITS:

REVENUE	\$769,000	\$408,114	\$769,000	\$400,000	\$781,000
EXPENSE	\$485,386	\$488,839	\$444,000	\$572,260	\$453,000
NET	\$283,614	-\$80,725	\$325,000	-\$172,260	\$328,000

COMBINED:

REVENUE	\$1,871,932	\$1,605,041	\$1,807,000	\$1,918,377	\$1,990,000
EXPENSE	\$1,918,654	\$2,004,751	\$1,777,000	\$2,222,444	\$1,852,000
NET	-\$46,722	-\$399,710	\$30,000	-\$304,067	\$138,000

NOTE:

1) CAPITAL EXHIBIT REVENUE AND EXPENSE EXCLUDED FROM THE ABOVE.

2) DEC PROPOSAL DATED 1-28-88; FY89 & FY90 DOES NOT INCLUDE 204K IN INTEREST EXPENSE.

THE COMPUTER MUSEUM INC  
 OPERATING FUND FY89 TRACKING SHEET  
 JULY 18, 1989

	Act. 7/88	Act. 8/88	Act. 9/88	Act. 10/88	Act. 11/88	Act. 12/88	Act. 1/89	Act. 2/89	Act. 3/89	Act. 4/89	Act. 5/89	Act. 6/89	Total	FY89 Budget	Variance
<b>Revenues:</b>															
Unrestricted Contributions	1	4	0	1	-2	13	9	5	19	3	65	63	181	83	118%
Restricted Contributions	22	22	36	71	7	56	16	-1	16	11	0	34	290	225	29%
Corporate Memberships	4	2	24	14	13	9	3	13	9	24	11	7	133	173	(23%)
Individual Memberships	3	6	6	3	9	5	6	4	5	7	4	5	63	82	(23%)
Admissions	29	33	15	14	15	12	11	18	17	23	22	23	232	238	(3%)
Store	10	16	8	10	12	13	5	9	11	14	15	16	139	159	(13%)
Functions	6	14	7	11	8	17	7	3	8	5	14	9	109	106	3%
Other	3	5	3	2	3	1	3	5	4	4	4	19	56	37	51%
Gain/Loss on Securities	0	-5	-1	0	0	0	0	0	0	0	0	0	-6	0	(100%)
<b>Total Revenues</b>	<b>78</b>	<b>97</b>	<b>98</b>	<b>126</b>	<b>65</b>	<b>126</b>	<b>60</b>	<b>56</b>	<b>89</b>	<b>91</b>	<b>135</b>	<b>176</b>	<b>1197</b>	<b>1103</b>	<b>9%</b>
<b>Expenses:</b>															
Exhibits & Education	27	50	15	29	26	28	25	22	35	27	26	37	347	373	7%
Marketing & Memberships	33	15	22	14	9	12	19	20	17	12	18	30	221	212	(4%)
Management & General	22	27	31	33	28	31	31	27	34	30	41	54	389	338	(15%)
Fundraising	1	7	13	55	7	4	3	3	3	3	6	7	112	57	(96%)
Store	10	15	11	13	11	13	6	10	9	13	18	17	146	159	8%
Functions	5	5	7	4	5	5	6	4	3	3	3	8	58	57	(1%)
Museum Wharf Expenses	20	19	20	20	21	22	20	20	20	20	20	21	243	237	(3%)
<b>Total Expenses</b>	<b>118</b>	<b>138</b>	<b>119</b>	<b>168</b>	<b>107</b>	<b>115</b>	<b>110</b>	<b>106</b>	<b>121</b>	<b>108</b>	<b>132</b>	<b>174</b>	<b>1516</b>	<b>1433</b>	<b>(6%)</b>
<b>Net Revenues (Expenses)</b>	<b>-40</b>	<b>-41</b>	<b>-21</b>	<b>-42</b>	<b>-42</b>	<b>11</b>	<b>-50</b>	<b>-50</b>	<b>-32</b>	<b>-17</b>	<b>3</b>	<b>2</b>	<b>-319</b>	<b>-330</b>	<b>3%</b>

THE COMPUTER MUSEUM  
 CAPITAL FUND FY89 TRACKING SHEET  
 JULY 19, 1989

	Act. 7/88	Act. 8/88	Act. 9/88	Act. 10/88	Act. 11/88	Act. 12/88	Act. 1/89	Act. 2/89	Act. 3/89	Act. 4/89	Act. 5/89	Act. 6/89	Total	FY89 Budget	Variance
<b>Revenues:</b>															
Contributions	3	14	17	1	10	32	41	271	-15	-4	16	22	408	769	(47%)
Exhibit Funding	0	0	20	15	0	3	12	0	1	5	0	20	76	400	(81%)
Gain/Loss on Securities	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%
<b>Total Revenues</b>	<b>3</b>	<b>14</b>	<b>37</b>	<b>16</b>	<b>10</b>	<b>35</b>	<b>53</b>	<b>271</b>	<b>-14</b>	<b>1</b>	<b>16</b>	<b>42</b>	<b>484</b>	<b>1169</b>	<b>(59%)</b>
<b>Expenses:</b>															
Exhibits	0	0	0	1	2	1	4	3	4	3	3	12	33	325	90%
Exhibit Administration	15	19	17	14	15	18	20	14	15	25	19	19	210	205	(2%)
Fundraising	7	8	14	13	5	11	11	10	7	13	12	7	118	118	0%
Wharf Mortgage	14	13	14	13	14	13	14	13	14	14	13	12	161	162	0%
<b>Total Expenses</b>	<b>36</b>	<b>40</b>	<b>45</b>	<b>41</b>	<b>36</b>	<b>43</b>	<b>49</b>	<b>40</b>	<b>40</b>	<b>55</b>	<b>47</b>	<b>50</b>	<b>522</b>	<b>810</b>	<b>36%</b>
<b>Net Revenues(Expenses)</b>	<b>-33</b>	<b>-26</b>	<b>-8</b>	<b>-25</b>	<b>-26</b>	<b>-8</b>	<b>4</b>	<b>231</b>	<b>-54</b>	<b>-54</b>	<b>-31</b>	<b>-8</b>	<b>-38</b>	<b>359</b>	<b>(111%)</b>

THE COMPUTER MUSEUM  
Operating

FY 1987-1990  
Cash Need and Use

	<u>FY '86</u>	<u>FY '87</u>	<u>FY '88</u>	<u>FY '89</u>
Restricted	20	30	75	75
Corp. - unrestricted	268	250	300	300
Fdn./Gov't. - unres.			50	100
Ind. - unres.	12	30	75	100
Corp. Membership	125	150	180	200
Benefits	75	75	75	85
	<u>500</u>	<u>535</u>	<u>755</u>	<u>860</u>

3/88

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THE COMPUTER MUSEUM  
CORPORATE MEMBERS BY EXPIRATION  
JUNE 12, 1986

FY '86 =====	MEMBER SINCE =====	BUDGETED =====	RENEWALS DUE =====	RECEIVED =====
-----------------	-----------------------	-------------------	-----------------------	-------------------

OVERDUE IN FY'86  
=====

Intel Corp (Mar)	83		3000	
Orange Nassau (Mar)	85		1000	
Cullinane (Apr)	85		1000	
Foley Hoag & Eliot (Apr)	86		1000	
Honeywell (Apr)	85		3000	
Manufacturers Trust (Apr)	85		1500	
Prudential Ins. Co. (Apr)	85		3000	
Regis McKenna (Apr)	85		3000	
Standard Oil Company (Apr)	85		1000	
			-----	
			17500	

APRIL  
=====

TOTALS		-----		-----
		10000		13750

MAY  
=====

Automatix	86		1000	
Boston Globe	85		1000	
General Computer Company	85		3000	
Greylock (H. Cox)			1000	
		-----	-----	-----
		10000	6000	8500

JUNE  
=====

Bitstream	85			3000
Burroughs Corporation	84			2625
IBM	84			15000*
Pencept	85		1000	
Prime	85		2500	
Sperry			10000	
		-----	-----	-----
		20000	13500	20625

=====

TOTAL FY '86		145000	42750	130875
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=====

FY '87 =====	MEMBER SINCE =====	BUDGETED =====	RENEWALS DUE =====	RECEIVED =====
-----------------	-----------------------	-------------------	-----------------------	-------------------

JULY



=====

Bolt Beranek Newman	83	1000
MASSCOMP	84	3000
Microsource Financial	85	3000
	-----	-----
	10000	7000

AUGUST

=====

/u/s/r/group	85	3000
McGraw Hill, Inc.	84	2500
Sanders	86	10000
	-----	-----
	17500	15500

SEPTEMBER

=====

Citicorp (USA), Inc.	85	1000
GTE Data Services, Inc.	84	1000
GTE Laboratories, Inc.	85	1000
	-----	-----
	7500	3000

OCTOBER

=====

Addison-Wesley	84	3000
DECUS	83	3000
Draper Laboratories	84	3000
MICOM-Interlan, Inc.	84	1000
MITRE Corporation	82	3000
NEC Systems Laboratory	84	3000
Peat Marwick & Mitchell	85	1000
Pell Rudman & Co., Inc.	85	1000
	-----	-----
	20000	18000

NOVEMBER

=====

Arthur Andersen & Co.	85	1000
Coopers & Lybrand	85	3000
LTX Corporation	85	1000
Pathway Design	85	1000
PC Magazine	85	1000
Polese-Clancy, Inc.	85	1000
Shawmut Corporation	85	1000
	-----	-----
	10000	9000

DECEMBER

=====

Bank of Boston	84	1000
Boston Safe Deposit & Trust	85	1000
Deloitte Haskins & Sells	85	1000
Teradyne	85	500
	-----	-----
	7500	3500

JANJARY

=====

BusinessLand	85	1000
Lotus Development Corp.	86	3000
Ropes & Gray	86	3000
		-----
	10000	7000

FEBRUARY

=====

Analog Devices	84	1000
The Travelers Companies	83	3000
XRE	85	1000
		-----
	7500	5000

MARCH

=====

Dane Falb Stone	85	1000
Gould Foundation, Inc.	85	1000
IEEE	82	2500
PSDI	86	1000
Phoenix Software	86	3000
Raytheon	86	10000
		-----
	20000	18500

APRIL

=====

Adage	85	1000
BayBanks	86	1000
Bank of New England	86	1000
Data Translation	86	3000
Gaston Snow & Ely Bartlett	86	3000
GenRad	86	1000
Index Technology	86	1000
Price Waterhouse	86	1000
SUN Microsystems, Inc.	86	3000
Teradyne	85	1000
		-----
	15000	16000

MAY

=====

Arthur D. Little, Inc.	84	1000
Automatix	86	1000
Bank of New England	86	1000
Dentsu Incorporated (NY)	86	3000
Goldman, Sachs & Co.	86	1000
INNOVA	86	1000
PSDI	86	1000
Warner & Stackpole	86	1000
		-----
	10000	10000

JUNE

=====

(SEE JUNE FY '86)		-----
	15000	

=====

TOTAL FY '87	150000	104500
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NOTES

=====

\*Corporate Unrestricted Gift

GOOD PROSPECTS

=====

TRY AGAIN SEPTEMBER '86

Kidder Peabody		1000
NCR		1000
Paine Webber		1000
Venture Founders	84	3000
ZBR Publications	85	1000
		-----
		7000

The Computer Museum  
Fund-raising Implementation FY 1987

	Completion date
<u>1. Capital Campaign</u>	
a. Itemized Goals	
Building purchase - \$2,500,000	Mar 1988
Exhibits - 1,000,000	Jul 1989
Administration - 300,000	Jul 1990
Endowment - 3,500,000	Jul 1990
Total <span style="float: right;">-----</span>	
\$7,300,000	
b. Publish case statement- use naming opportunities as theme	Sep 1986
c. Reorganize Capital Campaign committee	Jul 1986
d. Hold monthly strategy meetings	through Jul 1990
e. Close on 10 prospects a month (average) (one on one or group solicitations + follow up)	through Jul 1990
f. Hold 10 dinners a year for the purpose of closing and cultivating prospects	through Jul 1990
g. Hold a Naming Ceremony once a year	through Jul 1991
<u>2. Corporate membership</u>	
a. Create Corporate membership Committee	Sep 1986
b. Create Corporate sponsored lecture series (6 a year) (Computer industry sponsored)	Oct 1986
c. Continue Breakfast Seminars (6 a year)	ongoing
d. Review Corporate membership benefits and reprint corporate membership brochure	Oct 1986
e. Corporate Membership Goal FY 87 -- \$175,000	Jun 1987

f. Solicit corporate memberships ongoing

3. Benefits

a. Confirm plans for Sept. 24, Benefit Jun 1986  
b. Hold benefit (Goal - \$10,000) Sep 1986  
c. Organize Benefit Committee Oct 1986  
d. Begin planning for February Auction Oct 1986  
e. Hold Auction (Goal - \$35,000) Feb 1987  
f. Begin planning for June Benefit Feb 1987  
g. Hold Annual Benefit (Goal - \$30,000) Jun 1987

4. Annual Fund

a. Identify Annual Fund Chairman Jun 1986  
b. Begin developing Annual Fund concept (Goal - \$50,000) Aug 1986  
c. Print and mail Annual Fund solicitation Oct 1986  
d. Hold phonathon Nov 1986  
e. Send Annual Fund reminder Apr 1987

The Computer Museum

4

Capital Campaign

Pledge/ Gift # Average	Name	Initial Presentation	Closer	Negotiations	Notes
Trustees					
562000	1 Bell				
268000	1 Poduska	Gwen Bell	Gwen Bell	Oleksiw	Gwen asked for first 50,000; Oleksiw 200,000
207000	1 K. Olsen	Gwen Bell	Donaldson Everett		
200000	1 Mead	Gordon Bell	Gordon Bell		no confirmation above the 40,000 already received
50000	1 Noyce	Gordon Bell	Gordon/Gwen	Oleksiw	Poduska letter, Oleksiw follow up
35000	1 Kapur	McGovern Gwen Bell	Gwen Bell	Oleksiw	Gwen Bell first 10,000; Oleksiw 25,000
27000	1 Klein	Linsalata Gwen Bell	Oleksiw	Oleksiw	Oleksiw first 10,000; Poduska letter
15000	1 Johnson	Gordon Bell	Gordon Bell	Oleksiw	Poduska letter, Oleksiw follow up
10500	1 Bloch	Gwen Bell	Gwen Bell		
10500	1 Tomash	Gwen Bell	Gwen Bell		
8500	1 McKinney	Gwen Bell	Gwen Bell		
6000	1 Donaldson	Gwen Bell	Gwen Bell		
5000	1 Sammett	Gwen Bell	Gwen Bell	Oleksiw	Poduska letter, Oleksiw follow up
5000	1 Everett	Gordon Bell	Gwen Bell	Oleksiw	Poduska letter, Oleksiw follow up
5000	1 Bachman	Gwen Bell	Gwen Bell		
5000	1 Knowles	Gordon Bell	Gwen Bell		
4096	1 Lacey	Gordon Bell	Gwen Bell		
2000	1 McGovern	Gwen Bell	Gwen Bell		
1000	1 Rotenberg	Gwen Bell	Gwen Bell		
1000	1 Selfridge	Gwen Bell	Poduska letter	Oleksiw	
1000	1 Cragon	Gordon Bell	Poduska letter	Oleksiw	
1428596	21 Total				
68028					

Individuals

54000	1 Hendrie	Gordon Bell	Gordon Bell	Oleksiw	Gordon first 4,000, Oleksiw follow up
51500	1 Burkhardt	Gordon Bell	Gordon Bell		
32000	1 Fisher	Gordon Bell	Gwen Bell		
30000	1 Richardson	Gordon Bell	Gwen Bell	Oleksiw	Gwen first 5,000; Oleksiw 25,000
29000	1 Watson	Gwen Bell	Oleksiw	Oleksiw	
25000	1 Drane	Gwen Bell	Gwen Bell		
25000	1 Nelson	Gordon Bell	Gwen Bell		
25000	1 Sporck	Gordon Bell	Gordon Bell		
25000	1 Severino	Gordon Bell	Oleksiw		
19800	1 Saart	Gwen Bell	Gwen Bell		
19000	1 Sutherland	Gordon Bell	Gordon Bell		
18000	1 Metcalf	Gordon Bell	Gwen Bell		
10300	1 Ross	Gwen Bell	Gwen Bell		
10300	1 Anderson	Gwen Bell	Gwen Bell		
10111	1 S Olsen	Gordon Bell	Gwen Bell		
10000	1 Hindle	Gwen Bell	Gwen Bell		
10000	1 Planitzer	Severino	Severino		
8100	1 Jones	Gwen Bell	Gwen Bell		
5000	1 Congleton	Gwen/Gordon	Gwen/Gordon		
5000	1 Foster	Gordon Bell	Hendrie		
5000	1 Maguire	Gwen Bell	Gwen Bell		
5000	1 Robelen	Bradstreet	Bradstreet		
5000	1 Marill	Gordon Bell	Gordon Bell		
5000	1 McCracken	Gwen Bell	Gwen Bell		
4500	1 Forrester	Gordon Bell	Gordon Bell		
4000	1 Cady	Gordon Bell	Gordon Bell		

4000	1	Linsalata	Gwen Bell	Oleksiw	
4000	1	Clarke	Severino	Severino	
4000	1	Waite	Gwen Bell	Oleksiw	
4000	1	Brewer	Klein	Oleksiw	
80000	20	20 Individuals	Gwen Bell	Gwen Bell	at 4K; letters
31000	42	42 Individuals	Gwen Bell	Gwen Bell	<4K; letters

577611 92 Total  
6278



Corporations

100000	1 Data General	Gwen Bell	Gwen Bell	Oleksiw	low level follow up by Oleksiw
100000	1 Wang	Gordon Bell	Gordon Bell Donaldson		
90000	1 Apollo	Gwen Bell	Oleksiw	Oleksiw	
90000	1 Control Data	Gwen Bell	Chinn	Gwen Bell	
		Chinn			
60000	1 Mitre	Gwen Bell	Gwen Bell	Oleksiw	Gwen first 10,000; Oleksiw 50,000
50000	1 Bank of America	Richardson	Gwen Bell	Oleksiw	
		Gwen Bell			
50000	1 IDG	Gwen Bell	Gwen Bell	Oleksiw	
50000	1 AT&T	Gwen Bell	Oleksiw	Oleksiw	
50000	1 ComputerLand	Watson	Watson	Oleksiw	
		Gwen Bell			
25000	1 Boston Globe	Gwen Bell	Gwen Bell		
10000	1 Index	McKenney	McKenney		
10000	1 Software Results	Gwen Bell	Gwen Bell		
5000	1 Gaston Snow	Franklin	Franklin		
5000	1 Liberty Mutual	Gwen Bell	Oleksiw	Oleksiw	
5000	1 Travelers	Gwen Bell	Gwen Bell	Welch	
4000	1 3 Com	Gordon Bell	Metcalf		
4000	1 Ford Motors	Gwen Bell	Gwen Bell	Oleksiw	
4000	1 Houghton-Mifflin	Gwen Bell	Gwen Bell	Oleksiw	
4000	1 Microsoft	Gordon Bell	Gwen/Gordon		
4000	1 ICL	Gwen Bell	Gwen Bell		

4000	1	General Systems	Gwen Bell	Gwen Bell	
4000	1	Regis McKenna	Gwen Bell	Oleksiw	Oleksiw
4000	1	American Mgmt Sys	McKenney	McKenney	
4000	1	New York Air	McKenney	McKenney	
4000	1	Nolan Norton	McKenney	McKenney	
4000	1	Stratus	Gordon Bell	Gordon Bell	
4000	1	Meditech	Erie	Oleksiw	
3500	1	Boris Color Labs	Gwen Bell	Striapel	
2500	1	DECUS	Gwen Bell	Gwen Bell	
2000	1	Draper Labs	Gwen Bell	Parkhurst	Oleksiw

756000 30 Total  
25200

Foundations

10000	1	Systems Dev. Found.	Gwen Bell	Gwen Bell	
7500	1	Anonymous	Striapel	Striapel	

17500 2 Total  
8750

2779707 145 Total  
19170

**The Computer Museum  
Capital Campaign**

**Source of Gifts**

Original projections based on \$5,000,000			Actual as of Jun 6 1986			Remaining needed based on adjusted Actual			# of Gifts based on Actual		
Source	Amount	%	Source	Amount	%	Source	Amount	%	source	average gift	# of Gifts
Board	750,000	15	Board	1,401,000	51	Board	2,537,500	35	Board	68,000	37
Corp.	3,000,000	60	Corp.	756,000	28	Corp.	1,812,500	25	Corp.	25,200	72
Indiv.	500,000	10	Indiv.	567,300	21	Indiv.	2,827,500	39	Indiv.	6,300	449
Found.	750,000	15	Found.	17,500	1	Found.	72,500	1	Found.	8,700	8
<b>Total</b>	<b>5,000,000</b>		<b>Total</b>	<b>2,741,800</b>		<b>Total</b>	<b>7,250,000</b>		<b>Average</b>	<b>19,200</b>	<b>378</b>

Notes: In the original Feasibility study foundations were defined as personal foundations of individuals within the industry. To date, we have found that few individuals have created their own foundations.

The Computer Museum  
Capital Campaign

Gift Tables

Range of Gifts	Original based on the Feasibility Study			Actual as of Jun 6, 1986		Projected based on the Actual		
	# of Prosp	# Of Gifts	Total	# of Gifts	Total	# of Prosp	# of Gifts	Total
1,000,000	--	2	2,000,000					
500,000	3	1	500,000	1	562,000	6	2	1,000,000
250,000	6	2	500,000	3	675,000	27	9	2,250,000
100,000	12	4	400,000	4	380,000	33	11	1,100,000
50,000	24	8	400,000	8	415,000	60	20	1,000,000
25,000	48	16	400,000	13	334,800	102	34	850,000
10,000	120	40	400,000	12	110,000	96	32	320,000
5,000	240	80	400,000	54	231,100	438	146	730,000
<4k				47	35,500			
Totals	453	153	5,000,000	142	2,743,400	762	254	7,250,000

Notes: Prosp = prospects

The Computer Museum  
Capital Campaign

FY 1987-1990  
Cash Need and Use  
*6/30 fiscal yr.*

FY	Building	Admin.	Endowment	Exhibits	Loan	Total
1984A	0	89,600	0	189,400		279,000
1985A	0	91,700	0	1,267,300	(a)	1,359,000
1986	0	142,000	0	30,000	200,000	372,000
1987	1,500,000	125,000	0	500,000		2,125,000
1988	1,000,000	100,000	200,000	500,000		1,800,000
1989	0	100,000	1,165,000	500,000		1,765,000
1990	0	100,000	2,200,000			2,300,000
Total	2,500,000	748,300	3,565,000	2,986,700	200,000	10,000,000

*15% of fund raising*

Notes: (a) a line of credit was used to finish exhibits

The Computer Museum  
Capital Campaign

FY 1987-1990  
Cash Need and Use

FY	Building	Admin.	Endowment	Exhibits	Loan	Total	Pledges	Cumulative Pledges	Pledges Due
1984	0	89,600	0	189,400		279,000	625,500		
1985	0	91,700	0	1,267,300	(a)	1,359,000	1,588,500	2,214,000	
1986	0	142,000	0	30,000	200,000	372,000	529,000	2,743,000	
1987	1,500,000	125,000	0	500,000		2,125,000	2,419,000	5,162,000	265,385
1988	1,000,000	100,000	200,000	500,000		1,800,000	2,419,000	7,581,000	158,909
1989	0	100,000	1,165,000	500,000		1,765,000	2,419,000	10,000,000	62,524
1990	0	100,000	2,200,000			2,300,000			16,000
Total	2,500,000	748,300	3,565,000	2,986,700	200,000	10,000,000			502,818

Notes: (a) a line of credit was used to finish exhibits

C O N F I D E N T I A L

THE COMPUTER MUSEUM  
CAMPAIGN CASH FLOW  
FY '86 and beyond

June 12, 1986

	BUDGETED FY '86 =====	AMOUNT DUE ON PLEDGE =====	RECEIVED =====	ADD. NEEDED TO MEET BUDGET =====
DELINQUENT ' 86				
=====				
Belden (Nov.)		250		
Liberty Mutual (March)		2500		
Software Result (April)		2500		
		----		
TOTAL		5250		93643
MAY '86				
=====				
Levy (March)			100	
Hoffman			250	
Tomasic			250	
Gilmore			256	
AT&T			25000	
Foster		5000		
Poduska		50000		
		-----		
MAY TOTALS	60000	55000	25856	0
	=====	=====	=====	=====
JUNE '86				
=====				
Eisner		250		
Kilby			1024	
Koogler		1024		
IDG, Inc.		5000		
Planitzer		10000		
Kapor			15000	
		-----		
JUNE TOTALS	78300	16274	16024	46002
	=====	=====	=====	=====
=====				
TOTALS FY '86	530050	76524	334739	118787
=====				

FY '87

JULY '86

=====

Mallery 1024

-----

1024

=====

AUGUST '86

=====

ICL 1024

ComputerLand 12500

Wang 20000

-----

33524

=====

SEPTEMBER '86

=====

Sites 512

Microsoft 1024

Hewlett Packard 20000

-----

21536

=====

OCTOBER '86

=====

Kent 512

New York Air 1000

Thorndike 1024

Claussen 1024

General Systems Group 1024

Morrill 1024

Hirshberg 1365

IDG 5000

MITRE 10000

-----

21973

=====

NOVEMBER '86

=====

Belden 250

American Management Systems 1000

Wolfson 1000

Houghton Mifflin 1024

Linsalata 1024

Wiggins 1024

ComputerLand 12500

-----

17822

=====

DECEMBER '86

=====

Donini 50

Welmers 100

Auerbach 250

Huber 250

Guatelli 250



Whelan	250
Perkins	512
Everett	800
Congleton	1000
Meditech	1000
Nolan Norton and Co.	1000
D'Arbeloff	1024
Brewer	1250
Sporck	5000
Hendrie	6250
Severino	8500
Control Data Corporation	50000

-----  
77486  
=====

1 9 8 7  
JANUARY '87  
=====

McCracken	1000
Payne	1000
Hindle	1000
Jones	1000
McWilliams	1024
Ford Motor	1024
Apollo Computer	5000
Nelson	5000

-----  
16048  
=====

FEBRUARY '87  
=====

MARCH '87  
=====

Levy	100
Price	1000
Waite	1000
Bank of America	20000

-----  
22100  
=====

APRIL '87  
=====

Kotok	100
Hoffman	250
Cady	1024
Index Systems	2500
Software Results	2500
Apollo Computer	15000

-----  
21374  
=====

MAY '87  
=====

Poduska	50000
---------	-------

-----  
50000  
=====

JUNE '87	
=====	
Epsner	250
Kilby	1024
Koogler	1024
	-----
	2298
	=====
TOTAL FY '87	285385
	=====
JULY '87	
=====	
Mallery	1024
ICL	1024
AUGUST '87	
=====	
Wang	20000
SEPTEMBER '87	
=====	
Sites	512
Microsoft	1024
OCTOBER '87	
=====	
Kent	512
New York Air	1000
Thorndike	1024
Claussen	1024
Morrill	1024
General Systems Group	1024
Hirshberg	1365
IDG	5000
NO VEMBER '87	
=====	
Belden	250
American Management Systems	1000
New York Air	1000
Wolfson	1000
Houghton Mifflin	1024
Linsalata	1024
Wiggins	1024
Servino	8500
MITRE	10000
DECEMBER '87	
=====	
Donini	50
Welmers	100
Auerbach	250
Huber	250
Guatelli	250
Perkins	512
Congleton	1000
Meditech	1000
D'Arbeloff	1024
Watson	4096
Sporck	5000
Hendrie	6250

1 9 8 8	
JANUARY '88	
=====	
McCracken	1000
Payne	1000
Ford Motor	1024
FEBRUARY '88	
=====	
Nelson	5000
MARCH '88	
=====	
Levy	100
Hindle	1000
Waite	1000
Price	1000
deVitry	1000
APRIL '88	
=====	
Kotok	100
Hoffman	250
Cady	1024
Apollo Computer	15000
MAY '88	
=====	
Poduska	50000
JUNE '88	
=====	
Eisner	250
TOTAL FY 1988	----- 158909 -----
AUGUST '88	
=====	
Wang	20000
OCTOBER '88	
=====	
IDG	5000
MITRE	10000
DECEMBER '88	
=====	
Sporck	5000
Hendrie	6250
1 9 8 9	
FEBRUARY '89	
=====	
Apollo	15000
APRIL '89	
=====	
Hoffman	250
Cady	1024
TOTAL FY 1989	----- 62524

=====

1 9 9 0  
FEBRUARY '90  
=====

APRIL '90  
=====

Hoffman 250  
Apollo Computer 15000

1 9 9 1  
APRIL '91  
=====

Hoffman 250

1 9 9 2  
APRIL '92  
=====

Hoffman 250

1 9 9 3  
APRIL '93  
=====

Hoffman 250

TOTAL FY '90 - FY '93  
-----  
16000  
=====

NO DATE  
=====

Watson land  
Bell

(appraised at \$25,000)  
(68,000 shares of Encore)

Individual Capital Campaign Donations  
20-FEB-85

<u>Pledged</u>	<u>Received To Date</u>	<u>Matching Funds</u>	<u>Donor</u>
10,356	10,356		Anderson, Lois/Harlan E.
1,250	500		Auerbach, Isaac L. (5 years)
5,000	3,225		Bachman, Constance/Charles (3 years)
1,000	1,000		Banning, John
1,000	250		Belden Jr., G.C. (4 years)
500,000	562,671		Bell, Gwen/Gordon
1,000	1,000	1,000	Bertocchi, Alfred M. °DEC§
3,500	3,500	7,000*	Bloch, Erich/Renee °IBM§
100	100		Brooks, Dr. Fred P.
250	250		Brown, Gordon S.
1,000	3,000	2,000*	Brown, Lawrence G. °IBM§
51,500	51,500		Burkhardt III, Henry
100	100		Burley, James R.
100	300	200*	Carlson, Walter M. °IBM§
4,061	4,061		Cheheyl, Steve
4,096	3,438		Chinn, Robert C./Eleanor W.
4,096	2,048		Claussen, Robert G. (4 years)
5,000	2,000		Congleton, William H. (4 years)
1,000	1,000		Cox
250	500	250*	Crouse, Henry °DEC§
4,000	950		D'Arbeloff, Alex (4 years)
4,096	2,096		de Valpine, Jean (2 years)
4,096	4,096		de Vitry, Arnaud (gift of Henri Doll)
6,000	6,000		Donaldson, David
250	100		Donini, Patrick M. (5 years)
25,000	25,000		Drane, Douglas
300	300	300	Eggers, Thomas W.
1,250	250		Eisner, Dan L. (5 years)
5,000	500		Everett, Robert R. (3 years)
250	500	250*	Fagerquist, Ulf & Helene °DEC§
1,000	1,000		Farmer, Robert A.
100	100		Feustel, Edward Alvin
32,063	32,063		Fisher, Kenneth G.
4,494	4,494		Forrester, Jay W.
500	500		Frisbie, Alan E.
250	250		Griffith, John
50	50		Gross, Stephen
1,250	500		Guatelli, Roberto A. (5 years)
200	400	400/200*	Haddad, Jerrier A. °IBM§
500	500		Henderson
4,096	4,096		Hendrie, Gardner
5,000	2,140	5000/1000*	Hindle, Winston R. °DEC§, (5 years)
4,096	1,365		Hirshberg, Peter (3 years)
2,500	500		Hoffman, , Robert B. (10 years)
1,250	500		Huber, M. Ernest (5 years)
13,000	10,000		Johnson, Ted (5 years)
4,192	3,225	4,000/1000*	Jones, John Allen (4 years) °DEC§
10,000	10,000		Kapor, Mitchell
2,048	5124	2,048/512*	Kent, Allan (4 years) °DEC§
4,096	1,024		Kilby, Jack S. (4 years)
27,000	24,688		Klein, August
5,000	5,000		Knowles, III, Andrew C.
250	200	250*	Kocher, Bryan S. °Chase Manhattan§
4,096	1,024		Koogler, David (4 years)

Individual Capital Campaign Donations  
20-FEB-85

<u>Received Pledged</u>	<u>Received Matching To Date</u>	<u>Matching Funds</u>	Donor
500	300	500/100*	Kotok, Alan °DEC\$, (5 years)
4,096	4,096		Lacey, John W.
250	750	500*	Langdon Jr. Glen G. °IBM\$
500	200		Levy, John V. (5 years)
4,096	1,024		Linsalata, Ralph/Linda (4 years)
5,000	1,024		Maguire, John (4 years)
4,096	2,048		Mallery, Richard Davis (4 years)
5,000	5,000		Marill, Thomas
5,000	1,000		McCracken, Daniel D. (5 years)
8,596	4,056		McKenney, James/Mary (2 years)
4,096	2,048		McWilliams, Dr. & Mrs. T. (4 years)
40,000	40,000		Mead, Carver
17,000	17,000		Metcalf, Robert
4,096	1,024		Morrill, Robert M.
25,000	15,000		Nelson, David & Pat (5 years)
250	250		Newcomer, Joseph
50,000	54,940		Noyce, Robert (2 years)
206,325	206,325	1,000	Olsen, Ken °DEC\$
10,111	10,111		Olsen, Stanley C.
4,000	1,000		Payne, John
2,048	512	2,048	Perkins, Edward (4 years)
1,000	1,000		Pettinella, Nicholas/Nancy (4 years)
100	100		Pollack, J. Eric
80,000	68,250		Poduska, William
4,096			Price, Robert
30,000	29,999		Richardson, Fontaine
250	250		Roe-Hafer, Ann
1,000	1,000		Rose, Dan
10,378	10,378		Ross, Douglas
1,000	1,000		Rotenberg, Jonathan
250	500	250*	Samek, Michael J. °Celanese Corp.\$
1,180	1,180	2,360/200*	Sammert, Jean E. °IBM\$
25,000			Severino, Paul
100	100	100	Shields III, John J. °DEC\$
4,096	4,096		Shugart, Alan
2,298	1,024	2,298/762*	Sites, Richard (4 years) °DEC\$
19,800	19,800	1,000*	Smart, Ron
25,000			Sporck, Charles E. (5 years)
100	100		Stark, John (2 years)
500	500		Steinmann, Max J.
19,000	19,000		Sutherland, Ivan
4,096	1,028	4,000/1000*	Thorndike, Del (4 years) °DEC\$
10,000	10,575		Tomash, Erwin & Noelle
4,096	1,024		Waite, Charles (4 years)
16,384	4,096		Watson, Steve L.
500	200		Welmers, Thomas E. (5 years)
4,096	2,052		Wiggins, Jr., Harvey W. (4 years)
4,000	1,000		Wolfson, William (4 years)
-----	-----	-----	
1,440,312	1,345,294	36,654/14,820*	

\* indicates matching gift has been received by Museum.

C O N F I D E N T I A L

THE COMPUTER MUSEUM  
LEADERSHIP GIFTS AND PLEDGES  
November 26, 1985

	PLEDGE	TOTAL RECEIVED	TOTAL PLEDGED	
<u>Board/Trustees</u>				
1 à	500,000	562,671	562,671	Bell
1 à	207,325	207,325	207,325	Olsen(DEC)
1 à	200,000	40,000	200,000	Mead
1 à	80,000	68,250	118,250	Poduska
1 à	50,000	54,940	50,000	Noyce
1 à	27,000	10,000	27,000	Klein
1 à	20,000	20,000	20,000	Kapor (100,000)
1 à	13,000	10,000	13,000	Johnson
1 à	10,575	10,575	10,575	Tomash
1 à	10,500	10,500	10,500	Bloch(IBM)
1 à	10,000	8,000	10,000	Everett
1 à	8,596	4,356	8,596	McKenney
1 à	6,000	6,000	6,000	Donaldson
1 à	5,040	1,380	5,040	Sammett(IBM)
2 à	5,000	6,400	10,000	Bachman/Knowles
1 à	4,096	4,096	4,096	Lacey
3 à	1,000	2,000	3,000	Rotenberg/Selfridge/Cragon
		-----	-----	
		1,025,493	1,266,053	

	PLEDGED	TOTAL RECEIVED	TOTAL PLEDGED	
<u>Individuals</u>				
1 à	51,500	51,500	51,500	Burkhardt
1 à	32,000	32,000	32,000	Fisher
1 à	30,000	30,000	30,000	Richardson
4 à	25,000	35,000	100,000	Drane/Nelson/Sporck/Severino
1 à	19,800	19,800	19,800	Smart
1 à	19,000	19,000	19,000	Sutherland
1 à	18,000	18,000	18,000	Metcalfe
1 à	16,384	4,096	16,384	Watson
1 à	10,378	10,378	10,378	Ross
1 à	10,356	10,356	10,356	Anderson
1 à	10,111	10,111	10,111	Olsen
1 à	10,000	9,841	10,000	Hindle(DEC)
1 à	8,192	4,225	8,192	Jones(DEC)
4 à	5,000	14,000	20,000	Congleton/Maguire/Marill/McCracken
1 à	4,494	4,494	4,494	Forrester
21 à	4,096	24,232	86,016	Chinn/Claussen/D'Arbeloff/deValpine/ deVitry/Hendrie/Hirshberg/Kent(DEC)/ Kilby/Koogler/Linsalata/Mallery/ McWilliams/Morrill/Perkins(DEC)/ Price/Sites/Shugart/Thorndike(DEC)/ Waite/Wiggins
1 à	4,061	4,061	4,061	Cheheyl
2 à	4,000	2,000	8,000	Payne/Wolfson
42 à	<4,000	19,650	30,796	
		-----	-----	
		322,744	489,088	



	PLEGGED	TOTAL RECEIVED	TOTAL PLEGGED	
<u>Corporations</u>				
1 à	800,000	200,000	800,000	Digital Equipment
2 à	100,000	25,000	200,000	Data General/Wang
1 à	90,000	15,000	90,000	Apollo Computer
1 à	60,000	20,000	60,000	MITRE
4 à	50,000	77,500	200,000	Bank of America/IDG/AT&T/ ComputerLand
1 à	40,000	40,000	40,000	Control Data
1 à	25,000	12,500	25,000	Boston Globe
2 à	10,000	5,000	20,000	Software Results/Index
2 à	5,000	7,250	10,000	Gaston Snow/Liberty Mutual
7 à	4,096	24,576	28,672	3COM Corporation/Ford Motor Co/ Houghton-Mifflin/Microsoft/ Int'l Computers Ltd/ General Systems/Regis McKenna
5 à	4,000	9,000	20,000	American Mgmt System/Meditech/New York Air/Nolan, Norton & Co./ Stratus
1 à	3,500	3,500	3,500	Boris Color Lab
1 à	2,480	2,480	2,480	DECUS
1 à	2,000	2,000	2,000	Draper Labs
		-----	-----	
		443,806	1,501,652	
<u>Foundations</u>				
		10,000	10,000	Systems Development Foundation
		-----	-----	
		10,000	10,000	
TOTALS TO DATE	1,802,043		3,266,793	
	=====		=====	

THE COMPUTER MUSEUM  
Capital Campaign

Source of Gifts

Original projections  
based on \$5,000,000

Actual  
as of Sept 30 86

Actual  
Restricted Gifts

Actual  
Unrestricted

Source	Amount	%	Source	Amount	%	# of Gifts	Actual			
							Exhibits	Building	Endowment	
Board	750,000	15	Board	1,581,000	47	24	40,000	0	20,000	1,521,000
Corp.	3,000,000	60	Corp.	1,007,000	30	31	355,000	0	0	652,000
Indiv.	500,000	10	Indiv.	765,000	22	103	172,000	0	86,000	507,000
Found.	750,000	15	Found.	18,000	1	2	7,500	0	0	10,000
<b>Total</b>	<b>5,000,000</b>		<b>Total</b>	<b>3,371,000</b>		<b>160</b>	<b>574,500</b>	<b>0</b>	<b>106,000</b>	<b>2,690,000</b>

Oct 13, 1986

# GASTON SNOW & ELY BARTLETT

ONE FEDERAL STREET  
BOSTON, MASSACHUSETTS 02110  
617/426-4600

TELEX: 94 0890 GASTON BSN  
CABLE: GASTOW  
TELECOPY: 617/426-6865  
617/350-6146

November 4, 1986

Ms. Gwen Bell  
Director  
The Computer Museum  
300 Congress Street  
Boston, MA 02210

Re: Development Program for Startup Computer Companies

Dear Gwen:

I am pleased to respond to your request for a summary of the legal implications of the Computer Museum development program for startup computer companies.

I understand that the Museum will provide to startup companies a package of Museum benefits in exchange for a gift to the Museum in the amount of 1% of the startup company's stock, to be issued at or prior to the issue of founder shares. The package of benefits will consist of a five-year corporate membership including as many admission passes as are requested and use of Museum facilities for press conferences, parties or other corporation functions at no charge except for out-of-pocket cleanup costs. The cost of a corporate membership to other corporations is \$10,000 per year at present, and includes only limited use of Museum facilities.

The tax consequences of the gift are that the corporation may take a charitable deduction in the year of the gift in the amount of the excess of the value of the shares donated (presumably the value paid by other founders at the same time or fair market value at the time if there is a market, which, of course, is unlikely) over the value of the corporate membership and the other benefits received from the Museum. Thus, in most cases the deduction will be nominal or zero, but also in most cases the startup company will not need a deduction, and in any event the motive for the gift is not tax savings.

In order to comply with Massachusetts and Delaware law, the board of directors must authorize the issue of shares to the Museum in exchange for consideration at least equal to the aggregate par value of the shares to be issued. It is my view that the

WILLIAM GASTON (1844-1894)  
FREDERIC E. SNOW (1886-1935)  
JOSEPH B. ELY (1905-1956)  
JOSEPH W. BARTLETT (1901-1960)

101 CALIFORNIA STREET  
SAN FRANCISCO, CALIFORNIA 94111

GASTON SNOW  
MOYA BAILEY BOWERS & JONES  
2198 EAST CAMELBACK ROAD  
PHOENIX, ARIZONA 85016

GASTON SNOW & ELY BARTLETT  
HALL & SWANN  
2801 PONCE DE LEON BOULEVARD  
CORAL GABLES, FLORIDA 33134

GASTON SNOW BEEKMAN & BOGUE  
14 WALL STREET  
NEW YORK, NEW YORK 10005

GASTON SNOW & ELY BARTLETT

Ms. Gwen Bell  
November 4, 1986  
Page Two

board of directors could properly value the benefits offered by the Museum at \$50,000 plus any additional value which can be attributed to the unlimited opportunity to use the Museum facilities for corporate purposes for five years. A resolution should be adopted by the board approving the issue of specific shares for such consideration.

The securities regulation implications of the proposed transaction are minimal: the issue of shares to the Museum would be for a different purpose and consideration than any other issue and, accordingly, would be a separate transaction which would not reduce the number of persons to whom shares could be offered under either federal or state private placement exemptions.

The corporation would account for the transaction by listing as issued and outstanding the number of shares donated to the Museum, crediting the capital account with the par value of such shares and accounting for the receipt of benefits from the Museum as paid-in capital and not income.

I believe the development program offers substantial benefit to startup companies through association with your well recognized institution and that participation in the program is imminently appropriate for every startup computer company to consider favorably. I would be pleased to help you in any way I can with the implementation of the program and would be glad to answer any questions which may arise in the course of your discussions with prospective donors.

Best regards,

J. Thomas Franklin

JTF:d

**The Computer Museum**  
*Capital Campaign Fund Raising Plan*

**The Computer Museum  
Development Committee  
December 15, 1986**

# **The Computer Museum**

## ***Capital Campaign Fund-raising Plan***

### **Background**

Fund raising at the Computer Museum has been accomplished in the past through the personal contacts and persistent efforts of the founders. In line with the continuing expansion to an industry wide museum a plan has been devised to expand the fund raising activities to include involvement of the major organizational elements. This includes the staff, trustees, and the board of directors.

This plan has been developed by first identifying donor groups, then sizing the groups for dollars available for donations. A solicitation strategy is then developed including "How to Ask", and "How Much" to ask for. A fund raising organization is put forth to involve the board of directors and trustees, staff, and development committee in the fund raising activity. Finally, goals are set through 1990 based on reasonable assumptions concerning number of prospects per solicitor and average size of donations.

## Results to Date

In order to give us a starting point we would like to recap the results which have been accomplished to date. The Computer Museum has received a total of \$7,007,337 in donations and pledges since it obtained non-profit status in 1982. This amount includes donations and pledges to the Capital Campaign, the annual fund, and DEC's contributions for Museum Wharf operations (the mortgage payments for the building are not included). During the first full year of the Capital Campaign (FY 85) over \$2 million was pledged and \$1.35 million was received in cash.

### **The Computer Museum Donations FY82-86**

Type	FY82-83	FY84	FY85	FY86	Pledged	Totals
•Annual						
•Unrest.---	356,568	246,060	266,603	252,649	515,000	
•Restric.---			12,765	26,223		
•Member--		185,791	181,751	206,804	50,000	
•Benefits--			24,045	66,530		2,390,789
•Capital---		311,701	1,358,985	370,472	1,411,390	3,452,548
•Wharf---		250,000	249,000	278,000	387,000	1,164,000
Total	<u>356,568</u>	<u>993,552</u>	<u>2,093,149</u>	<u>1,200,678</u>	<u>2,424,390</u>	<u>7,007,337</u>

The amount of money raised in fiscal years 1984 through 1986 (\$6.65 million) compares favorably to the amount projected to be raised (\$6.39 million) for both annual and capital funds in the feasibility study conducted by Robert J. Corcoran in 1983. These results are even more impressive when one considers that the fund-raising effort, both capital and annual, has been a limited one. There have been, at most, 6 individuals actively soliciting at any one time. The original fund-raising plan, based on the feasibility study, called for a capital campaign committee of between 30 and 40 solicitors and an annual fund committee of 3 or 4 people.

**The Computer Museum  
Donations Comparisons  
FY84-86**

	<b>FY84</b>			<b>FY85</b>			<b>FY86</b>		
	<u>Projected</u>	<u>Pledged</u>	<u>Cash In</u>	<u>Projected</u>	<u>Pledged</u>	<u>Cash In</u>	<u>Projected</u>	<u>Pledged</u>	<u>Cash In</u>
Annual	356,000	1,151,851	431,851	430,000	245,164	485,164	600,000	637,206	552,206
Capital	500,000	937,201	311,701	2,500,000	1,638,485	1,358,985	2,000,000	876,862	370,472
Wharf		1,164,000	250,000			249,000			278,000
<b>Total</b>	<u>856,000</u>	<u>3,253,052</u>	<u>993,552</u>	<u>2,930,000</u>	<u>1,883,649</u>	<u>2,093,149</u>	<u>2,600,000</u>	<u>1,514,068</u>	<u>1,200,678</u>

**Totals**

	<u>Projected</u>	<u>Pledged</u>	<u>Cash In</u>
Annual	1,386,000	2,034,221	1,469,221
Capital	5,000,000	3,452,548	2,041,158
Wharf		1,164,000	777,000
	<u>6,386,000</u>	<u>6,650,769</u>	<u>4,287,379</u>

**Capital Campaign Results - Phase I**

The Museum has received \$3,452,000 in cash and pledges in phase one of the Capital Campaign to date: \$1,007,000 (29%) has come from 31 corporations; 27 Board members account for \$1,716,000 (49%); 105 individuals have pledged \$713,000 (21%); and \$18,000 (1%) in grants has been received from 2 foundations. The average gift is \$21,000. We will call this Phase I.

Twenty (20) computer companies (hardware and software) and 11 non-computer firms (insurance companies, Banks, publishers, etc.) have made donations to date. Corporate gifts range from a high of \$250,000 to a low of \$2000 . The average gift is \$32,500 and the median gift is \$5000. The size of the gifts are relatively small.

The Board member's average gift is \$63,500 and the median gift is \$10,500. The average gift from 103 individuals is \$6700.



## Capital Campaign - Phase II

This Capital Campaign will provide donations which can be applied to the purchase of the building, development of exhibits, and endowment.

### **Capital Campaign - Prospects**

The Development Committee has reviewed potential donor pools (group segments). A criteria was developed for rating both the prospect pools and the prospects; size of donor pool, reasons for giving, potential to give, access to donors, cost of soliciting, and potential for closing. The following are the groups we have studied.

- Computer Related corporations**
- Individuals**
  - Founders and corporate executives
  - Senior technical and managerial personnel
  - Computer related employees
- Service providers to the computer industry**

**Computer Related Corporations** - According to Datamation magazine the computer business in 1985 was a \$150 Billion a year industry. This includes mainframes, minicomputers, microcomputers, peripherals, software, data communications, services, and maintenance. The profit after tax on the \$150 Billion is estimated at approximately \$15 Billion or 10%. A small percentage of this profit is the pool of capital that we can target as our annual goal for this segment. We should also note here that this annual profit should increase in the range of 20 to 30 % per year. Research provided by Datamation, and IDG has given us the following data concerning numbers of companies in this segment. There are 11,463 computer related firms in the domestic U.S., 940 of these are in Massachusetts. The top 100 national and international firms produced \$150 billion in revenues or 92% of the worldwide market. The breakout according to revenue of these firms is:

<u>\$10 to \$50M</u>	<u>\$50 to \$100M</u>	<u>\$100M+</u>
2,105 companies	122 companies	237 companies

**Individuals** - Individuals are grouped based on their source of success in the computer industry. In this manner we can develop a plan to approach each group and set the proper expectations for our solicitors.

Founders and Corporate Executives - A study was done by the development office to analyze the size of the fund raising opportunity with successful company founders and corporate executives. The companies reviewed were listed in the Datamation top 100 and as such did not include the new wave of successful smaller companies. The methodology for this study was to compile Dow Jones insider trading data on the top 100 corporations.

A complete list of individuals and stock ownership is available for review of interested parties but is not included in this report. A summary of the results is as follows:

- Datamation top 100 corporations
- 336 individuals
- Aggregate stock value as of 11/1/86 - \$8,000,000,000

We also found that there are approximately 70,000 individuals at the officer level in the 11,000+ U.S. computer related firms. The individuals who do not have large stock positions in their companies are typically paid high salaries which will put them into a category that is similar to the senior technical and manager level described in the next paragraph.

Senior Technical and Manager level - High technology companies tend to have high growth rates and as such hire senior level people to manage this growth. These individuals tend to be highly paid but equity poor in relation to the founding group. For our purposes we will consider a model for fundraising with this particular segment. In the U.S. there are 120,000 individuals which fit in this category.

- Assume an average annual salary of \$75,000
- Assume an average donation of 2.5% of annual salary or \$75,000  
( the national average is 2.5%of annual salary for charitable gifts)
- Total available donation pool =  $120,000 \times \$75,000 \times 2.5\% = \$225,000,000$

Computer related employees - The computer industry in the domestic U.S. employs approximately 3,500,000 people. Gifts here tend to be in the \$5 to \$50 range and require a mass media campaign. It is the opinion of the development committee that this group should be targeted for increasing attendance, individual memberships, and special promotional events. Once the museum has established a more formal relationship with this group they can be developed for follow on participation. This is a primary mass audience for the museum. A model for approaching this mass audience could be:

- Assume a hit rate of 0.25% of US employment or 8,750
- Assume a \$50 donation per individual
- Total donation is \$437,000

**Service Providers** - The service providers we are primarily interested in are firms which are highly dependent for their success on the computer industry. They will consist of accounting firms, law firms, venture capitalists, investment bankers, executive search, banks, advertising and public relations, and consultants. This group of firms is difficult to compile information about since many are privately held or partnerships. It is our intention to recruit onto the development committee an individual from this segment to provide the necessary guidance for the committee to develop this segment as a major contributor.

## How To Ask

After identifying the target donor groups, a solicitation strategy was developed to aid solicitors. The major elements in this are:

1. Present the compelling reason to support the museum.

or

How To Ask

2. Propose an amount and how the gift may be structured.

or

How Much to Ask For

**The Compelling Reason - Why should the target groups consider The Computer Museum in their giving plans?** The list of committed gifts and pledges over the last 4 years is evidence that the conclusion of this group of successful companies and individuals was that this museum is worth supporting. Today the founding companies and individuals of this industry have a unique opportunity to build a world class institution which is dedicated to:

- Educate and inspire all ages and levels of the public through dynamic exhibitions and programs on the technology, application, and impact of computers.
- Preserve and celebrate the history and understanding of computing worldwide.
- Be an international resource for research into the history of computing.

The museum has made significant progress since its founding within Digital Equipment Corporation. These accomplishments include:

- The acquisition of the most outstanding collection of computing equipment in the world today.
- A responsive Board of Directors consisting of corporate and institutional leaders worldwide.
- 20,000 square feet of developed exhibits utilizing state of the art computing
- Educational and advanced seminars given by industry leaders.
- An annual attendance of 80,000 and growing of which 25% are tourists and traveling business people.

The museum is a dynamic institution with key new efforts under way including:

- A collaborative effort with the Smithsonian Institution on collections.
- Two grants from federal and state agencies for support of educational programs.
- A collaboration with the Boston Computer Society on the development of a Computer Discovery Center to create an adjunct exhibit to provide a highly interactive "head start" computing exhibit for the public.
- The development of new exhibits on Artificial Intelligence and Software which are sponsored by leading companies and individuals in these fields.

**How Much To Ask For-** It is the intent here to provide guidelines for our solicitors so that they may feel able to make the reasonable case to a prospective donor for support of the museum. It should be noted here that the following are guidelines and individual circumstances may vary widely.

**Computer Related Corporations** - The asking model for this segment is linked to the after tax profit of the prospect company. Given the fact that successful companies will provide charitable giving in the range of 1 to 2% of profits, our goal is 0.1% of profits per year. If this model is applied to the entire computer related industry the results would be as follows:

IndustryGross Revenue -	\$150,800,000,000
10%Profit after tax -	\$15,800,000,000
Total available \$ (0.1% P.A.T.) -	\$15,800,000
5% Success rate -	\$790,000

If the industry were to grow at 20% per year, a 5% success rate would produce the following results per year:

	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>
5% success rate results	\$790K	\$948k	\$1137k	\$1409k	\$1690k	\$2028k

An example of an application of the above formula would be Digital. in FY 85 Digital had profits of \$400,000,000. The application of 0.1% of profit would yeild \$400.000 per year.

**Individuals** - With this segment we have two groups which have significantly different characteristics. Company founders will have major gains in their stock which is for all practical purposes obtained on a zero cost basis. Corporate executives who are not founders will be equity poor but have a high salary and/or bonus plan. It is for this reason that our asking model is different for each group.

**Founders**- For this group we are focusing on gifts of stock. Our asking model is 1% of an individual's position in a particular stock, to be given over a time frame that is most advantageous from a tax viewpoint for that individual. A simple example is as follows.

1. An individual realizes a gain on his zero basis founders stock of \$1,000,000.
2. A gift of 1% of that stock would yield \$10,000 to the Computer Museum.
3. For an individual in 1987 and not in the Alternate Minimum Tax the benefits with respect to federal tax are:
  - Tax savings of \$3,850
  - Tax avoided of \$2,800
  - Total tax savings of \$6,650

If we look at the research done on the Datamation 100 sample we find:

- 336 individuals
- Aggregate pretax stock value approx. \$8,000,000,000
- Total gift potential - \$80,000,000 ( 1% rule)

**Corporate Executives**- This group tends to be equity poor but has substantial yearly income. Our model is to ask for 1% of an individual's yearly income over 4 years. In this manner an individual with a \$100,000 income would give \$1,000 per year. In 4 years the individual would give \$4,000.

**Senior Technical & Managerial** - This group will look similar to the corporate executive group. The major difference is that the salary level is lower thus making it more difficult to solicit donors. This is a large group in the US at 120,000 thus a program geared to this audience in the future could be very helpful to the annual operating fund. The development committee will at times focus on larger groups at specific companies in order to begin development of this segment. To understand the size of this fundraising opportunity the following model can be developed.

- Assume an average annual salary of \$75,000
- Assume an average donation of 1% of salary or \$750
- Total Available is  $120,000 \times \$75,000 \times 1\% = \$90,000,000$
- Assume a 1% success rate or 1200 donations for 4 years
- \$900,000 per year

The following table summarizes the above information;

	<u>Corporations</u>	<u>ServiceProviders</u>	<u>Founders</u>	<u>Managers &amp; Executives</u>
<i>Total Gift Dollars available</i>	\$15,800,000	TBS	\$80,000,000	\$225,000,000
<i>Computers a factor</i>	YES	YES	YES	YES
<i>Who is asking</i>	DCM/BD	DCM/BD	DCM/BD	Target Campaign
<i>Cost per dollar</i>	LOW	LOW	LOW	MED
<i>Follow on</i>	ANNUAL	ANNUAL	3-4YR	3-4YR

## Fund Raising Organization

The major focus of this plan has been to increase the fund raising activities of the Museum. As such the organization reflects involvement by the museum staff, the board of directors, and the development committee. The following spells out the responsibilities of each group.

**The Development Committee-** This committee consists of a chairman and committee members called DCMs. At present there are 3 DCMs. We are actively recruiting DCMs at this time, our goal is to have 5 by 7/1/87. The committee has 4 major functions:

- Coordination and management of fund raising activities
- Fund raising
- Support Board Members in their fund raising
- Monthly reports to the governing body

The development committee reports to the Chairman of the Museum and the chairman of the development committee is also a member of the executive committee of the museum.

**The Board of Directors and Trustees-** this group has 4 major functions in the fund raising activity;

- Pledge \$10,000 to the Capital Campaign
- Work with the Development committee on 4 prospects per year
- Recruit individuals for the Development Committee
- Support all Museum fund raising activities

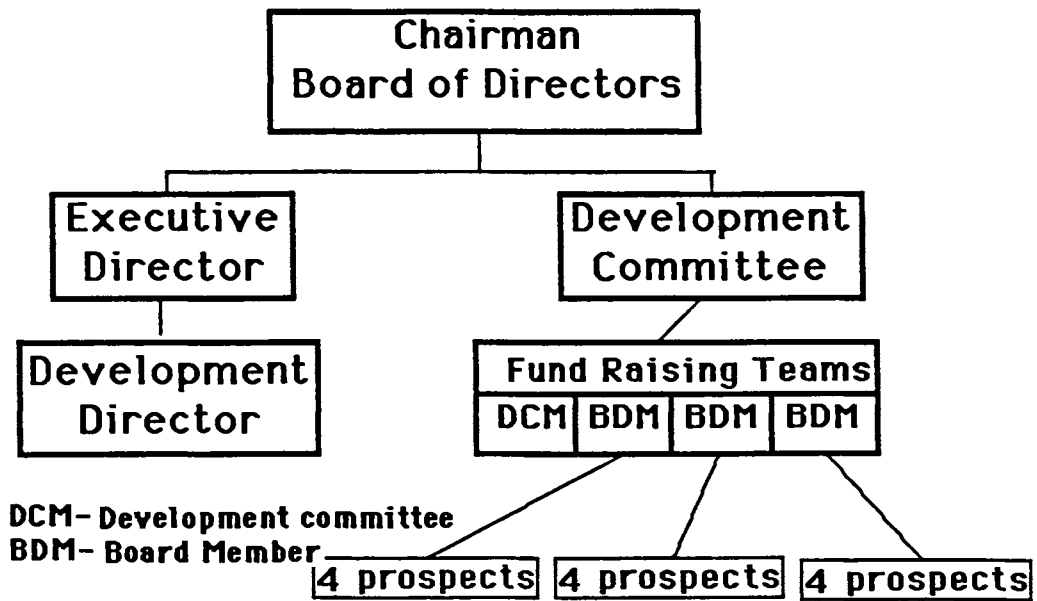
**The Staff -** The development staff includes a Development Director, Michael Oleksiw and an Administrator, Ann Jenckes. Their duties for this campaign include:

- Schedule Coordination
- Administrative
- Accounting
- Proposals for grants
- Prospect follow up
- Support all museum fund raising activities

### **The Organization Structure**

The basic working structure of this organization is to support the board in their fund raising efforts. The museum board is composed of individuals of high stature and reputation in this industry. Thus they have the ability to attract and entice donors to the museum. In order to facilitate the boards activities in this area the following structure has been implemented.

A DCM will be assigned to work with 3 board members. The role of the DCM will be to compile the prospect list with the board member and then assist that individual in the process of obtaining a commitment.



**Computer Museum Organization**



## Fund Raising Goals

The goals for fund raising have been set with the organization structure as the gating element. The first challenge for the museum is to get the organization up to speed and working on this issue. In setting the goals we are assuming that one in three prospects will actually become donors. Our plan is as follows;

1. Initial organization consists of 12 BDMs and 4 DCMs
2. This group will attempt to obtain 12 donors from 36 prospects for the remainder of FY 87.
3. In FY 88 the museum will expand the board and add 8 board members to the fund raising effort.
4. In FY88 20 board members will work on 80 prospects with a planned 26 gifts.
5. The staff has been involved in raising funds for the annual operating fund for the past 3 years. We are assuming that this activity will continue.

	<u>FY87</u>	<u>FY88</u>	<u>FY89</u>	<u>FY90</u>	<u>Total</u>
<b>Capital Campaign Goals-Pledges</b>	580k	1270k	800k	1600k	4250k

## Appendix A-The Naming Opportunities

The Museum has a variety of naming opportunities to commemorate a person, event, or company. The amount of the gift relates to the costs associated with the design and construction, maintenance, and/or enhancement of an exhibit, theater, or collection. To determine the size of a commemorative gift for an exhibit, theater, etc.; the square footage is multiplied by related expenses:

<u>Item</u>	<u>Associated Size</u>	<u>Expenses (\$)</u>	<u>Gift</u>	<u># of years</u>
Developed exhibit	sq. ft. x	\$50 =	\$	5
Developed exhibit	sq. ft. x	\$150 =	\$	perpetual
New exhibit	sq. ft. x	\$150 =	\$	5
New exhibit	sq. ft. x	\$250 =	\$	perpetual

Examples:

Auditorium	4,000 sq. ft. x	\$150 =	\$600,000	perpetual
Entrance bay redesign	3,000 sq. ft. x	\$150 =	\$450,000	5
1950's Timeline	200 sq. ft. x	\$250 =	\$50,000	perpetual
Animation Theater	300 sq. ft. x	\$250 =	\$75,000	perpetual

To endow a collection that cost is \$100,000. Some examples:

- P.C. Collection
- Robot Collection
- Mini-computer Collection
- Fault Tolerant Computer Collection
- Memory Collection
- Calculator Collection
- Transducer Collection
- Video and Film Collection

THE COMPUTER MUSEUM, INC.

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FINANCIAL STATEMENTS  
for the year ended June 30, 1986

**Coopers  
& Lybrand**

Certified Public Accountants

To the Board of Directors and Members of  
The Computer Museum, Inc.:

We have examined the balance sheet of The Computer Museum, Inc. as of June 30, 1986 and the related statement of activity and changes in cash position for the year ended June 30, 1986. Our examination was made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances. We have previously examined and reported upon the financial statements for the year ended June 30, 1985 which are included in condensed form for comparative purposes only.

In our opinion, the financial statements referred to above present fairly the financial position of The Computer Museum, Inc. as of June 30, 1986 and the results of its operations and changes in its cash position for the year ended June 30, 1986, in conformity with generally accepted accounting principles applied on a consistent basis.

*Coopers & Lybrand*

Boston, Massachusetts  
October 6, 1986

THE COMPUTER MUSEUM, INC.  
 BALANCE SHEET  
 June 30, 1986  
 (with comparative totals for 1985)

ASSETS	<u>Operating Fund</u>	<u>Capital Campaign Fund</u>	<u>Plant Fund</u>	<u>Total</u>	<u>June 30, 1985</u>
<b>Current assets:</b>					
Cash	\$ 56,748			\$ 56,748	\$ 65,572
Investments (Note K)		\$123,250		123,250	3,662
Receivables (Note G)	23,396	50,000		73,396	397,366
Store inventory (Notes B and F)	57,388			57,388	66,359
Interfund receivable	<u>67,489</u>			<u>67,489</u>	<u>-</u>
Total current assets	<u>205,021</u>	<u>173,250</u>		<u>378,271</u>	<u>532,959</u>
<b>Property and equipment, net (Notes B and H)</b>					
Land			\$ 24,000	24,000	
Equipment and furniture			61,494	61,494	81,848
Capital improvements			822,649	822,649	867,701
Exhibits			304,992	304,992	341,102
Collection (Note E)				<u>-</u>	<u>-</u>
Total property & equipment			<u>1,213,135</u>	<u>1,213,135</u>	<u>1,290,651</u>
Total assets	<u>\$205,021</u>	<u>\$173,250</u>	<u>\$1,213,135</u>	<u>\$1,591,406</u>	<u>\$1,823,610</u>
<b>LIABILITIES AND FUND BALANCES</b>					
<b>Current liabilities:</b>					
Accounts payable and other current liabilities	\$ 92,617	\$ 10,337		\$ 102,954	\$ 142,288
Line of credit (Note I)		85,000		85,000	285,000
Interfund payable		<u>67,489</u>		<u>67,489</u>	<u>-</u>
Total current liabilities	<u>92,617</u>	<u>162,826</u>		<u>255,443</u>	<u>427,288</u>
<b>Fund balances:</b>					
Operating	112,404			112,404	63,280
Capital campaign		10,424		10,424	42,391
Investment in plant			<u>\$1,213,135</u>	<u>1,213,135</u>	<u>1,290,651</u>
Total fund balance	<u>112,404</u>	<u>10,424</u>	<u>1,213,135</u>	<u>1,335,963</u>	<u>1,396,322</u>
Total	<u>\$205,021</u>	<u>\$173,250</u>	<u>\$1,213,135</u>	<u>\$1,591,406</u>	<u>\$1,823,610</u>

The accompanying notes are an integral part of the financial statements.

THE COMPUTER MUSEUM, INC.

STATEMENT OF ACTIVITY

for the year ended June 30, 1986  
(with comparative totals for 1985)

	<u>Operating Fund</u>	<u>Capital Campaign Fund</u>	<u>Plant Fund</u>	<u>Total</u>	<u>Year Ended June 30, 1985</u>
<b>Support and revenue:</b>					
Unrestricted gifts	\$252,649			\$ 252,649	\$ 266,603
Restricted gifts	26,223	\$370,472		396,695	1,371,750
Memberships	206,804			206,804	181,751
Admissions	178,883			178,883	74,481
Auxiliary activities	240,622			240,622	145,247
Benefit event income	66,530			66,530	24,045
Unrealized loss on investments (Note K)		(208,250)		(208,250)	
Investment income (loss)		(289)		(289)	(3,183)
Miscellaneous	<u>20,350</u>			<u>20,350</u>	<u>7,613</u>
Total	<u>992,061</u>	<u>161,933</u>		<u>1,153,994</u>	<u>2,068,307</u>
<b>Expenses:</b>					
Exhibits and programs	197,798	50,172		247,970	269,664
Marketing and membership	149,958			149,958	176,262
Depreciation			\$ 100,534	100,534	61,824
<b>Supporting services:</b>					
Management and general	265,690	2,209		267,899	181,370
Fund raising	61,546	116,019		177,565	96,985
Auxiliary activities	<u>270,427</u>			<u>270,427</u>	<u>197,179</u>
Total	<u>945,419</u>	<u>168,400</u>	<u>100,534</u>	<u>1,214,353</u>	<u>983,284</u>
Excess (deficiency) of support and revenue over expenses	<u>46,642</u>	<u>(6,467)</u>	<u>(100,534)</u>	<u>(60,359)</u>	<u>1,085,023</u>
<b>Transfers:</b>					
To funds invested in plant	2,482		(2,482)		
From capital fund		<u>(25,500)</u>	<u>25,500</u>		
Net increase (decrease) in fund balance	<u>49,124</u>	<u>(31,967)</u>	<u>(77,516)</u>	<u>(60,359)</u>	<u>1,085,023</u>
Fund balance, beginning of year	<u>63,280</u>	<u>42,391</u>	<u>1,290,651</u>	<u>1,396,322</u>	<u>311,299</u>
Fund balance, end of year	<u>\$112,404</u>	<u>\$ 10,424</u>	<u>\$1,213,135</u>	<u>\$1,335,963</u>	<u>\$1,396,322</u>

The accompanying notes are an integral part of the financial statements.

THE COMPUTER MUSEUM, INC.

STATEMENT OF CHANGES IN CASH POSITION

for the year ended June 30, 1986  
(with comparative totals for 1985)

	<u>Operating Fund</u>	<u>Capital Campaign Fund</u>	<u>Plant Fund</u>	<u>Total</u>	<u>Year Ended June 30, 1985</u>
Cash provided by (used for) operations:					
Excess (deficiency) of support and revenue over expenses	\$ 46,642	\$ (6,467)	\$(100,534)	\$(60,359)	\$1,085,023
Depreciation			100,534	100,534	61,824
Cash provided by (used for) operations	<u>46,642</u>	<u>(6,467)</u>	<u>-</u>	<u>40,175</u>	<u>1,146,847</u>
Cash provided by (used for) working capital:					
Receivables and advances	(7,398)	331,368		323,970	(324,740)
Inventories	8,971			8,971	(32,227)
Accounts payable and other current liabilities	<u>24,406</u>	<u>(63,740)</u>		<u>(39,334)</u>	<u>(13,505)</u>
Cash provided by (used for) working capital	<u>25,979</u>	<u>267,628</u>		<u>293,607</u>	<u>(370,472)</u>
Cash provided by (used for) investments:					
Fixed assets			(23,018)	(23,018)	(1,067,264)
Net cash provided (used) before financing activities	<u>72,621</u>	<u>261,161</u>	<u>(23,018)</u>	<u>310,764</u>	<u>(290,889)</u>
Financing activities:					
Interfund receivables and payables	(67,489)	67,489		-	
Transfers to funds invested in plant	2,482		(2,482)		
Transfers of funds from capital		(25,500)	25,500	-	
Line of credit		<u>(200,000)</u>		<u>(200,000)</u>	<u>285,000</u>
Cash provided by (used for) financing	<u>(65,007)</u>	<u>(158,011)</u>	<u>23,018</u>	<u>(200,000)</u>	<u>285,000</u>
Net increase (decrease) in cash	7,614	103,150	-	110,764	(5,889)
Cash and investments, beginning of period	<u>49,134</u>	<u>20,100</u>		<u>69,234</u>	<u>75,123</u>
Cash and investments, end of period	<u>\$ 56,748</u>	<u>\$ 123,250</u>	<u>-</u>	<u>\$179,998</u>	<u>\$ 69,234</u>

The accompanying notes are an integral part of the financial statements.

THE COMPUTER MUSEUM, INC.

NOTES TO FINANCIAL STATEMENTS

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A. Description of Activities:

The Computer Museum, Inc. is an independent, charitable organization. The Museum is dedicated:

- . To educating and inspiring all ages and levels of the public through dynamic exhibitions and programs on the technology, applications and impact of computers.
- . To preserving and celebrating the history and understanding of computing worldwide.
- . To being an international resource for research into the history of computing.

B. Summary of Significant Accounting Policies:

The financial statements of The Computer Museum, Inc. have been prepared on the accrual basis. The significant accounting policies followed are described below.

Fund Accounting

To ensure proper usage of restricted and unrestricted assets, the Museum maintains its accounts according to fund accounting principles whereby funds are classified in accordance with specified restrictions or objectives.

The assets, liabilities, and fund balances of the Museum are reported in three self-balancing funds as follows:

- . Operating Fund, which includes unrestricted and restricted resources, represents the portion of expendable funds available for support of Museum operations.
- . Capital Campaign Fund represents resources expended to establish the Museum in its new location on Museum Wharf in Boston, Massachusetts, and to ensure the orderly growth of the Museum collection and archival programs.
- . Plant Fund represents funds invested in plant assets.

Revenue Recognition

Restricted gifts are recognized as revenue in the statement of activity when such funds are used for current operating

Continued



THE COMPUTER MUSEUM, INC.

NOTES TO FINANCIAL STATEMENTS, Continued

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purposes. Unrestricted gifts are reported as revenue upon receipt. Memberships are recorded as income according to the fiscal year to which they pertain and deferred if applicable to future years. Pledge revenue is recorded when received or upon receipt of the pledge if specifically applicable to the current year. Income from events is recorded as of the date of the function.

Inventories

Inventories are stated at the lower of cost or market.

Plant Assets and Depreciation

Use of restricted capital campaign funds for plant acquisitions are accounted for as transfers to plant funds upon completion and payment for the assets. Therefore, the capital campaign fund may hold assets representing construction in process or assets in the process of being acquired and paid for. Direct costs associated with the development and construction of permanent exhibits are capitalized and included in funds invested in plant when completed. Depreciation of leasehold improvements, equipment and permanent exhibits is provided over the estimated useful lives of the respective assets on a straight-line basis.

Reclassification

Certain items in the 1985 financial statements have been reclassified to conform to the 1986 presentation.

The "Combined Totals" columns are the totals of the similar accounts of the various funds. Since the assets of certain of the funds are restricted, the totaling of the accounts is for supplemental analysis purposes only and does not indicate that the combined fund balances are available in any manner other than provided for in the separate funds.

C. Functional Allocation of Expenses:

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activity.

Continued

THE COMPUTER MUSEUM, INC.

NOTES TO FINANCIAL STATEMENTS, Continued

D. Contributed Facilities and Services:

The Museum occupies without charge certain premises owned by Digital Equipment Corporation. Certain individuals employed by Digital Equipment Corporation have incurred time to develop the Museum's programs. The value of these contributed facilities and services is not reflected in these statements.

E. Museum Collection:

In conformity with the practice followed by many museums, property donated for the Museum Collection is not included in the balance sheet. The estimated value of objects acquired by gifts is not reasonably determinable and as such is not included in the statement of activities. The insured value of the Collection approximates \$1,404,000 as of June 30, 1986.

F. Auxiliary Activities:

The Museum operates a store during regular Museum hours, principally for the sale of items directly related to the purpose of the Museum. Additionally, the Museum holds the exhibit areas open for private events. Funds derived from these operations are used for general support of the Museum and, as such, are recorded as current unrestricted funds.

G. Pledges:

The Museum generally records capital contributions when received. However, in limited circumstances, the Museum receives pledges specified by the donor to be applicable to the current year which are recorded in accounts receivable. The Capital Campaign fund includes \$50,000 of pledges from certain directors pertaining to fiscal 1986 which were collected in the form of stock in fiscal 1987.

At June 30, 1986, the aggregate capital contributions pledged were approximately \$559,000. Receipt of these pledges (none of which are classified as restricted) is expected as follows:

<u>Fiscal Year Ended</u>	<u>Amount</u>
1987	\$292,500
1988	160,500
1989	63,500
1990	<u>42,500</u>
Total	<u>\$559,000</u>

Continued

THE COMPUTER MUSEUM, INC.

NOTES TO FINANCIAL STATEMENTS, Continued

H. Property and Equipment:

Property and equipment at June 30, 1986 consisted of the following:

Land	\$ 24,000
Equipment and furniture	97,609
Exhibits	361,092
Capital improvements	<u>901,057</u>
	1,383,758
Less accumulated depreciation	<u>170,623</u>
	<u>\$1,213,135</u>
Depreciation for the year	<u>\$ 100,534</u>

I. Line of Credit:

The Museum has an uncollateralized line of credit with a bank whereby up to \$100,000 can be drawn, and of which \$85,000 was outstanding at June 30, 1986. Borrowings are in the form of unsecured demand notes bearing interest at a rate of 1 1/2% above the prime rate; the prime rate was 8 1/2% at June 30, 1986. Two of the Museum's directors have personally guaranteed borrowings under the line.

J. Federal Income Tax Status:

The Museum has received a determination letter under which it is a non-profit organization exempt from income tax under Section 501(C)3 of the Internal Revenue Code. Contributions to the organization qualify as charitable deductions.

K. Unrealized Loss on Investments:

Investments are recorded on the balance sheet at market value. The Museum received stock in fiscal 1986 that was recorded as a pledge receivable at June 30, 1985 with a market value of \$331,500. At June 30, 1986, the market value had decreased to \$123,250 resulting in an unrealized loss of \$208,250.

**THE COMPUTER MUSEUM**  
**CASH BASIS STATEMENTS OF REVENUES AND EXPENSES**  
**FY84-FY90**

December 17, 1986

**THE COMPUTER MUSEUM**  
**BASIC ASSUMPTIONS FOR STATEMENTS OF REVENUES AND EXPENSES**  
**FY84-FY90**

- Operations. Museum operations have been managed by its founders and staff essentially on a breakeven basis. This fundamental operating policy is expected to continue.
- Cash basis. The financial projections do not include depreciation based on a straight line projection of the useful lives of the assets. The amount is predicted to grow from \$9,000 in FY84 to \$247,000 in FY90.
- New Exhibitions. The development of three new exhibits are factored into the attendance projections and capital needs. These are:
  - Opening June 1987: Artificial Intelligence and Robotics
  - Opening Fall 1987: The Computer Discovery Center (capital and operations funded by the BCS)
  - Opening Feb. 1988: Software
- Attendance. The development of new exhibitions and increase in admission fee will result in doubling admission revenue by FY90.
- Employees. The office of the Executive Director will be created in FY88. Otherwise the staff is expected to remain stable except for funding of restricted grants for education, exhibitions, and collections.
- Museum Wharf Expenses. DEC's agreement to pay 50% of all expenses will be renegotiated to a proportion that reflects the use of space. While The Computer Museum uses only 30% of the space, has 20% of the staff, and 15% of the visitors, 40% of the costs are used in planning.
- Restricted and non-restricted grants. In FY87 the Museum received its first State and Federal grants. Increased efforts are being made to apply for special City, State and Federal and Foundations grants.
- Digital Equipment Corp. Support. Funding from Digital after March 30, 1988 for Museum Wharf expenses and for unrestricted contributions to Museum expenses were not anticipated in the financial projections.
- Capital Campaign Goals. Beginning in FY87, expected cash receipts in FY87 through FY90 were determined based on the Capital Campaign Committee fundraising Plan.

THE COMPUTER MUSEUM  
CASH BASIS STATEMENTS OF REVENUES AND EXPENSES  
FY84 - FY90  
(\$ -Thousands)

Dec. 17, 1986

	NOTES	FY84	FY85	FY86	FY87	FY88	FY89	FY90	COMMENTS
<b>OPERATING INCOME:</b>									
Restricted grants		-	-	10	82	120	175	225	FY87, 1st grants achieved; more grants applied for
Unrestricted contributions		36	65	97	100	150	250	250	Includes annual giving and benefit programs
Admissions (4)		0	74	179	210	290	310	370	FY88, new exhibits and price increase
Corporate Memberships		91	116	136	150	250	300	350	FY88, increase from expanded fundraising effort
Individual Memberships		95	66	70	117	100	115	120	FY87 target from mail campaign uncertain
Store		61	122	190	152	180	200	220	Follows attendance, net positive in FY87 thru FY90
Functions		0	24	50	70	80	90	90	Level out after FY87 with price increase
Other		16	8	20	15	35	50	60	Includes photo services, loans, rentals, consult.
DEC/restricted & unrest. (7)		490	489	518	512	394	-	-	No DEC support assumed after 3/30/88
<b>Total</b>		<b>789</b>	<b>964</b>	<b>1270</b>	<b>1408</b>	<b>1599</b>	<b>1490</b>	<b>1685</b>	
<b>OPERATING EXPENSES:</b>									
Management		188	210	303	263	350	385	420	FY87, no Director; FY88, new Director
Exhibits & Collection		75	89	72	95	120	140	135	FY89, major grant for collections
Marketing & Functions		40	122	164	217	280	280	300	FY88, major effort for new exhibits
Education		35	130	125	188	250	270	325	FY88, large scale restricted education program
Store		80	179	245	147	155	165	175	FY87, catalog sales effort cancelled
Membership		25	48	37	93	70	70	80	FY87, major membership campaign
Museum Wharf (6)		250	249	278	312	309	260	285	Assumed 40% assessment based on proportional use beginning 4/1/88
<b>Total</b>		<b>693</b>	<b>1027</b>	<b>1224</b>	<b>1315</b>	<b>1534</b>	<b>1570</b>	<b>1720</b>	
<b>NET OPERATING SURPLUS(DEFICIT)</b>		<b>96</b>	<b>(63)</b>	<b>46</b>	<b>93</b>	<b>65</b>	<b>(80)</b>	<b>(35)</b>	
<b>CAPITAL INCOME:</b>									
Raised or pledged (8)		312	1027	296	844	353	163	42	Cash expected based on signed pledge cards
Mortgage paid by DEC		195	188	181	175	128	-	-	Beginning 4/1/88 Museum assumes mortgage
<b>Total</b>		<b>507</b>	<b>1215</b>	<b>477</b>	<b>1019</b>	<b>481</b>	<b>163</b>	<b>42</b>	
<b>CAPITAL EXPENSES:</b>									
Fundraising		90	92	118	125	175	160	150	FY88, significant and expanded effort
Exhibits & improvements (2)		323	1118	73	402	415	150	150	Three major exhibits scheduled to open in FY88
Mortgage & Bldg Purchase (5)		195	188	181	175	2577	165	160	\$2.5M due DEC for building on 3/30/88
<b>Total</b>		<b>608</b>	<b>1398</b>	<b>372</b>	<b>702</b>	<b>3167</b>	<b>475</b>	<b>460</b>	
<b>NET CAPITAL SURPLUS(DEFICIT)</b>		<b>(101)</b>	<b>(183)</b>	<b>105</b>	<b>317</b>	<b>(2686)</b>	<b>(312)</b>	<b>(418)</b>	
Amount Borrowed(repaid)		-	285	(200)	(85)	-	-	-	No borrowing assumed after FY87
Working capital surp.(deficit)		47	(39)	16	-	-	-	-	
<b>NET SURPLUS(DEFICIT)</b>		<b>42</b>	<b>-</b>	<b>(33)</b>	<b>325</b>	<b>(2621)</b>	<b>(392)</b>	<b>(453)</b>	
<b>CAPITAL CAMPAIGN GOALS (9)</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>290</b>	<b>780</b>	<b>862</b>	<b>1317</b>	Cash expected based on commitment goals of \$580, \$1270, \$800, \$1600 in FY87-FY90 respectively
<b>NET MUSEUM SURPLUS(DEFICIT)</b>		<b>42</b>	<b>-</b>	<b>(33)</b>	<b>615</b>	<b>(1841)</b>	<b>470</b>	<b>864</b>	
<b>CUMULATIVE SURPLUS(DEFICIT)</b>		<b>42</b>	<b>42</b>	<b>9</b>	<b>624</b>	<b>(1217)</b>	<b>(747)</b>	<b>117</b>	

**THE COMPUTER MUSEUM**  
**CASH BASIS STATEMENTS OF REVENUES AND EXPENSES**  
**NOTES**  
**FY84 - FY90**  
(\$ - Thousands)

1. Depreciation:

Set forth below are depreciation amounts which are not included in the financial projections since they do not require any cash flow out. Depreciation is determined based on the estimated useful lives of the assets on a straight line basis. Depreciable assets include equipment depreciated over 5 years, cost of permanent exhibits depreciated over 10 years, leasehold improvements depreciated over 20 years and building depreciated over 32 years.

FY84	\$ 9
FY85	62
FY86	101
FY87	101
FY88	174
FY89	247
FY90	247

2. Exhibits:

Three new exhibits are scheduled to open during FY88 which include the Software Exhibit, the Artificial Intelligence Exhibit and the Discovery Center Exhibit. The cost of these new exhibits are scheduled to be funded by separately identified sources.

<u>Exhibit</u>	<u>Scheduled Opening date</u>
Software	February 1988
Artificial Intelligence	June 1987
Discovery Center	Fall 1987

3. Employees:

FY86 included the cost of an Executive Director who left the Museum and the related cost was not included for most of FY87. The financial projections include the addition of an Executive Director beginning FY88. Salaries have been increased each year from FY88 through FY90 an average of 5% to reflect merit increases. Employees as of November 30, 1986 total 32. Total employees will increase to 33 in FY88 and remain at this level through FY90.

**THE COMPUTER MUSEUM**  
**CASH BASIS STATEMENTS OF REVENUES AND EXPENSES**  
**NOTES**  
**FY84 - FY90**  
(\$ - Thousands)

4. Admissions:

Attendance is expected to increase in FY88 due to the opening of three new exhibits. Attendance in FY89 and FY90 are also expected to increase due to the opening of other planned exhibits. Additionally, a \$.50 per visitor rate increase is planned in FY88 and again in FY90. Set forth below are the attendance levels by year.

		Ave. cost/ Visitor
FY85	34,000 (approx. 5 mos. due to move from Marlboro to Boston)	\$2.18
FY86	77,000 (actual)	2.32
FY87	85,000 (projection)	2.47
FY88	104,000 (projection)	2.79
FY89	106,000 (projection)	2.92
FY90	111,000 (projection)	3.33

5. Space:

The financial projections include the acquisition of The Computer Museum space, owned by Digital, for \$2.5 million on March 30, 1988. The financial projections also include the assumption of debt service (principal and interest) from Digital as a result of acquiring the building beginning March 30, 1988.

6. Museum Wharf Expenses:

Fiscal Year 1984 through March 30, 1988, expenses are based on an assessment of 50% of the total Museum Wharf expenses. Since The Computer Museum utilizes only 30% of the total space, 20% of the staff and 15% of the visitors, a reduction to approximately 40% of total Museum Wharf expenses is considered more equitable beginning April 1, 1988 and was used in the financial projections.



**THE COMPUTER MUSEUM**  
**CASH BASIS STATEMENTS OF REVENUES AND EXPENSES**  
**NOTES**  
**FY84 - FY90**  
(\$ - Thousands)

7. DEC Restricted and Unrestricted Contributions

Restricted contributions include Museum Wharf operating expenses paid directly by Digital through March 30, 1988 amounting to \$250, \$249, \$278, \$312, and \$244 in FY84 through FY88 respectively. Unrestricted contributions represent Digital's annual unrestricted contribution for general operations of the Museum amounting to \$240 in FY84 through FY86, \$200 in FY87 and \$150 (9 mos) in FY88. The financial projections do not anticipate funding from Digital for Museum Wharf expenses or Museum operations after March 30, 1988.

8. Capital Funds Pledged:

Included in the amounts expected to be collected from Capital Campaign pledges in FY87 through FY90 are the following amounts to fund the Software and Artificial Intelligence exhibits:

	<u>Software</u>	<u>AI</u>	<u>Other</u>	<u>Total</u>
FY87	\$ 50	\$200	\$594	\$844
FY88	100	65	188	353
FY89	100	-	63	163
FY90	-	-	42	42

9. Capital Campaign Goals:

Capital campaign goals represent the amount of cash expected to be received from the donors. Determination of the cash expected to be received is based on a model which assumes 50% of the amount committed will be collected in the year committed, 25% in the year after the year committed and the remaining 25% two years after the year committed. The dollar amount of commitments (not cash received) expected is \$580 in FY87, \$1270 in FY88, \$800 in FY89 and \$1600 in FY90.

## LOAN AGREEMENT

This Loan Agreement between Gardner C. Hendrie (Lender) and The Computer Museum (Debtor) shall govern the terms and conditions whereby Lender shall loan to Debtor the sum of Fifty-Thousand (\$50,000.00) Dollars (Loan).

The Loan shall be evidenced by a promissory note, the form of which is attached hereto as Exhibit "A".

The term of the Loan shall be nine (9) months from the date hereof, which term can be extended by Lender as a demand loan (evidenced by a demand form of promissory note to then be executed in exchange for and cancellation of the promissory in the form of Exhibit A). Any extension of the original term of this note shall be under the same terms as stated in this Loan Agreement, except as herein stated or unless modified by in writing by agreement of Lender and Debtor.

The Loan shall be made without the obligation for the payment of interest or any other fee by or from Debtor to Lender.

As collateral for the Loan, Lender shall have a security interest in the 5,000 shares of Silicon Compiler, Inc. Series A Preferred stock (Stock) presently owned by Debtor to secure all obligations of Debtor under this Loan Agreement. Debtor shall give to Lender the Stock (in transfer form) to hold under the terms of this Loan Agreement. Debtor agrees, as appropriate, to execute any and all documentation satisfactory to Lender to establish and protect his security interest.

Lender agrees:

- (a) that he will not execute on the security interest until such time as Debtor's obligations have not been duly met;
- (b) that upon exercising his security interest the Stock will be in full satisfaction of all Debtor's outstanding obligations;
- (c) that Lender will sell the Stock as soon as Silicone Compiler, Inc. has fully registered a public offering covering the Stock on one or more of the national exchanges; and
- (d) that if the sale referenced in (c) occurs within six (6) months of the date of default hereunder and written notice sent by Lender to Debtor that he intends to realize upon the security, Lender shall first apply the proceeds therefrom to the full repayment to Lender of the principal amount of the Loan plus all reasonable expenses incurred by Lender to effectuate the sale, all the remaining proceeds to then be paid in full to Debtor.

This Loan Agreement shall be governed and construed by the laws of the Commonwealth of Massachusetts.

Agreed to this 30<sup>th</sup> day of September, 1989.

The Computer Museum (Debtor)

  
Nicholas Pettinella  
Treasurer

  
Gardner C. Hendrie (Lender)

PROMISSORY NOTE

For value received, The Computer Museum, now of 300 Congress Street, Boston, Massachusetts, 02210 (Debtor), promises to pay to the order of Gardner C. Hendrie, now of Northboro, Massachusetts 01532 (Lender), at his address in Northboro, the sum of Fifty Thousand (\$50,000.00) Dollars, without interest on or before June 30, 1990.

Debtor shall have the absolute right to prepay the full outstanding principal balance hereof at any time without penalty or cost.

All obligations hereunder of Debtor shall be secured by Debtor's interest in and to 5,000 shares of Silicon Compiler, Inc. Series A Preferred stock (Stock) as more fully described and governed by the terms and conditions of a Loan Agreement executed by and between Lender and Debtor this date.

Executed the 31 day of \_\_\_\_\_, September, 1989.



The Computer Museum  
by Nicholas Pettinella  
Treasurer

STOCK TRANSFER/ASSIGNMENT FORM

For Value Received The Computer Museum Inc. hereby sells, assigns, and transfers unto Gardner C. Hendrie (5,000) shares of the Preferred Capital Stock of Silicon Compiler Inc. standing in The Computer Museum Inc.'s name on the books of said Company represented by Certificate Nos. A52 & A54 herewith, and do irrevocably constitute and appoint \_\_\_\_\_ attorney to transfer the said stock on the books of the within named Company with full power of substitution in the premises.

DATED 9/30/89

BY Nicholas A. Fettesella  
TREASURER

THESE SECURITIES HAVE NOT BEEN REGISTERED UNDER THE SECURITIES ACT OF 1933. THEY MAY NOT BE SOLD OFFERED FOR SALE, PLEDGED OR HYPOTHECATED IN THE ABSENCE OF A REGISTRATION STATEMENT IN ACCORDANCE WITH THE SECURITIES ACT OF 1933.

IT IS UNLAWFUL TO CONSUMMATE A SALE OR TRANSFER OF THIS SECURITY UNLESS IT IS REGISTERED UNDER THE SECURITIES ACT OF 1933.

NUMBER

A-52

Incorporated Under the Laws  
of the State of California

SHARES

\*2,500\*

SILICON COMPILERS INCORPORATED

Authorized Capital Stock 48,008,925 Shares

44,000,000 Common Shares	755,000 Series A Preferred Shares
4,008,925 Preferred Shares	125,000 Series B Preferred Shares
	1,413,750 Series C Preferred Shares
	817,675 Series D Preferred Shares
	395,000 Series E Preferred Shares
	502,500 Series F Preferred Shares

SHAREHOLDERS MAY OBTAIN, UPON REQUEST AND WITHOUT CHARGE, A STATEMENT OF THE RIGHTS, PREFERENCES, PRIVILEGES AND RESTRICTIONS GRANTED TO OR IMPOSED UPON EACH CLASS OR SERIES OF SHARES AUTHORIZED TO BE ISSUED AND UPON THE HOLDERS THEREOF FROM THE PRINCIPAL OFFICE OF THE CORPORATION.

THIS IS TO CERTIFY THAT The Computer Museum is the owner of Two thousand five hundred Shares of the SERIES A PREFERRED Stock of SILICON COMPILERS INCORPORATED transferable only on the books of the Corporation by the holder hereof in person or by Attorney, upon surrender of this Certificate properly endorsed.

IN WITNESS WHEREOF, the said Corporation has caused this Certificate to be signed by its duly authorized officers and to be sealed with the Seal of the Corporation this 22 day of December, 1986

[Signature]  
Secretary

[Signature]  
President

SHARES

EACH



NUMBER

A54

Incorporated Under the Laws  
of the State of California  
June 4, 1981

SHARES

\*2,500\*

SILICON COMPILER SYSTEMS CORPORATION

Authorized Capital 67,666,277 shares

55,000,000 Shares of Common Stock  
No Par Value

12,666,277 Shares of Preferred Stock  
No Par Value


THIS CERTIFIES THAT THE COMPUTER MUSEUM is the record holder of  
Two Thousand Five Hundred\*\*\*\*\* shares of Series A Preferred Stock, no par  
value, of

SILICON COMPILER SYSTEMS CORPORATION

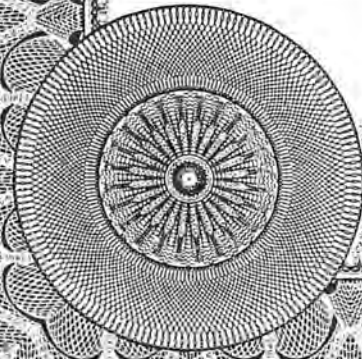
transferable only on the books of the Corporation by the holder, in person or by duly authorized  
attorney, upon surrender of this Certificate properly endorsed. A statement of the rights,  
preferences and restrictions granted to or imposed upon the respective classes or series of  
shares of stock of the Corporation and upon the holders thereof may be obtained by any  
shareholder, upon request and without charge, at the principal office of the Corporation. These  
shares are redeemable.

A statement of the conversion rights of the Series A Preferred Stock appears on the reverse  
side of this Certificate.

IN WITNESS WHEREOF, the Corporation has caused this Certificate to be  
signed by its duly authorized officers and to be sealed with the seal  
of the Corporation this \_\_\_ day of \_\_\_ December \_\_\_, 1987

  
Secretary

  
President



SHARES  
EACH

ACT OF 1933. THESE SECURITIES HAVE NOT BEEN REGISTERED UNDER THE SECURITIES  
DISTRIBUTE OR RESALE, AND MAY NOT BE TRANSFERRED WITHOUT AN EFFECTIVE REGISTRATION STATEMENT  
FOR SUCH SHARES UNDER THE SECURITIES ACT OF 1933, OR PURSUANT TO RULE 144 UNDER THE ACT OR AN  
OPINION OF COUNSEL SATISFACTORY TO THE CORPORATION THAT REGISTRATION IS NOT REQUIRED.





COMPUTER MUSEUM  
REVENUE FLUX  
6/30/89

A/C #	DESCRIPTION	FY 90 BUDGET	FY89 ACTUAL	\$CHANGE	%CHANGE	
3110	CORPORATE CONTRIBUTIONS RESTRICTED					
	CORPORATE RESTRICTED-OPERATING	272513	210943	61570	0.29	(1)
	CORPORATE RESTRICTED-EXHIBITS	345000	37700	307300	8.15	(2)
	CORPORATE RESTRICTED-CAPITAL OTHER	0	20000	-20000	-1.00	(3)
3115	GOVERNMENT CONTRIBUTIONS-RESTRICTED	32957	31455	1502	0.05	(4)
3120	FOUNDATION CONTRIBUTIONS-RESTRICTED					
	FOUNDATION CONTRIBUTIONS-OPERATING	0	5953	-5953	-1.00	(5)
	FOUNDATION CONTRIBUTIONS-EXHIBITS	0	20000	-20000	-1.00	(6)
3130	INDIVIDUAL CONTRIBUTIONS RESTRICTED					
	INDIVIDUAL RESTRICTED-OPERATING	95000	41852	53148	1.27	(7)
	INDIVIDUAL RESTRICTED-EXHIBITS	355000	17302	337698	19.52	(8)
	RESTRICTED CONTRIBUTIONS	1100470	385205	715265	1.86	
3210	CORPORATE CONTRIBUTIONS UNRESTRICTED					
	CORPORATE CONTRIBUTIONS-OPERATING	50000	20580	29420	1.43	(9)
	CORPORATE CONTRIBUTIONS-CAPITAL	200000	74815	125185	1.67	(10)
3115	GOVERNMENT CONTRIBUTIONS-UNRESTRICTED	75000	0	75000	1.00	(11)
3220	FOUNDATION CONTRIBUTIONS-UNRESTRICTED	50000	900	49100	54.56	(12)
3230	INDIVIDUAL CONTRIBUTIONS UNRESTRICTED					
	INDIVIDUAL UNRESTRICTED-OPERATING	100000	156075	-56075	-0.36	(13)
	INDIVIDUAL UNRESTRICTED-CAPITAL	200000	313299	-113299	-0.36	(14)
3235	POSTER SALES-UNRESTRICTED	4000	2942	1058	0.36	
	UNRESTRICTED CONTRIBUTIONS	679000	568611	110389	0.19	
3510	INDIVIDUAL MEMBERSHIP	59500	53663	5837	0.11	
3520	CORPORATE MEMBERSHIP	211150	152500	58650	0.38	(15)
3530	LIBRARY MEMBERSHIP	16000	2000	14000	7.00	(16)
3550	MATCHING MEMBERSHIP	6000	7463	-1463	-0.20	
	MEMBERSHIPS	292650	215626	77024	0.36	
3610	INDIVIDUAL ADMISSIONS	246734	232269	14465	0.06	(17)
	ADMISSIONS	246734	232269	14465	0.06	
3710	FUNCTIONS INCOME	92340	80688	11652	0.14	(18)
3720	CATERERS INCOME	8660	8035	625	0.08	
3740	PHOTO RENTAL	4000	5601	-1601	-0.29	
3750	VIDEO RENTAL	1000	680	320	0.47	
3760	LOAN FEES	0	100	-100	-1.00	
	PROGRAM INCOME	3000	0	3000	1.00	(19)
3770	RESEARCH FEES	1800	3680	-1880	-0.51	(20)
3790	OTHER RENTAL INCOME	15000	3525	11475	3.26	(21)
	EARNED INCOME	125800	102309	23491	0.23	

3810 STORE SALES	143956	127769	16187	0.13	(12)
3820 MAIL ORDER SALES	17050	11471	5579	0.49	(13)
3820 SHIPPING REIMBURSEMENTS	2217	15	2202	146.80	(14)
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STORE INCOME	163223	139255	23968	0.17	
3910 INTEREST INCOME	9000	17251	-8251	0.00	(15)
3930 GAIN/LOSS ON SECURITIES	0	-5711	5711	-1.00	
3990 MISCELLANEOUS INCOME	1500	26669	-25169	-0.94	(16)
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OTHER INCOME	10500	38209	-27709	-0.73	
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TOTAL INCOME	<u>2618377</u>	<u>1681484</u>	<u>936893</u>	0.56	

COMPUTER MUSEUM  
EXPENSE FLUX  
6/30/89

A/C #	DESCRIPTION	FY90 BUDGET	FY89 ACTUAL	\$CHANGE	%CHANGE	
4005	Salaries/Wages	1019684	844830	174854	20.70%	(1)
4010	Fica	69187	57110	12077	21.15%	(2)
4015	Unemployment Insurance	5754	739	5015	678.62%	(3)
4020	Contract Personnel	72998	130568	-57570	-44.09%	(4)
4025	Temporaries	4152	7520	-3368	-44.79%	
4105	Health Insurance	64920	41791	23129	55.34%	(5)
4110	Dental Insurance	3730	2486	1244	50.04%	
4115	Life Insurance	5076	2065	3011	145.81%	(6)
4120	Workers Compensation	8204	4564	3640	79.75%	
4125	Seminars/Continuing Ed	5875	1840	4035	219.29%	(7)
4130	Other Fringe Benefits	2000	0	2000	100.00%	(8)
	<b>PERSONNEL EXPENSES</b>	<b>1261580</b>	<b>1093513</b>	<b>168067</b>	<b>15.37%</b>	
5100	Telephone	28500	34940	-6440	-18.43%	(9)
5115	Office Supplies	17200	18437	-1237	-6.71%	
5120	Photocopying	6904	3252	3652	112.30%	(10)
5125	Postage/Mailing	25031	24061	970	4.03%	
5130	Office Services	5000	5436	-436	-8.02%	
5135	Office Equipment Main	7000	5090	1910	37.52%	
5140	Insurance	29825	30173	-348	-1.15%	
5145	Fees/Commissions	25877	16299	9578	58.76%	(11)
5150	Legal/Accounting	23500	18340	5160	28.14%	(12)
5155	Shipping/Delivery	22614	11740	10874	92.62%	(13)
5160	Computer Resource Service	25695	26678	-983	-3.68%	
5165	Mailing Services	16020	12695	3325	26.19%	(14)
5170	Subscriptions/Dues	8485	8100	385	4.75%	
5175	Equipment Rental	2500	534	1966	368.16%	
5180	General and Administrative	0	0	0	0.00%	
5190	Graphic Design/Typeset	60450	16798	43652	259.86%	(15)
5195	Printing	34100	39467	-5367	-13.60%	
5200	Meals/Food	55130	36555	18575	50.81%	(16)
5205	Travel Expenses	17000	6232	10768	172.79%	(17)
5210	Photo Development	27567	5358	22209	414.50%	(18)
5215	Video Development	54100	204	53896	26419.61%	(19)
5220	Advertising	68500	61681	6819	11.06%	(20)
	<b>ADMINISTRATIVE EXPENSES</b>	<b>560998</b>	<b>382070</b>	<b>178928</b>	<b>46.83%</b>	
6100	Exhibit Design/Planning	16500	4677	11823	252.79%	(21)
6115	Exhibit Supplies	13710	16881	-3171	-18.78%	(22)
6120	Exhibit Maintenance/Repair	6700	5025	1675	33.33%	
6125	Construction	219300	3667	215633	5880.37%	(23)
6150	Shortage/Overage	0	-113	113	-100.00%	
6160	Other Expenses	86750	61368	25382	41.36%	(24)
6165	Project Personnel	42406	0	42406	100.00%	(25)

PROGRAM EXPENSES	385366	91505	293861	321.14%
6130 Cost of Goods Sold	77280	65081	12199	18.74% (26)
6135 Freight In-Inventory	2160	2102	58	2.76%
STORE	79440	67183	12257	18.24%
6140 Museum Wharf-Operations	261800	242651	19149	7.89% (27)
6145 Museum Wharf-Mortgage	154177	160976	-6799	-4.22% (28)
MUSEUM WHARF	415977	403627	12350	3.06%
TOTAL EXPENSES	2703361	2037898	665463	32.65%

FLUX NOTES- FY90 BUDGET VS. FY89 ACTUAL

REVENUES

- 1) FY90 includes 227K Bowl, 27K Kits, 19K Breakfast Seminars
- 2) FY90 includes 200K Walkthrough, 145K Milestones
- 3) FY89 reflects AAAI grant (non-exhibit)
- 4) FY90 includes 26K Mass. Council, 7K IMS Conservation
- 5) FY89 includes 5K Intel, 1K misc.
- 6) FY89 includes 20K NCM (Graphics Gallery)
- 7) FY90 includes 95K Bowl
- 8) FY90 includes 250K Walkthrough, 105K Milestones
- 9) FY90 includes 50K General Development
- 10) FY90 includes 200K Capital Campaign
- 11) FY90 includes 75K IMS General Operating Support grant
- 12) FY90 includes 50K General Development
- 13) FY90 includes 100K Annual Fund; in FY89, 117K General Development, 38K Annual Fund
- 14) FY90 includes 200K Capital Campaign; FY89 includes 250K Kapur
- 15) FY90 includes 23K functions memberships; FY89 includes 20K
- 16) FY90 reflects planned membership drive/increased solicitation
- 17) FY90 reflects planned modest growth
- 18) FY90 reflects more planned functions, Siggraph conference
- 19) FY90 amount is all Collection-related

- 20) FY90 reflects some account reclassification
- 21) FY90 reflects full year rental income from new tenant
- 22) FY90 reflects planned moderate growth
- 23) FY90 reflects planned strong growth
- 24) FY90 reflects improved tracking
- 25) FY90 reflects lesser bank balances
- 26) FY89 includes 13K Breakfast Seminar reimbursements (reclassified in FY90), 3.5K Public Program revenue, 1K Public relations income, 1.2K Education packet sales, 3.5K Siggraph Art show opening reimbursement, and other

EXPENSE

- 1) FY90 increase includes new positions (45K additional for full year Exhibit Designer, 30K Exhibit Developer, 17K Telemarketer, 15K Interpreter, 25K additional for full year Exhibit Developer, 8K additional for full year Receptionist), new personnel/higher salaries (Development Director), general salary increases account for remainder
- 2) FY90 increase based on above
- 3) FY89 reflects credits from FY89 and FY88
- 4) FY90 includes 15K Capital Campaign, 7.5K Exhibit Enhancement, 20K Bowl, 14K Functions, 10K General & Administrative, 6.5K Misc.
- 5) FY90 reflects higher rates, more staff
- 6) FY90 reflects increased payroll
- 7) FY90 reflects increased activity but less than FY89 budget
- 8) FY89 costs classified in Other Expense
- 9) FY90 reflects tighter expense control, new long-distance service
- 10) FY90 reflects expected increased activity

- 11) FY90 reflects additional fees for Executive Director and Marketing Director search
- 12) FY90 reflects higher fees (but is now expected to be less)
- 13) FY90 reflects additional 3K Collection, 7K Promotions, 3K Exhibit Enhancement, 2K Walkthrough
- 14) FY90 reflects higher NEIS costs
- 15) FY90 includes 28K Walkthrough, 5K Milestones, 5K Exhibit Enhancement, 5K Capital Campaign
- 16) FY90 increase reflects mainly Bowl and Breakfast Seminar expense
- 17) FY90 includes 2.5K Capital Campaign, 3K Exhibit Planning, 1K Exhibit Enhancement, 2K Walkthrough, 1.8K Milestones
- 18) FY90 increase includes 18K Walkthrough, 2K Exhibit Planning, 2K Exhibit Enhancement
- 19) FY90 includes 27K Milestones, 21K Walkthrough, 3K Exhibit Planning, 3K Exhibit Enhancement
- 20) FY90 increase reflects 5K Bowl
- 21) FY90 increase includes 5.5K Milestones, 5K Walkthrough
- 22) FY90 reflects more donated supplies
- 23) FY90 includes 213K Walkthrough, 4K Exhibit Enhancement
- 24) FY90 includes 49K Walkthrough, 15K Bowl, 5.5K Exhibit Enhancement, remainder other
- 25) FY90 includes 30K Milestones, 12K Siggraph History project
- 26) FY90 reflects higher sales
- 27) FY90 reflects continuation of 60/40 split with Children's on building operating costs, higher personnel costs

28) FY90 reflects continuation of 50/50 split with Children's on building mortgage costs, declining balance



Revenue Flux Reconciliation

FY89 vs FY88: *ACM*

FY88 Program Income 1,052 is now included under Misc income.

FY88 Reproduction Right 1,140 is now included under Research Fees.

FY88 Consulting Services 100 is now included under Research Fees.

FY88 Photo/Film 1,000 is now included under Research Fees.

FY88 Royalties 24 is now included under Misc income.

FY88 Benefit Income 36 is now included under Misc income.

FY88 Corporate Grants-Capital Campaign reduced by 10,000 which is included under Corp Restricted Exhibits.

FY88 Individual Grants-Capital Campaign reduced by 8,782 which is now included under Individual Restricted Exhibits.

FY88 Matching Grants-Operating 3,050 is now included with Corporate Unrestricted Operating.

FY88 Matching Grants-Capital 3,500 is now included with Corporate Grants Capital.

FY88 Individual Grants-Capital Campaign 151,355 is now included with Individual Contributions Restricted.

COMPUTER MUSEUM  
REVENUE FLUX  
6/30/89

A/C #	DESCRIPTION	BALANCE 2 6/30/89	BALANCE 2 6/30/88	\$CHANGE	%CHANGE
3110	CORPORATE CONTRIBUTIONS RESTRICTED				
	CORPORATE RESTRICTED-OPERATING	210943	73088	137855	1.89 (1)
	CORPORATE RESTRICTED-EXHIBITS	37700	10000	27700	2.77
	CORPORATE RESTRICTED-CAPITAL OTHER	20000	0	20000	0.00 (2)
3115	GOVERNMENT CONTRIBUTIONS-RESTRICTED	31455	0	31455	0.00 (3)
3120	FOUNDATION CONTRIBUTIONS-RESTRICTED				
	FOUNDATION RESTRICTED-OPERATING	5953	7912	-1959	-0.25 (4)
	FOUNDATION RESTRICTED-EXHIBITS	20000	0	20000	0.00
3130	INDIVIDUAL CONTRIBUTIONS RESTRICTED				
	INDIVIDUAL RESTRICTED-OPERATING	41852	8912	32940	3.70 (5)
	INDIVIDUAL RESTRICTED-EXHIBITS	17302	8782	8520	0.97 (6)
	INDIVIDUAL RESTRICTED-CAPITAL	0	151355	-151355	-1.00 (7)
	RESTRICTED CONTRIBUTIONS	385205	260049	125156	0.48
3210	CORPORATE CONTRIBUTIONS UNRESTRICTED				
	CORPORATE CONTRIBUTIONS-OPERATING	20580	195650	-175070	-0.89 (8)
	CORPORATE CONTRIBUTIONS-CAPITAL	74815	162380	-87565	-0.54 (9)
3220	FOUNDATION CONTRIBUTIONS-UNRESTRICTED	900	17391	-16491	-0.95
3230	INDIVIDUAL CONTRIBUTIONS UNRESTRICTED				
	INDIVIDUAL UNRESTRICTED-OPERATING	156075	38190	117885	3.09 (10)
	INDIVIDUAL UNRESTRICTED-CAPITAL	313299	375623	-62324	-0.17 (11)
3235	POSTER SALES-UNRESTRICTED	2942	8050	-5108	-0.63 (12)
	UNRESTRICTED CONTRIBUTIONS	568611	797284	-228673	-0.29
3510	INDIVIDUAL MEMBERSHIP	53663	61604	-7941	-0.13 (13)
3520	CORPORATE MEMBERSHIP	152500	171200	-18700	-0.11
3530	LIBRARY MEMBERSHIP	2000	1800	200	0.11
3550	MATCHING MEMBERSHIP	7463	4525	2938	0.65 (14)
	MEMBERSHIPS	215626	239129	-23503	-0.10
3610	INDIVIDUAL ADMISSIONS	232269	224946	7323	0.03
	ADMISSIONS	232269	224946	7323	0.03
3710	FUNCTIONS INCOME	80688	94919	-14231	-0.15 (15)
3720	CATERERS INCOME	8035	0	8035	0.00
3740	PHOTO RENTAL	5601	2588	3013	1.16 (16)
3750	VIDEO RENTAL	680	600	80	0.13
3760	LOAN FEES	100	0	100	0.00
3770	RESEARCH FEES	3680	2240	1440	0.64
3790	OTHER RENTAL INCOME	3525	15000	-11475	-0.77 (17)
	EARNED INCOME	102309	115347	-13038	-0.11

3810 STORE SALES	127769	109488	18281	0.17	(18)
3820 MAIL ORDER SALES	11471	14940	-3469	-0.23	
3820 SHIPPING REIMBURSEMENTS	15	973	-958	-0.98	
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STORE INCOME	139255	125401	13854	0.11	
3910 INTEREST INCOME	17251	14870	2381	0.00	
3930 GAIN/LOSS ON SECURITIES	-5711	-41202	35491	-0.86	(19)
3990 MISCELLANEOUS INCOME	26669	29312	-2643	-0.09	(20)
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OTHER INCOME	38209	2980	35229	11.82	
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TOTAL INCOME	<u>1681484</u>	<u>1765136</u>	<u>-83652</u>	-0.05	

Expense Flux Reconciliation  
FY89 vs FY88:

FY88 Consultants 9,116 is now included under Contract Personnel.

FY88 Health Insurance reduced by 2,155 which is now broken out under Dental Insurance.

FY88 Disability 239 is now included under Life Insurance.

FY88 Other Tax Expense 25 is now included under Life Insurance.

FY88 Office Supplies reduced by 11,621 which is now broken out under Exhibit Supplies.

FY88 Tools 4 is now included under Exhibit Supplies.

FY88 Computer Service 5,344 is now included under Mailing Services.

FY88 Product Development 45 is now included under Other expense.

FY88 Marathon 177 expense is now included under Other expense.

FY88 Lib Purchase 296 is now included under Other expense.

FY88 Dues 3,813 are now combined with Subscription/Dues.

FY88 Exhibit Hardware 427 is now included in Exhibit Supplies.

FY88 Mailing Lists 386 is now included in Mailing Services.

FY88 Bad Debt/Obsolescence 4,633 is now included in Other Expense.

FY88 Travel/Lodging Speakers 324 is now included in Travel expenses.

FY88 Admissions/Conferences 931 has been renamed to Seminars/Continuing Ed.

FY88 Misc 176 is now included in Other Expenses.

FY88 Contract Personnel 6,134 is now included in Computer Resource Service.

FY88 Office Equip Maintenance 22,860 is now included in Computer Resource Service.

FY88 Museum Wharf 113,857 is now broken out into 72,550 for Museum Wharf Operations and 41,307 Museum Wharf Mortgage.

COMPUTER MUSEUM  
EXPENSE FLUX  
6/30/89

A/C #	DESCRIPTION	BALANCE 7 6/30/89	BALANCE 7 6/30/88	\$CHANGE	%CHANGE	
4005	Salaries/Wages	844830	665604	179226	26.93%	(1)
4010	Fica	57110	44618	12492	28.00%	(2)
4015	Unemployment Insurance	739	15359	-14620	-95.19%	(3)
4020	Contract Personnel	130568	76702	53866	70.23%	(4)
4025	Temporaries	7520	19646	-12126	-61.72%	(5)
4105	Health Insurance	41791	30732	11059	35.99%	(6)
4110	Dental Insurance	2486	2155	331	15.36%	
4115	Life Insurance	2065	2276	-211	-9.27%	
4120	Workers Compensation	4564	4867	-303	-6.23%	
4125	Seminars/Continuing Ed	1840	931	909	97.64%	
	PERSONNEL EXPENSES	1093513	862890	230623	26.73%	
5100	Telephone	34940	30258	4682	15.47%	(7)
5115	Office Supplies	18437	22287	-3850	-17.27%	
5120	Photocopying	3252	6504	-3252	-50.00%	
5125	Postage/Mailing	24061	17406	6655	38.23%	(8)
5130	Office Services	5436	0	5436	ERR	(9)
5135	Office Equipment Main	5090	7103	-2013	-28.34%	
5140	Insurance	30173	31791	-1618	-5.09%	
5145	Fees/Commissions	16299	11732	4567	38.93%	(10)
5150	Legal/Accounting	18340	15462	2878	18.61%	(11)
5155	Shipping/Delivery	11740	13300	-1560	-11.73%	
5160	Computer Resource Service	26678	28994	-2316	-7.99%	
5165	Mailing Services	12695	10376	2319	22.35%	
5170	Subscriptions/Dues	8100	7176	924	12.88%	
5175	Equipment Rental	534	3084	-2550	-82.68%	
5180	General and Administrative	0	0	0	ERR	
5190	Graphic Design/Typeset	16798	15271	1527	10.00%	
5195	Printing	39467	21538	17929	83.24%	(12)
5200	Meals/Food	36555	18925	17630	93.16%	(13)
5205	Travel Expenses	6232	4473	1759	39.32%	
5210	Photo Development	5358	4849	509	10.50%	
5215	Video Development	204	0	204	ERR	
5220	Advertising	61681	29076	32605	112.14%	(14)
	ADMINISTRATIVE EXPENSES	382070	299605	82465	27.52%	
6100	Exhibit Design/Planning	4677	251	4426	1763.35%	(15)
6115	Exhibit Supplies	16881	12052	4829	40.07%	(16)
6120	Exhibit Maintenance/Repair	5025	7427	-2402	-32.34%	
6125	Construction	3667	15311	-11644	-76.05%	(17)
6150	Shortage/Overage	-113	-425	312	-73.41%	
6160	Other Expenses	61368	32447	28921	89.13%	(18)
	PROGRAM EXPENSES	91505	67063	24442	36.45%	

6130 Cost of Goods Sold	65081	60810	4271	7.02%
6135 Freight In-Inventory	2102	1598	504	31.54%
	-----	-----	-----	
STORE	67183	62408	4775	7.65%
6140 Museum Wharf-Operations	242651	72550	170101	234.46% (17)
6145 Museum Wharf-Mortgage	160976	41307	119669	289.71% (20)
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MUSEUM WHARF	403627	113857	289770	254.50%
TOTAL EXPENSES	<u>2037898</u>	<u>1405823</u>	<u>632075</u>	44.96%

FLUX NOTES- FY89 ACTUAL VS. FY88 ACTUAL

REVENUES

- 1) In FY89, 125K Computer Bowl, 30K SITES, 40K Siggraph, 6K Kits, 3.5K PC Resource Center, 7K IMS Conservation
- 2) AAAI contribution (non-exhibit)
- 3) Mass. Council Reduced Admission Grant (FY88 grant posted to admissions revenue)
- 4) In FY89, 20K NCM (Capital), 5K Intel (Operating), 1K Hyams (Operating)
- 5) In FY89, 19K Computer Bowl 89, 22K Computer Bowl 90
- 6) In FY89, all Milestones Exhibit funds
- 7) In FY88, includes 100K Kapur, 51K Bell
- 8) In FY88, includes 160K DEC
- 9) In FY88, includes 100K Xerox
- 10) In FY89, includes 50K Poduska, 50K Hendrie, 10K Dennis, 5K Sammett; also 38K Annual Fund
- 11) In FY89 & 88, includes 250K Kapur
- 12) In FY88, reflects introduction of Memories poster
- 13) In FY89, reflects development staff shortage
- 14) In FY89, reflects improved record-keeping
- 15) In FY88, function and caterer income combined; in FY89, 6K in additional functions-related corporate memberships reflected in Corporate Memberships
- 16) In FY89, reflects increased effort and activity
- 17) In FY89, tenant went out of business during first fiscal quarter

18) In FY89, reflects increased store activity, less mail order, new management

19) In FY88, reflects Symbolics stock value drop (October 1987 crash)

20) In FY89, includes 3.5K Siggraph Art Show Opening reimbursement, 1.2K Education packet sales, 3.5K Public Program revenue, 13.2K Breakfast Seminar reimbursements, 1K Public Relations income, and Other

EXPENSE

1) Increase reflects higher paid salaries for new personnel (25K Education Director, 15K Development Director), new positions (18K Office & Personnel Manager, 16K Receptionist, 18K Interpreter and Operations variances, 9K Exhibit Developer, Other reflecting 7% overall salary increase

2) Corresponds to salary increases

3) In FY89, reflects 1988 credits from decreased rates

4) In FY89, includes 49K Siggraph History Project, 15K Computer Bowl, 25K Capital Development fees (Del Sesto), 15K SITES, 10K Functions, 2.5K PC Resource Center, 1K Mass Council, 6K store, 3K IMS, 2K general development, 2K misc.

5) In FY89, decrease reflects creation of full-time receptionist position

6) In FY89, corresponds to staff increases, increased costs

7) In FY89, increased activity and Computer Bowl

8) In FY89, 3K Bowl, remainder Public Relations & Education departments increased mailings

9) In FY88, carried under office supplies

10) In FY89, additional fees for Executive Search firm

11) In FY89, increased payroll service fees, some legal



- 12) In FY89, 21K Promotions (maps), 5K Bowl, 2K PR, 1K General Education, 3K Store catalog, 2K Breakfast Seminar programs, 3K Annual Fund, 1K Corporate Memberships.
- 13) In FY89, 19K Bowl, 11k Breakfast Seminars, 2K Graphics Gallery, 2K Board, 3K misc.
- 14) In FY89, 57K in Promotions; FY88 advertising reflects budget freeze after first quarter
- 15) In FY89, increased activity
- 16) In FY89, more exhibits and activity; some reallocation from other accounts
- 17) In FY89, limited direct construction costs
- 18) In FY89, 28K Bowl (10K cable fee, 10K t-shirts, 8K misc.), 10K store (8K inventory adjustments, 2K misc.), 1.5K exhibit maintenance, 3K IMS, 2K Capital Development, 8K General Administration (3K theft, 5K misc.), 1.7K Executive office, 1K Operations, 1K Individual Memberships, 1.5K Annual Fund, 3.7K misc.
- 19) In FY89, reflects full year cost; FY88 reflects only last quarter
- 20) In FY89, reflects full year cost, FY88 reflects only last quarter

CULTIVATION OF PROSPECTS - FY 90

August - Board breakfasts

September - No Activity

October - **California**

- Metcalf Dinner
- Bell - Techie Dinner
- Bell - Thank you Breakfast
- Bowl event - Pat Nelson / Doerr

November - Hendrie - Board Dinner  
Kapor - Walk-through Dinner 11/14

December 1 \_\_\_\_\_  
2 \_\_\_\_\_

January 3 \_\_\_\_\_

February Board Meeting \_\_\_\_\_  
cultivation dinner of potential Board members  
part of the "nomination" process, getting to know you. Hosted  
by nomination committee

March 4 \_\_\_\_\_  
5 \_\_\_\_\_

April 6 \_\_\_\_\_  
Bowl

May

June - Opening WalkThrough  
Board Meeting

People to host dinners: Paul Severino & Tony Pell  
Ted Johnson & Ed Fredkin  
Lynda Bodman & Bill Poduska  
Jim McKenney & Win Hindle - DEC Execs & others  
Laura Morse & *Dave Donaldson*  
(G. Bells if necessary)

INACTIVE CORPORATE MEMBERS  
 ACCORDING TO NEIS LIST OF 7/18/89

Inactive NEIS Codes:

- 3 - Resigned
- 4 - Expired (i.e. not renewed; lapsed; cancelled; forfeited)
- 6 - Lost (bad or unknown address--automatically reactivated  
 at receipt of new address)
- 9 - Deleted (but not physically removed)

COMPANY NAME	EXPIRATION	FORMER MEMBERSHIP DATE	INACTIVE LEVELCODE
Access Technology	1/87	contributor comp	4
ACM/Siggraph	4/89	benefactor comp	4
Adage, Inc	6/88	contributor pay	4
Addison/Wesley	10/86	patron paying	4
Adelie Corporation	12/87	contributor pay	4
AGS Info Systems	4/89	contributor pay	4
Almac Moving & Storage	4/85	contributor pay	4
Amer Fed of Info Proc	6/86	benefactor comp	4
American Express*	12/86	benefactor comp	4
American Ex Foundation*	12/86	benefactor comp	9
Amer Mngmnt Systems Inc	11/87	contributor comp	4
Analogic Corporation*	8/87	contributor pay	4
The Analytic Sci Corp	3/85	contributor pay	9
Apple Computer, Inc	11/88	contributor pay	4
Applied Data Rsrch, Inc	3/85	contributor pay	4
Arthur D Little Fndtn	5/87	contributor pay	4
Artificial Intell Co.	2/89	benefactor comp	4
AT&T Foundation	6/86	benefactor comp	4
Automatrix Inc.*	7/87	contributor pay	4
Bachman Info Systems	1/89	contributor pay	4
Bank of American Fndtn*	10/88	benefactor comp	4
Banklink	9/88	contributor pay	4
Bank of New England N A*	8/88	contributor pay	4
BASF Systems Corporation	12/88	contributor pay	4
Bay Bank Boston*	12/89	contributor pay	6
Bank of America/Hi Tech Grp*	3/86	benefactor comp	3
Boris Color Labs	6/87	patron compliment	6
The Boston Company*	6/88	contributor pay	4
Boston Safety Deposit and Trust Company*	12/88	contributor pay	4
The British Computer Society	12/84	contributor pay	4
Burroughs Corporation	6/88	patron paying	4
Businessland	1/87	contributor pay	4
Cambridge(Institute)Tech Grp	1/89	contributor pay	4
Cincom Systems	7/88	contributor pay	4
Citicorp (USA) Inc	9/86	contributor pay	4

Codenoll Tech Corp	9/84	contributor pay	4
Cognition	10/88	contributor pay	4
Commodore Business Machine	5/85	contributor pay	4
Computer Design	6/85	contributor pay	4
Computer Science Press	6/84	contributor pay	6
Computervision Corp	12/84	contributor pay	4
Continental Cablevision*	4/89	contributor pay	4
Convergent Technologies	9/84	contributor pay	4
Cray Research, Inc	7/85	contributor pay	4
The Cullinane Foundation	4/86	contributor comp	4
Cullinet Software, Inc.	1/88	contributor pay	6
Dane, Nat*	1/86	contributor pay	4
Data Architects Inc #1	3/89	contributor pay	4
Data Architects Inc #2	2/88	contributor pay	4
Datapoint Corp	9/85	patron paying	6
DataProducts Corp	12/84	contributor pay	4
Dentsu, Inc	6/88	patron paying	4
Digital Equipment Corp (DEC)	3/88	benefactor comp	4
Draper Labs*	9/89	contributor pay	9
E. I. Dupont	11/88	contributor pay	6
EMC Corporation	9/88	contributor pay	4
Evans and Sutherland	5/89	contributor pay	4
Executours, Inc	10/87	contributor pay	4
Expoconsul International	3/85	contributor pay	4
Falb, Peter*	1/86	contributor pay	4
Festive Foods Caterers	7/88	contributor comp	6
Foley Hoag and Eliot	9/87	contributor pay	4
Ford Motor Company	12/87	contributor comp	4
General Computer Company	5/86	patron paying	6
General Systems Group, Inc	10/87	contributor comp	4
Genrad Inc	4/87	contributor pay	4
Gould Inc Foundation	1/88	contributor pay	4
Government Mngmt Info Sci	3/85	contributor pay	4
GTE Data Services, Inc	9/86	contributor pay	4
Greater Boston Chamber of Commerce	1/89	contributor comp	4
Hambrecht and Quist	7/87	contributor comp	4
Hub Mail Advertising	10/88	contributor pay	4
Hyams Trust Foundation	5/89	contributor comp	4
IEEE Computer Society*	4/90	patron paying	6
Infomart*1	10/85	contributor pay	4
Infomart*2	10/88	contributor pay	4
Innova	5/87	contributor pay	4
Inst for Mathematische	6/85	contributor pay	4
Intel Corporation	5/89	contributor pay	4
The Interface Group	9/88	contributor pay	4
Intn'l Business Mach (IBM)	4/89	benefactor pay	4
Intn'l Data Group (IDG)	6/88	contributor pay	4
Intn'l Tel & Tel	6/85	contributor pay	4
Investments Orange Nassau	3/86	contributor pay	4
Jung/Brannen Research/ Development Group	7/85	contributor pay	4
Kendall (Henry P. Fndtn)	4/87	patron compliment	4
Kuge, Eiji*	11/88	contributor pay	4

Lavington, Simon*	12/84	contributor pay	4
Liberty Mutual Ins Co	11/87	patron compliment	4
Los Alamos National Lab	12/84	contributor pay	4
Lotus Development Corp*	5/90	contributor pay	6
LTX Corporation	11/86	contributor pay	4
Mass High Tech Council&Times	1/86	patron paying	4
Masscomp	9/88	patron paying	6
Medivision Inc	12/87	contributor pay	4
Mentor Graphics*	12/87	contributor pay	4
Micom-Interlan (merged co.s)	10/87	contributor pay	4
Microsource Financial	7/86	contributor pay	6
Microsystems Engrng Corp	3/85	benefactor comp	4
The Millipore Foundation	4/89	contributor pay	4
Mosteck Corporation	1/86	patron paying	4
National Semiconductor Corp	3/85	contributor pay	4
New York Air	11/87	contributor comp	6
Nighon Digital Equip Corp	12/84	contributor pay	4
Nihon Digital Equip Rsch	3/85	contributor pay	4
Orchard Computer	10/88	contributor pay	4
Oregon Software, Inc	12/84	contributor pay	4
Pathway Design	4/87	contributor pay	4
PC Magazine	11/86	contributor pay	4
PCK Technology Division	12/84	contributor pay	4
Pell Rudman Co	10/88	contributor pay	4
Phase III Systems	10/88	contributor pay	4
Phinney and Company	5/89	contributor pay	4
Phoenix Technologies Ltd*	10/88	patron paying	4
Polaroid Foundation Inc	10/88	contributor pay	4
Polese-Clancy	11/86	contributor pay	4
Project Software Development	4/87	contributor pay	4
The Prudential Foundation*	3/86	patron compliment	4
Recording and Statistical Co	7/85	contributor pay	4
Regis McKenna*	12/87	patron compliment	4
Reno, Dick*	6/84	contributor pay	4
Reynolds, John	1/88	contributor pay	4
Russell Reynolds Associates*	6/88	contributor comp	4
Sanders Associates	8/87	benefactor pay	4
Schlumberger Horizons, Inc	9/84	contributor pay	4
Share Inc	8/85	contributor pay	4
Software Results Corp	3/86	patron paying	4
Sony	7/85	contributor pay	4
Spaulding and Slye*	3/89	contributor pay	4
Spectrum Interactive Inc	5/89	patron paying	4
SRI International	7/85	contributor pay	4
Standard Oil Company	7/87	contributor pay	4
Sterling Hager Inc	9/88	contributor pay	4
Symbolics, Inc	7/85	contributor pay	4
Symedco	6/88	contributor pay	4
System Development Fndtn	3/85	contributor pay	4
Systems Concepts	7/85	contributor pay	4
Tandy Corp/Radio Shack	6/88	benefactor comp	4
TASC	5/89	contributor pay	4
Technical Data Intrn'l	1/89	contributor pay	4
Telectronics	6/88	contributor pay	4

Teleprocessing	12/88	contributor pay	4
Teradyne	5/87	contributor pay	4
Termiflex Corporation	9/85	contributor pay	6
Testa Hurwitz and Thibeault	6/88	contributor pay	4
Three (3) Com Corp	8/85	patron compliment	6
Tobin Food Services	6/85	contributor pay	4
USR Group	8/86	patron paying	4
USIR	11/88	contributor pay	6
Valid Logic Systems Inc	6/85	contributor pay	4
Venture Founders Corp	6/85	contributor pay	4
Wang Laboratories, Inc	8/88	benefactor comp	4
Warner and Stackpole	5/87	contributor pay	4
Xerox Corporation*1	10/88	benefactor pay	4
Xerox Foundation*2	3/86	contributor pay	4
Xtrasoft Inc	10/85	patron compliment	4

ACTIVE CORPORATE MEMBERS  
 ACCORDING TO NEIS LIST OF 7/18/89

COMPANY NAME	MEMBERSHIP LEVEL-	LAST DATE OF CONTACT ACCORDING TO PAPER FILES
--------------	-------------------	--------------------------------------------------

Advanced Micro Devices	benefactor comp	7/88
Amdahl Corporation	patron paying	9/89
Analog Devices	contributor pay	4/89
Apollo Computer	benefactor comp	4/89
Applied Tech Investors	member paying	5/89
Arthur Anderson and Co	contributor pay	11/88
Arthur Young	contributor pay	11/88
Ashlar Corp	contributor pay	6/89
Automatic Data Processing	patron paying	3/89
Bank of America	contributor comp	3/89
Bank of Boston	contributor pay	3/89
Bank of New England	contributor pay	3/89
Banyan Systems	contributor pay	11/88
Bay Bank Boston*	contributor pay	11/88
Bingham, Dana & Gould	contributor pay	3/89
Bitstream Inc	contributor pay	4/89
The Boston Globe Foundation	contributor pay	3/89
Bull Worldwide Info Systems	patron paying	1/89
Byte*	contributor desig	10/88
Carter Hawley Hale Stores	contributor comp	2/89
Chrysler Corporation	contributor pay	2/89
CLSI, Inc.	contributor pay	2/89
The Computer Society (IEEE)	contributor desig	4/89
The Computer Power Group	contributor pay	5/89
Cone Communications	contributor pay	3/89
Connect	contributor	9/89
Continental Cablevision	contributor desig	3/89
Control Data	contributor	7/89
Coopers & Lybrand	patron paying	3/89
Dane Falb Stone and Co	contributor pay	2/89
Data General	contributor comp	6/89
Data Resource Group	contributor pay	6/89
Data Translation	contributor pay	6/89
Davox Corporation	contributor comp	11/88
DECUS	patron paying	10/88
Deloitte Haskins and Sells	contributor pay	2/89
Dow Chemical USA*	patron compliment	1/89
DRI/McGraw-Hill*	contributor desig	
Eastech Management Co	contributor pay	12/88
Education Systems Corp	contributor pay	6/89
Gaston and Snow	patron paying	3/89
Gateway Design Automation	patron paying	6/89
Gensym	contributor	7/89
Georgia Pacific Corporation	contributor pay	3/89
Gillette Company	patron paying	1/89
Global Business Network	contributor pay	3/89

benefactor 10K  
 patron 3K  
 contributor 1K

pay = cash in  
 comp = complementary  
 (from the bowl)

Goldman/Sachs and Co	contributor pay	5/89
Gourmet Caterers	contributor comp	3/89
Greentree Associates	contributor	8/89
Greylock Management Corp	contributor pay	1/89
GTE Laboratories	contributor pay	3/89
Hill and Knowlton	contributor pay	2/89
Honeywell Bull (see Bull Worldwide)		
Houghton Mifflin Co*	patron pay	5/89
IBM	benefactor	9/89
ICL (International Computers, Ltd.)*	contributor pay	5/89
IEEE (see The Cmptr Scty)		
Index Technology Corp	contributor pay	12/88
Interbase Software Corp	contributer	9/89
Intermetrics Inc	contributor pay	3/89
J.C. Penny Co	contributor comp	2/89
Manufacturers Hanover Trust	patron paying	4/89
Mass Comptuer S/W Council	contributor comp	12/88
Maxell Corporation	benefactor comp	10/88
McCormack and Dodge	contributor pay	1/89
McGraw-Hill*	patron paying	6/88
Medi-Tech	contributor pay	12/88
MediTech, Inc.	contributor pay	1/89
Mentor Graphics Foundation	contributor pay	5/89
Microcom, Inc	contributor pay	3/89
Micro-Mentor, Inc.	contributor pay	12/88
Microsoft	patron paying	4/89
Milliken and Co	contributor comp	2/89
Mobil Oil Corporation	contributor pay	5/89
Morgan Stanley and Co, Inc.	contributor	9/89
Murphy, Marion*	patron compliment	11/88
NEC Systems Laboratory	contributor pay	12/88
The New England	contributor pay	6/89
New England Oldsmobile Dlr	patron compliment	
Nolan Norton and Co, Inc	contributor pay	3/89
Ogilvy and Mather Advertis	patron compliment	
OMNI Publications	contributor pay	3/89
Peat Marwick Main and Co	contributor pay	2/89
Prime Computer, Inc	patron paying	4/89
Professional Press*1	contributor pay	5/89
Professional Press*2	member paying	5/89
Raytheon	benefactor pay	4/89
Regis McKenna	contributor pay	3/89
The Research Board	contributor pay	3/89
Ropes and Gray	patron paying	1/89
Russell Reynolds	contributor pay	7/89
Schubert Associates	contributor pay	12/88
SD Financial	contributor pay	12/88
Synernetics	contributor	9/89



Sequent Computer Systems*	patron compliment	12/88
Sharon Merrill Associates	contributor pay	new
Shawmut Corporation	contributor pay	4/89
Software People Concepts	contributor	9/89
Software 2000	contributor pay	3/89
Stellar Computer*	patron compliment	7/88
Stratus Computer	patron paying	4/89
SUN Microsystems	patron paying	4/89
Technology Research Group	contributor pay	5/89
The Travelers Insurance Co	patron paying	6/89
UNISYS Corporation	patron paying	6/89
Venrock Associates*	patron compliment	4/89
Weyerhaeuser Company	contributor pay	new
XRE Corporation	contributor pay	2/89
Ziff-Davis Publishing Co	patron paying	2/89

## RENEWAL LETTERS

Arthur Andersen & Company	11/89
Arthur Young	11/89
Bank of Boston	12/89
Banyan Systems Inc.	11/89
BayBank Boston	12/89
Bolt Beranek Newman	9/89
Charles Stark Draper Lab	10/89
CLSI	11/89
Coopers & Lybrand	11/89
DataEase International Inc.	8/89
Davox Corporation	10/89
DECUS	11/89
Eastech Management Co. Inc.	12/89
Fenwick Partners	9/89
The Gillette Company	12/89
Greylock Management Corp.	12/89
Intermetrics Inc.	12/89
Manager Software Products	8/89
Medi-Tech Inc.	12/89
Merrill Pickard Anderson & Eyre	8/89
Micro-America	8/89
MITRE Corporation	8/89
Moore Bus Forms & System Div	9/89
Nixdorf Computer	8/89
Peat Marwick Main & Co.	10/89
Pfizer Pharmaceuticals	12/89
Price Waterhouse	8/89
Ropes & Gray	11/89
Russell Reynolds	12/89
Sequent Computer Systems Inc.	10/89
SD Financial	12/89
Shawmut Corporation	11/89
SUN Microsystems	11/89
Travelers Ins. Co.	12/89
UNISYS Corporation	12/89
Verbum Magazine	8/89
XEROX Corporation	9/89

# The Computer Museum

311 Congress Street  
Boston, MA 02210  
617-428-1800

October 2, 1989

Organizational meeting of corporate membership committee

Laura Morse, Corporate Committe Chair and Gardner  
Hendrie; staff - Jan Del Sesto, Gillian Ley

AGENDA TO DISCUSS:

>Committee membership - names and size

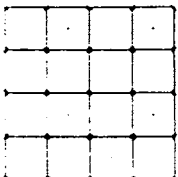
>Meeting schedule

>Operating Mode

Background information:

<u>FY 90</u> <u>Goal</u>	<u>FY 90</u> <u>To date</u>	<u>FY 89</u> <u>Goal</u>	<u>FY 89</u> <u>Actual</u>
\$188,100	\$25,500	\$172,500	\$132,500

Goals for new:			To date
30 à \$1,000 =		\$30,000	2 Intebase Synernetics
5 à \$3,000 =		\$15,000	1 (Acer due)
3 à \$5,000 =		\$15,000	1 (AT&T due)
38 new =		\$60,000	





COMPUTER BOWL

Pat Collins Nelson, Chair  
Steve Coit  
Gwen Bell

CULTIVATION

Gwen Bell, Chair (Computer Bowl, Nominating, Exhibits, CC)

ANNUAL FUND

Hal Shear, Chair  
Tony Pell  
Paul Severino  
Nick Pettinella (Finance)  
Steve Golson?  
Henry Crouse?  
Ted Johnson?

CORPORATE MEMBERSHIP

\*Laura Morse, Chair  
? Jim McKenney? (Finance)  
? Irv Sitkin? (Chair, Nominating)  
Bill Spencer? (Nominating)  
Naomi Seligman? (Nominating)  
John Grady? XRE

? Susan Parish - Lynda Bodman's partner  
\* Sharon Merrill - Financial PR Firm  
\* Karla Karash - husband VP Mkt. Symbolics  
\* Nancy Robb - ex Wang  
\* Jim Barr  
\* Tom Franklin  
\* K.J. King  
? Mimi MacSoud - Price Waterhouse  
John Meyers (Gib Meyers brother)

INDIVIDUAL MEMBERSHIP

Larry Brewster, Chair  
Jonathon Rotenberg  
Ron Smart  
Jon Eklund? (Collections)  
Jean Sammet? (Milestones Advisory, Colletions)  
Ann Roe-Hafer

CAPITAL CAMPAIGN

Gardner Hendrie, Interim Chair  
Lynda Bodman ?  
Gwen Bell?  
Gordon Bell?  
Robert Shafto?  
Ed Fredkin?  
Ted Johnson?  
Bill Poduska?  
Ed Schwartz?  
Dave Donaldson?  
Dave & Pat Nelson?

EXHIBITS COMMITTEES

WALK-THROUGH:

- Gwen Bell
- Gordon Bell
- Dave Donaldson
- Mitch Kapor
- Joyce Fredkin
- Tony Rey
- ~~\_\_\_\_\_~~

MILESTONES:

- Gordon Bell
- Gwen Bell
- Bob Lucky
- Russell Nofsker
- CHris Morgan?
- Dave Nelson?
- Dick Case?
- Owen Brown?
- Allen Michels?
- Charlie Bachman

NETWORKED SOCIETY:

- Paul Severino?
- Cas Skrzypczak?
- Stu Wecker?
- Max Hopper?
- Bill Foster?

Board Not Assigned:

- Dave Chapman
- Tom Gerrity
- Richard Greene
- Sir Arthur Humphreys
- Seymour Papert (Education)

ATTENDANCE AT BOARD FUNDRAISING ORGANIZATIONAL MEETINGS

August 17th

Laura Barker Morse  
Lynda Schubert Bodman  
Anthony Pell  
Russell Noftsker

August 23rd

Hal Shear  
David Chapman

August 29th

Jonathan Rotenberg  
Robert Shafto  
Nick Pettinella  
Lawrence Brewster

August 22nd

Ron Smart - met w/ Jan

BOARD MEMBERS WHO HAVE NOT ATTENDED FUNDRAISING MEETING

NY/NJ/CT AREA

William Spencer *corporate membership*  
Richard Case ✓  
~~Richard Greene~~  
Robert Lucky *milestones*  
Naomi Seligman ~~corporate~~ *culinary*  
Irwin Sitkin *corporate membership*  
C.S. Skrzypczak ✓

MA AREA

David Donaldson  
William Foster *visit*  
Edward Fredkin *walk thru*  
~~Thomas Gerrity~~  
Theodore Johnson *ask*  
Mitchell Kapor *cultivation dinner*  
James McKenny *corporate membership*  
Seymour Papert  
William Poduska *capital*  
→ Paul Severino *visit*  
~~James Davis~~  
Nick Pettinella

MISCELLANEOUS

Jon Eklund  
Max Hopper  
Arthur Humphreys  
Jean Sammet

CA  
Gardner Bell

COMMITTEES

Computer Bowl Committee

Pat Nelson Chairperson  
Steve Quoit

Cultivation Committee

Gwen Bell Chairperson

Corporate Membership Committee

Laura Barker Morse Chairperson  
~~Larry Brewster (?)~~  
Jim McHenry  
Bill Spencer  
Irvia Sikkir

Individual Membership Committee

Larry Brewster ~~Chairperson~~ chairperson  
Jonathan Rotenberg  
Ron Smart

Annual Fund Committee

Hal Shear ~~Chairperson~~ Chairperson  
Anthony Pell  
Jonathan Rotenberg (?)  
Nick Pettinella

Exhibits Committee

Walk-Through  
Dave Donaldson  
Mitch Kapor  
Fredkins

Tony Ray  
Gordon

Milestones

Russell Noftsker  
Gordon Bell

Capital Campaign Committee

Lynda Bodman  
Bill Poduska  
Gordon Bell  
Bob Shatto  
Tony Pell



## MEMORANDUM

TO: Joseph Cashen  
FROM: Mark Allio  
DATE: 11 January 1988

Joe, in response to inquiries regarding monies received for exhibit funding:

FY87- 50K received from Cullinet for planned software exhibit. 3.5K was expended in FY87 (mainly labor) and classified as Capital Fund work-in-process; it was capitalized to the Plant Fund in FY88. The remaining funds have been expended as working capital, due to the museum's historic cash management policies. A remaining obligation to the donor of 46.5K still exists. There has been some discussion of integrating this obligation into a current exhibit plan.

FY88- 52K received from Gordon Bell for unspecified exhibit. 100K received from Mitch Kapur for Personal Computer Exploration Center (PCEC) -originally donated to Boston Computer Society (BCS) for exhibit to be developed jointly. Discussions continuing with Rotenberg of BCS regarding joint fundraising and development. As with the Cullinet contribution, monies have been utilized as working capital while obligation remains unfulfilled. 20K also received during FY88 for Smart Machines exhibit expended against corresponding exhibit costs (no remaining obligation). Thus, the total remaining obligation for monies received in FY88 is 152K.

FY89- 50.5K received to date for exhibits (PCEC- 12K from Maxell; Milestones/SAGE- 12.5K from Allen Michels; Graphics Gallery- 26K (20K from National Computer Graphics Foundation (ACM), 3K from Putz, Strode, Tendam (Corporate), 2K from Electronic Visualization Lab (already expended), 1K from SPOT (already expended). Thus, since 4K has already been expended, there remains a 46.5K obligation to date, and it is assumed that corresponding expenditures will be made within FY89.

FY90- a 250K restricted (exhibits) pledge was received from Mitch Kapur as part of his overall 750K pledge (500K unrestricted, 250K restricted). It is believed receipt of monies would occur in December 1989.

Project codes have been established for Milestones/SAGE, which are apparently being treated as one exhibit overall for fundraising purposes. Estimated costs are 450K (cash) and 150K (services/in-kind). In addition, we have committed to the retention of designer Richard Fowler between 1 May or 1 June 1989 at a salary of 50K plus round-trip travel expenses unless we notify him prior to 1 February 1989 (in two weeks). The museum's current financial situation and cash flow needs must be considered as an essential element in planning the timing of exhibit development/implementation activity and corresponding expenditures.

(See Table- next page).

<u>FY</u>	<u>AMOUNT RCVD.</u>	<u>EXHIBIT</u>	<u>SOURCE</u>	<u>NOT EXPENDED</u>	<u>REMAINING OBLIGATION</u>
87	50K	Software	Cullinet	OK	46K
88	52K	Unspecified	Bell	OK	52K
	100K	PCEC	Kapor	OK	100K
89	12K	PCEC	Maxell	12K	12K
	20K	Graphics	ACM	20K	20K
	3K	Graphics	P.S.T	3K	3K
	2K	Graphics	EV Lab	OK	OK
	1K	Graphics	SPOT	OK	OK
	<u>13K</u>	Milestones	Michels	<u>13K</u>	<u>13K</u>
	259K			48K	246K

NOTE: Above summary does not include funds received and expended for Smart Machines exhibit, for which there are no outstanding obligations to donors.

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Steve Golson?  
Henry Crouse?  
Ted Johnson?  
Gwen Bell

CORPORATE MEMBERSHIP

Laura Morse, Chair	
Jim McKenney? (Finance)	Karla Karash
Irv Sitkin? (Chair, Nominating)	Nancy Robb
Bill Spencer? (Nominating)	Gwill York?
Naomi Seligman? (Nominating)	Mimi Macsoud?
John Grady?	Jim Baar?
Susan Parish?	John Meyers?
Sharon Merrill	Tom Franklin?

INDIVIDUAL MEMBERSHIP

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Stu Wecker?  
Max Hopper?  
Bill Foster?

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Tom Gerrity  
Richard Greene  
Sir Arthur Humphreys  
Seymour Papert (Education)

10/2/89







# The Computer Museum

## CONFIDENTIAL

DATE: October 4, 1989

MEMO TO: Jim McKenney *JMS*  
 FROM: Jan Del Sesto  
 RE: Tom Gerrity & Index Pledge

As Oliver mentioned to you, at the recent meeting of the working development committee, it was agreed that we should ask you to meet with Tom Gerrity at Index about two things - the company's outstanding capital campaign pledge and his board participation (or lack of) in the Museum.

To help you prepare for your discussion and refresh your memory here, is the pledge history:

Pledged \$10,000 in 1985 to Phase I to be paid each spring over a four year period. Payments made were \_

Phase I	\$2,500	4/9/85	FY 86
	\$2,500	4/1/86	FY 87
	\$2,500	10/1/87	FY 88
	\$2,500	unpaid	FY 89

In 1987, you met with him again and secured another \$10,0000 pledge for Phase II. Despite numerous pledge reminders and correspondence requesting pledge payments, we have received no payments since October 1987. At this date, there are two payments in default: \$2,500 for 1988 and \$2,500 1989.

We would like them to catch up with the payments now amounting to \$5,000, and set a payment schedule for the amount due.

It may help that he has been inactive and might be made to feel guilty by you -- his former professor and mentor and business associate (who put himself on the line to get him a place on the most desirable nonprofit board around). Jim, I'm sure you know best how to handle him and the situation, but our thinking was that you could present it to him as his having put you (and himself) in an embarrassing situation with the Museum board.

As with the rest of the board, he needs to be made to understand that with our limited resources in staffing, it is particularly important that 1) we have an active board and, 2) that the Museum is really counting on the pledges that were made to ensure its future.

I've attached some documentation for your information. Good luck. We're counting on you!

cc: Gardner Hendrie, Ed Schwartz  
 O. Strimpel, M. Allio

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
COMBINED OPERATING AND CAPITAL FUNDS  
( \$ - Thousands )

	8/31/88 ACTUAL	FOR THE TWO MONTHS ENDED			ANNUAL FY1990 BUDGET	
		BUDGET	8/31/89 ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Operating Fund	175	255	365	110	43%	1,518
Capital Fund	17	0	5	5	100%	1,100
Total Revenues	<u>192</u>	<u>255</u>	<u>370</u>	<u>115</u>	<u>45%</u>	<u>2,618</u>
<b>EXPENSES:</b>						
Operating Fund	256	286	252	34	12%	1,650
Capital Fund	76	126	100	26	21%	1,053
Total Expenses	<u>332</u>	<u>412</u>	<u>352</u>	<u>60</u>	<u>15%</u>	<u>2,703</u>
NET REVENUES (EXPENSES)	<u>(\$140)</u>	<u>(\$157)</u>	<u>\$18</u>	<u>\$175</u>	<u>211%</u>	<u>(\$85)</u>

**SUMMARY:**  
-----

For the two months ended August 31, 1989 the museum operated at a surplus of 18K compared to a budgeted deficit of (157K). As of August 31, 1989 total cash and cash equivalents amounted to 291K.

**OPERATING:** Operating revenues were 43% over budget due mainly to strong contributions, admissions and store revenues. Expenses were 12% under budget due mainly to lower personnel costs (vacant positions) and tight spending control.

**CAPITAL:** Revenues were 100% over budget due to timing of contributions. Expenses were 21% under budget due mainly to lower personnel costs (vacant positions) and timing of exhibit-related expense activity.

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
OPERATING FUND  
( \$ - Thousands )

	8/31/88 ACTUAL	FOR THE TWO MONTHS ENDED				ANNUAL FY1990 BUDGET
		BUDGET	8/31/89 ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Unrestricted contributions	5	\$27	107	80	29%	\$279
Restricted contributions	44	42	53	11	26%	400
Corporate memberships	6	31	5	(26)	(84%)	188
Individual memberships	9	14	9	(5)	(36%)	82
Admissions	62	72	96	24	33%	247
Store	26	33	57	24	73%	163
Functions	20	30	31	1	1%	124
Other	8	6	7	1	2%	35
Gain/Loss on Securities	(5)	0	0	0	0%	0
<b>Total Revenues:</b>	<b>175</b>	<b>255</b>	<b>365</b>	<b>110</b>	<b>43%</b>	<b>1,518</b>
<b>EXPENSES:</b>						
Exhibits & education	77	66	60	6	9%	324
Marketing & memberships	48	51	41	10	20%	298
Management & general	49	65	51	14	22%	409
Fundraising	8	12	8	4	33%	127
Store	25	35	40	(5)	(14%)	160
Functions	10	14	9	5	36%	70
Museum Wharf expenses	39	43	43	0	0%	262
<b>Total Expenses</b>	<b>256</b>	<b>286</b>	<b>252</b>	<b>34</b>	<b>12%</b>	<b>1,650</b>
<b>NET REVENUES(EXPENSES)</b>	<b><u>(\$81)</u></b>	<b><u>(\$31)</u></b>	<b><u>\$113</u></b>	<b><u>\$144</u></b>	<b><u>46%</u></b>	<b><u>(\$132)</u></b>



THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
CAPITAL FUND  
( \$ - Thousands )

	8/31/88 ACTUAL	FOR THE TWO MONTHS ENDED				ANNUAL FY1990 BUDGET
		BUDGET	-----8/31/89----- ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Contributions	\$17	\$0	\$5	\$5	100%	\$400
Exhibit Funding	0	0	0	\$0	0%	700
Gain (Loss) on securities	0	-	0	0	0%	-
	-----	-----	-----	-----	-----	-----
Total Revenues	17	0	5	5	100%	1,100
<b>EXPENSES:</b>						
Exhibits	0	21	10	11	52%	481
Exhibit Administration	34	63	52	11	17%	313
Fundraising	15	16	12	4	25%	105
Wharf mortgage	27	26	26	0	0%	154
	-----	-----	-----	-----	-----	-----
Total Expenses	76	126	100	26	21%	1,053
<b>NET REVENUES (EXPENSES)</b>	<b>(\$59)</b>	<b>(\$126)</b>	<b>(\$95)</b>	<b>\$31</b>	<b>25%</b>	<b>\$47</b>

THE COMPUTER MUSEUM  
BALANCE SHEET  
8/31/89

	OPERATING FUND	CAPITAL FUND	PLANT FUND	TOTAL 8/31/89	TOTAL 6/30/89
<b>ASSETS:</b>					
<b>Current:</b>					
Cash	\$168,105			\$168,105	\$149,212
Cash Equivalents	122,675			122,675	121,117
Investments		\$37,500		37,500	37,500
Receivables	21,988			21,988	36,427
Inventory	56,122			56,122	43,708
Prepaid expenses	10,636	1,127		11,763	7,227
Interfund receivable		401,989		401,989	492,907
	-----	-----	-----	-----	-----
<b>TOTAL</b>	<b>379,526</b>	<b>440,616</b>	<b>0</b>	<b>820,142</b>	<b>888,098</b>
<b>Property &amp; Equipment (net):</b>					
Equipment & furniture	-		\$11,482	11,482	11,482
Capital improvements	-		699,126	699,126	699,126
Exhibits	-		336,276	336,276	336,276
Construction in Process	-	26,311		26,311	26,311
Land	-		24,000	24,000	24,000
	-----	-----	-----	-----	-----
<b>Total</b>	<b>0</b>	<b>26,311</b>	<b>1,070,884</b>	<b>1,097,195</b>	<b>1,097,195</b>
 <b>TOTAL ASSETS</b>	 <b><u>\$379,526</u></b>	 <b><u>\$466,927</u></b>	 <b><u>\$1,070,884</u></b>	 <b><u>\$1,917,337</u></b>	 <b><u>\$1,985,293</u></b>
<b>LIABILITIES AND FUND BALANCES:</b>					
<b>Current:</b>					
Accounts payable and accrued expenses	\$72,725	\$10,338		\$83,063	\$76,446
Deferred income	20,735	-		20,735	22,230
Line of credit				0	0
Interfund payable	401,989	-		401,989	492,907
	-----	-----	-----	-----	-----
<b>Total</b>	<b>495,449</b>	<b>10,338</b>	<b>0</b>	<b>505,787</b>	<b>591,583</b>
<b>Fund Balances:</b>					
Operating	(115,923)			(115,923)	(229,083)
Capital		456,589		456,589	551,909
Plant			\$1,070,884	1,070,884	1,070,884
	-----	-----	-----	-----	-----
<b>Total</b>	<b>(115,923)</b>	<b>456,589</b>	<b>1,070,884</b>	<b>1,411,550</b>	<b>1,393,710</b>
 <b>TOTAL LIABILITIES AND FUND BALANCES</b>	 <b><u>\$379,526</u></b>	 <b><u>\$466,927</u></b>	 <b><u>\$1,070,884</u></b>	 <b><u>\$1,917,337</u></b>	 <b><u>\$1,985,293</u></b>

THE COMPUTER MUSEUM  
STATEMENT OF CHANGES IN CASH POSITION  
8/31/89

	OPERATING FUND	CAPITAL FUND	PLANT FUND	TOTAL 8/31/89	TOTAL 6/30/89
Cash provide by/(used for) operations:					
Excesss/(deficiency) of support and revenue	\$113,160	(495,320)		\$17,840	(\$606,578)
Depreciation				0	283,311
Cash from operations	113,160	(95,320)	0	17,840	(323,267)
Cash provided by/(used for) working capital:					
Receivables	14,439			14,439	(5,654)
Inventory	(12,414)			(12,414)	(4,011)
Investments		0		0	81,173
Accounts payable & other current liabs	4,615	2,002		6,617	(11,602)
Deferred income	(1,495)			(1,495)	7,980
Prepaid expenses	(6,936)	2,400		(4,536)	1,482
Cash from working capital	(1,791)	4,402	0	2,611	69,368
Cash provided by/(used for) Fixed assets	-			0	(33,147)
Net increase/(decrease) in cash before financing	111,369	(90,918)	0	20,451	(287,046)
Financing:					
Interfund rec. & pay.	(90,918)	90,918		0	-
Transfer to Plant				0	-
Line of credit	-			0	0
Cash from financing	(90,918)	90,918	0	0	0
Net increase/(decrease) in cash & investments	20,451	0	0	20,451	(287,046)
Cash, beginning of year	270,329	0	0	270,329	557,375
Cash, end of period	<u>\$290,780</u>	<u>0</u>	<u>\$0</u>	<u>\$290,780</u>	<u>\$270,329</u>

# The Computer Museum

300 Congress Street  
Boston, MA 02210

(617) 426-2800

## MEMORANDUM

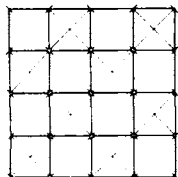
TO: GARDNER HENDRIE  
FROM: MARK ALLIO  
DATE: 28 AUGUST 1989  
SUBJECT: MISC. FINANCIAL

Gardner, enclosed are various materials for your review and consideration:

1) Draft Promissory Note- I spoke with Ed Schwartz who asked me to simply forward what I had drafted to you for your consideration. Let's discuss this draft to see if it meets with your approval and my understanding of how we structure this arrangement. An outstanding question, and consequently not noted on the draft agreement, is the timing with regard to this transaction. Also, I checked, on Ed Schwartz's recommendation, with our auditors (Coopers & Lybrand) to see if there are any implications regarding public disclosure relating to such a transaction. If there is an amount outstanding or due at the close of the fiscal year (which there will be unless the stock is sold before 30 June), footnote disclosure is required in the audited financial statements, since a) the Museum has assumed a fairly material new liability, and b) an officer of the corporation is involved. However, such disclosure would only probably amount to a brief statement indicating that an officer had made a secured loan to the institution in X amount under certain terms and conditions. My understanding is that your name would not need to be disclosed. Let's discuss this further.

2) We have put your Computer Museum Financial Tracking Sheet on-line here at the Museum. Corrections have been made to a number of items on your version and an additional category added (Individual Unrestricted- 710). We shall update this form for you on a monthly basis (July 1989 is enclosed).

3) Enclosed is a set of what is referred to as the Flux statements. These statements provide comparisons of revenues and expense on a line item basis from year to year. I have previously provided you with statements that provide comparisons from a project/departamental perspective. The enclosed set, with accompanying notes, compares the FY90 Budget to FY89 Actual (excluding transfers). In short, overall expense increases consist of the following:



# The Computer Museum

300 Congress Street  
Boston, MA 02210

(617) 426-2800

Total Expense Increase- 665K (168K Personnel, 179K Administrative, 294K Program, 12K Store (higher sales and cost of goods sold), 12K Museum Wharf (higher benefits cost).

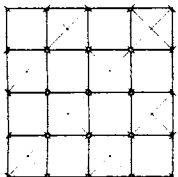
A) Personnel Costs- roughly 128K of 168K increase is related to costs associated with new Exhibits personnel (Exhibit Designer, Exhibit Developer-Walkthrough, Exhibit Developer- Milestones), remainder reflects other new personnel, general salary increases, and health care cost/rate increases, offset partly by reductions in Contract Personnel.

B) Administrative- roughly 125K of 179K increase is related to new Exhibit activity, remainder reflects higher Capital Development and Bowl expenditures, some general administrative cost increases.

C) Program- roughly 305K of 294K increase is related to new Exhibit activity, offset by reductions in Other Expense from Bowl (13K) and other.

New exhibit-related expenses account for roughly 558K of the total 665K expense increase in the FY90 budget. Aside from general salary increases, and increases in various categories due to external cost pressures or increased activity, the Museum's overhead structure remains essentially unchanged.

Please let me know if this information meets your needs. Let's discuss all of the above at your earliest convenience. Thanks.



THE COMPUTER MUSEUM, INC.

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FINANCIAL STATEMENTS  
for the year ended June 30, 1989

**Coopers  
& Lybrand**

Certified Public Accountants

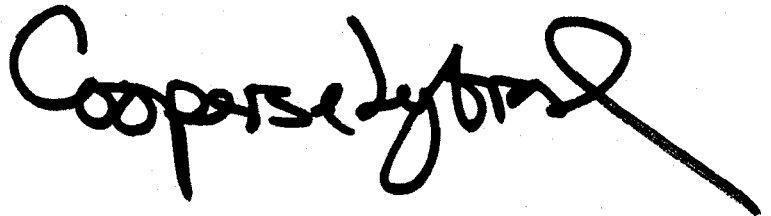
REPORT OF INDEPENDENT ACCOUNTANTS

To the Board of Directors and Members of  
The Computer Museum, Inc.:

We have audited the accompanying balance sheet of The Computer Museum, Inc. as of June 30, 1989, and the related statements of activity and changes in cash flows for the year ended June 30, 1989. We have previously examined and reported upon the financial statements for the year ended June 30, 1988 which are included in condensed form for comparative purposes only. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Computer Museum, Inc. as of June 30, 1989, and the results of its operations and changes in its cash flows for the year ended June 30, 1989, in conformity with generally accepted accounting principles.



Boston, Massachusetts  
August 4, 1989

THE COMPUTER MUSEUM, INC.

BALANCE SHEET

June 30, 1989  
(with comparative totals for 1988)

ASSETS	Operating Fund	Capital Fund	Plant Fund	Combined Totals	
				1989	1988
<b>Current assets:</b>					
Cash	\$149,212			\$ 149,212	\$ 253,424
Cash equivalents (Note B)	121,117			121,117	303,951
Investments (Note B)		\$ 37,500		37,500	118,673
Receivables and other assets (Note C)	40,127	3,527		43,654	39,482
Store inventory (Notes B and D)	43,708			43,708	39,697
Interfund receivable (Note B)		492,907		492,907	462,349
<b>Total current assets</b>	<b>354,164</b>	<b>533,934</b>		<b>888,098</b>	<b>1,217,576</b>
<b>Property and equipment (Note B):</b>					
Land			\$ 24,000	24,000	24,000
Equipment and furniture			107,587	107,587	107,587
Capital improvements			924,329	924,329	924,329
Exhibits		26,311	886,810	913,121	879,975
		26,311	1,942,726	1,969,037	1,935,891
<b>Less accumulated depreciation</b>			<b>(871,842)</b>	<b>(871,842)</b>	<b>(588,532)</b>
<b>Net property and equipment</b>		<b>26,311</b>	<b>1,070,884</b>	<b>1,097,195</b>	<b>1,347,359</b>
Collection (Note E)		-	-	-	-
<b>Total assets</b>	<b>\$354,164</b>	<b>\$580,245</b>	<b>\$1,070,884</b>	<b>\$1,985,293</b>	<b>\$2,564,935</b>
<b>LIABILITIES AND FUND BALANCES</b>					
<b>Current liabilities:</b>					
Accounts payable and other current liabilities	90,340	8,336		98,676	102,298
Interfund payable (Note B)	492,907			492,907	462,349
<b>Total current liabilities</b>	<b>583,247</b>	<b>8,336</b>		<b>591,583</b>	<b>564,647</b>
<b>Commitments (Notes B and F)</b>					
<b>Fund balances:</b>					
Operating	(229,083)			(229,083)	89,902
Capital		551,909		551,909	566,538
Plant			1,070,884	1,070,884	1,343,848
<b>Total fund balance</b>	<b>(229,083)</b>	<b>551,909</b>	<b>1,070,884</b>	<b>1,393,710</b>	<b>2,000,288</b>
<b>Total liabilities and fund balances</b>	<b>\$354,164</b>	<b>\$580,245</b>	<b>\$1,070,884</b>	<b>\$1,985,293</b>	<b>\$2,564,935</b>

The accompanying notes are an integral part of the financial statements.



THE COMPUTER MUSEUM, INC.

STATEMENT OF ACTIVITY

for the year ended June 30, 1989  
(with comparative totals for 1988)

	Operating Fund	Capital Fund	Plant Fund	Combined Totals	
				1989	1988
<b>Support and revenue:</b>					
Unrestricted gifts	\$ 180,497	\$388,114		\$ 568,611	\$ 797,284
Restricted gifts	290,203	95,002		385,205	260,049
Memberships	215,626			215,626	239,129
Admissions	232,269			232,269	224,946
Auxiliary activities (Note D)	227,978			227,978	228,586
Unrealized loss on investments				-	(40,621)
Investment loss	(5,711)			(5,711)	(581)
Museum Wharf (Notes B and F)				-	357,865
Miscellaneous	58,085	1,441		57,506	56,384
<b>Total</b>	<b>1,198,927</b>	<b>484,557</b>		<b>1,681,484</b>	<b>2,123,001</b>
<b>Expenses:</b>					
Exhibits and programs	347,039			347,039	322,659
Marketing and membership	221,168			221,168	166,329
Depreciation			\$ 283,311	283,311	308,037
<b>Supporting services:</b>					
Management and general	388,524	210,210		598,734	521,763
Fund raising	112,445	117,653		230,098	92,830
Museum Wharf (Notes B and F)	242,651	160,976		403,627	471,350
Auxiliary activities (Note D)	204,085			204,085	188,757
<b>Total</b>	<b>1,515,912</b>	<b>488,839</b>	<b>283,311</b>	<b>2,288,062</b>	<b>2,071,725</b>
<b>Excess (deficiency) of support and revenue over expenses</b>	<b>(318,985)</b>	<b>(4,282)</b>	<b>(283,311)</b>	<b>(606,578)</b>	<b>51,276</b>
<b>Transfers:</b>					
From operating fund				-	-
From capital fund		(10,347)	10,347	-	-
<b>Net increase (decrease) in fund balance</b>	<b>(318,985)</b>	<b>(14,629)</b>	<b>(272,964)</b>	<b>(606,578)</b>	<b>51,276</b>
Fund balance, beginning of year	89,902	566,538	1,343,848	2,000,288	1,949,012
Fund balance, end of year	\$ (229,083)	\$551,909	\$1,070,884	\$1,393,710	\$2,000,288

The accompanying notes are an integral part  
of the financial statements.

THE COMPUTER MUSEUM, INC.

STATEMENT OF CHANGES IN CASH FLOWS

for the year ended June 30, 1989  
(with comparative totals for 1988)

	Operating Fund	Capital Fund	Plant Fund	Combined Totals	
				1989	1988
Cash provided by (used for) operations:					
Excess (deficiency) of support and revenue over expenses	\$ (318,985)	\$ (4,282)	\$ (283,311)	\$ (606,578)	\$ 51,278
Depreciation			283,311	283,311	308,037
Unrealized loss on investments				-	40,621
Cash provided by (used for) operations	<u>(318,985)</u>	<u>(4,282)</u>		<u>(323,267)</u>	<u>399,934</u>
Cash provided by (used for) working capital:					
Investments		81,173		81,173	(74,023)
Receivables and other assets	(845)	(3,527)		(4,172)	49,365
Inventories	(4,011)			(4,011)	10,186
Accounts payable and other current liabilities	6,037	(9,659)		(3,622)	(183,550)
Cash provided by working capital	<u>1,381</u>	<u>67,987</u>		<u>69,368</u>	<u>(198,022)</u>
Cash provided by (used for): Fixed assets					
		(22,800)	(10,347)	(33,147)	(46,367)
Net cash provided (used) before financing activities	<u>(317,604)</u>	<u>40,905</u>	<u>(10,347)</u>	<u>(287,046)</u>	<u>155,545</u>
Financing activities:					
Interfund receivables and payables	30,558	(30,558)		-	-
Transfers to funds invested in plant		(10,347)	10,347	-	-
Cash provided by (used for) financing	<u>30,558</u>	<u>(40,905)</u>	<u>10,347</u>	<u>-</u>	<u>-</u>
Net increase (decrease) in cash	(287,046)			(287,046)	155,545
Cash and cash equivalents, beginning of year	557,375			557,375	401,830
Cash and cash equivalents, end of year	<u>\$ 270,329</u>	<u>-</u>	<u>-</u>	<u>\$ 270,329</u>	<u>\$557,375</u>

The accompanying notes are an integral part  
of the financial statements.

THE COMPUTER MUSEUM, INC.  
NOTES TO FINANCIAL STATEMENTS

---

A. Description of Activities:

The Computer Museum, Inc. ("the Museum") is an independent, charitable organization. The Museum is dedicated:

- . To educating and inspiring all ages and levels of the public through dynamic exhibitions and programs on the technology, applications and impact of computers;
- . To preserving and celebrating the history and understanding of computing worldwide; and
- . To being an international resource for research into the history of computing.

B. Summary of Significant Accounting Policies:

The financial statements of the Museum have been prepared on the accrual basis. The significant accounting policies followed are described below.

Fund Accounting

To ensure proper usage of restricted and unrestricted assets, the Museum maintains its accounts according to fund accounting principles whereby funds are classified in accordance with specified restrictions or objectives.

The assets, liabilities, and fund balances of the Museum are reported in three self-balancing funds as follows:

- . Operating Fund, which includes unrestricted and restricted resources, reflects the activity necessary to support the overall operations of the Museum.
- . Capital Fund reflects the activity of managing major fundraising efforts to establish the Museum in its new location on Museum Wharf in Boston, Massachusetts, and to ensure the orderly growth of the Museum's exhibits and collection.
- . Plant Fund reflects amounts invested in real estate, equipment, and exhibit-related assets.

Continued

THE COMPUTER MUSEUM, INC.

NOTES TO FINANCIAL STATEMENTS, Continued

Revenue Recognition

Restricted and unrestricted gifts are reported as revenue upon receipt. Memberships are reported as revenue according to the fiscal year to which they pertain and deferred if applicable to future years. Pledge revenue is recorded when received. Revenue from functions is recorded as of the date of the function. Revenue from donated securities is recorded at fair or market value upon formal transfer of ownership. Revenue from donated securities which are restricted or not traded is recorded as revenue upon determination of fair value through a reasonable, independent appraisal or upon their sale.

Contributed Support

The Museum occupied without charge until March 31, 1988 certain premises owned by Digital Equipment Corporation. The value associated with ownership of the premises includes operating and debt service costs, all of which have been reflected in these financial statements. Effective April 1, 1988, responsibility for all such costs was assumed by the Museum.

Investments

Investments are reported in the financial statements at the lower of initially recorded value or current fair value as determined by public markets or by the Museum's management for investments not publicly traded.

Inventories

Inventories are stated at the lower of cost or market on a FIFO (first-in, first-out) basis.

Interfund Receivable and Payable

The Museum manages its cash and cash equivalents on a combined basis. Cash receipts and disbursements for all funds are recorded in the Operating Fund with a corresponding receivable/payable to the appropriate fund. At June 30, 1989, the Operating Fund interfund payable represents the cumulative amount due to the Capital Fund as a result of these transactions.

Plant Assets and Depreciation

Expenditures made for plant acquisitions are accounted for as transfers to the Plant Fund upon completion and full payment of these assets. Therefore, other Funds may hold assets

Continued

THE COMPUTER MUSEUM, INC.

NOTES TO FINANCIAL STATEMENTS, Continued

representing construction-in-process or assets in the process of being acquired. Direct costs associated with the development and construction of permanent exhibits are capitalized and included in funds invested in plant when completed.

The Museum provides for depreciation in amounts estimated to allocate the cost of these assets over the estimated useful life of the respective assets on a straight-line basis. The estimated useful life of equipment and exhibits is five years, and twenty years for capital improvements. Depreciation is a noncash charge which is recorded in the Plant Fund. No depreciation is recorded in the Operating or Capital Funds.

In fiscal year 1988, the Museum revised the estimated useful life of its exhibit assets from ten to five years to more accurately reflect the amount of depreciation and net carrying value of these assets. The cumulative effect of this change in estimate of useful life resulted in an increase of \$131,897 in depreciation in fiscal year 1988. Total depreciation charged to the Plant Fund in fiscal year 1989 was \$283,310, compared to \$308,037 in fiscal year 1988, which was inclusive of the effect of the change in the useful life.

Classification and Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activity. Accordingly, certain costs have been allocated between program and support services, as well as between the Operating and Capital Funds.

Combined Totals

The "Combined Totals" columns are the totals of the similar accounts of the various funds. Since the assets of certain of the funds are restricted, the totaling of the accounts is for supplemental analysis purposes only and does not indicate that the combined fund balances are available in any manner other than provided for in the separate funds.

C. Pledges:

The Museum generally records gifts when received. At June 30, 1989, the aggregate amount pledged was \$380,090. Receipt of these pledges is expected as follows:

Continued

THE COMPUTER MUSEUM, INC.

NOTES TO FINANCIAL STATEMENTS, Continued

<u>Fiscal Year Ended</u>	<u>Unrestricted</u>	<u>Restricted</u>	<u>Total</u>
1990	\$ 74,872	\$250,000	\$324,872
1991	31,444		31,444
1992	17,524		17,524
1993	<u>6,250</u>	<u>          </u>	<u>6,250</u>
Total	<u>\$130,090</u>	<u>\$250,000</u>	<u>\$380,090</u>

D. Auxiliary Activities:

The Museum operates a store during regular Museum hours, principally for the sale of items directly related to the purpose of the Museum. Additionally, the Museum holds the exhibit areas open for private events. Amounts derived from these activities are used for general support of the Museum and, as such, are recorded as current unrestricted revenues.

E. Museum Collection:

In conformity with the practice followed by many museums, property donated for the Museum Collection is not reflected on the balance sheet. The estimated value of objects acquired by donation is not reasonably determinable and, as such, is not included in the statement of activities. The Museum's Collection and other fixed assets are insured for \$2,000,000 as of June 30, 1989.

F. Commitments:

The Museum intends to exercise its option to purchase the premises it currently occupies. The Museum was granted a five-year extension of this purchase option until November 1, 1993 by the lessor. The option will require a payment of approximately \$2,500,000 and will be subject to the maintenance of certain covenants during the option period. In addition, effective April 1, 1988, the Museum assumed responsibility of both building operating costs and remaining mortgage payments. These mortgage payments for the remainder of the term are as follows:

Continued

THE COMPUTER MUSEUM, INC.

NOTES TO FINANCIAL STATEMENTS, Continued

---

<u>Fiscal Year Ended</u>	<u>Total</u>
1990	\$ 154,177
1991	147,377
1992	140,577
1993	133,777
1994	126,977
1995-2000	<u>648,130</u>
Total	<u>\$1,351,015</u>

G. Federal Income Tax Status:

The Museum has received a determination letter under which it is a nonprofit organization exempt from income tax under Section 501(c)(3) of the Internal Revenue Code. Contributions to the organization qualify as charitable deductions.

## LOAN AGREEMENT

This Loan Agreement between Gardner C. Hendrie (Lender) and The Computer Museum (Debtor) shall govern the terms and conditions whereby Lender shall loan to Debtor the sum of Fifty-Thousand (\$50,000.00) Dollars (Loan).

The Loan shall be evidenced by a promissory note, the form of which is attached hereto as Exhibit "A".

The term of the Loan shall be nine (9) months from the date hereof, which term can be extended by Lender as a demand loan (evidenced by a demand form of promissory note to then be executed in exchange for and cancellation of the promissory in the form of Exhibit A). Any extension of the original term of this note shall be under the same terms as stated in this Loan Agreement, except as herein stated or unless modified by in writing by agreement of Lender and Debtor.

The Loan shall be made without the obligation for the payment of interest or any other fee by or from Debtor to Lender.

As collateral for the Loan, Lender shall have a security interest in the 5,000 shares of Silicone Compiler, Inc. Series A Preferred stock (Stock) presently owned by Debtor to secure all obligations of Debtor under this Loan Agreement. Debtor shall give to Lender the Stock (in transfer form) to hold under the terms of this Loan Agreement. Debtor agrees, as appropriate, to execute any and all documentation satisfactory to Lender to establish and protect his security interest. ✓

Lender agrees:

- (a) that he will not execute on the security interest until such time as Debtor's obligations have not been duly met;
- (b) that upon exercising his security interest the Stock will be in full satisfaction of all Debtor's outstanding obligations;
- (c) that Lender will sell the Stock as soon as Silicone Compiler, Inc. has fully registered a public offering covering the Stock on one or more of the national exchanges; and ✓
- (d) that if the sale referenced in (c) occurs within six (6) months of the date of default hereunder and written notice sent by Lender to Debtor that he intends to realize upon the security, Lender shall first apply the proceeds therefrom to the full repayment to Lender of the principal amount of the Loan plus all reasonable expenses incurred by Lender to effectuate the sale, all the remaining proceeds to then be paid in full to Debtor.



This Loan Agreement shall be governed and construed by the laws of the Commonwealth of Massachusetts.

Agreed to this            day of September, 1989.

The Computer Museum (Debtor)

\_\_\_\_\_  
Nicholas Pettinella  
Treasurer

\_\_\_\_\_  
Gardner C. Hendrie (Lender)

EXHIBIT "A"

PROMISSORY NOTE

For value received, The Computer Museum, now of 300 Congress Street, Boston, Massachusetts, 02210 (Debtor), promises to pay to the order of Gardner C. Hendrie, now of Northboro, Massachusetts 01532 (Lender), at his address in Northboro, the sum of Fifty Thousand (\$50,000.00) Dollars, without interest on or before June , 1990.

Debtor shall have the absolute right to prepay the full outstanding principal balance hereof at any time without penalty or cost.

All obligations hereunder of Debtor shall be secured by Debtor's interest in and to 5,000 shares of Silicon~~o~~ Compiler, Inc. Series A Preferred stock (Stock) as more fully described and governed by the terms and conditions of a Loan Agreement executed by and between Lender and Debtor this date. ✓

Executed the      day of                      , September, 1989.

\_\_\_\_\_  
The Computer Museum  
by Nicholas Pettinella  
Treasurer

Digital Equipment Corporation  
111 Powdermill Road  
Maynard, Massachusetts 01754-1418  
508.897.5111, TWX 710.0212  
Telex 94-845



23 August 1989

Oliver Strimpel  
Acting Executive Director  
The Computer Museum  
300 Congress Street  
Boston, MA 02210

Dear Mr. Strimpel;

On behalf of the Corporate Contributions Committee of Digital Equipment Corporation, it is my pleasure to inform you of the Committee's decision to award the Computer Museum a \$950,000 cash and equipment grant over the next three years.

Specifically, the Committee approved a cash grant of \$450,000 payable at \$150,000 each year over a three year period to be used for exhibits and operations.

The initial \$150,000 payment is directed toward the sponsorship of the Walk-Through Computer exhibit. Through our partial sponsorship support for the Walk-Through Computer exhibit, we encourage you to approach other corporations to join us in supporting the success of this new exhibit. It is our intent that the second and third grants of \$150,000 each will be used toward operations and the partial sponsorship of upcoming exhibits. The Committee has stipulated that an annual review of goals against plan will be conducted before each of the next \$150,000 payments are released to the Museum.

In addition, the Committee awarded a grant of \$500,000 over the next three years for the acquisition of computer equipment needed to enhance your administrative systems and exhibits which would include interactive elements of the Walk-Through Computer, the current Gallery, and future exhibits. As indicated in your proposal, we understand that the Museum will continue, as appropriate, to make this computer equipment a visible part of your education and awareness of technology.

Computer Museum  
Page 2

Jane Hamel, Corporate Contributions Manager, will be in touch with you to discuss the cash payment schedule and the process for executing the equipment contributions. Lewis Karabatsos, Corporate Community Relations Communications Manager, should be contacted for any public relations activity relative to this grant as well as use of Digital's name/logo in the exhibits.

Again, we hope that this commitment will help the Museum secure additional exhibit support from other corporations.

Sincerely,



Nancy A. Dube  
Manager, Corporate Community Relations

CC: Jane Hamel, Digital Equipment Corporation  
Gardner Hendrie, The Computer Museum  
Ed Schwartz, The Computer Museum

NAD/cd

7/19/89

THE COMPUTER MUSEUM

LINE OF CREDIT SITUATION

- Given our projected available cash, we need a Line of Credit
- Bank of New England appears to be only viable prospect at present; they require guarantor(s)
- At 6/23 Board meeting, we projected available cash on 6/30 to be 286K
  - including Bell at 50K
  - including Michels at 12.5K
  - not including add'l. 28K from Nelson
  - not including 5K from Bodman
  
- Actual cash on 6/30 was 270K without any of the above
  - Store did 10K better than plan
  - Exhibits net was 30K+ better than plan
  
- Assuming Bell and Nelson happen
  - 270K-6/30 cash
  - 78K -(50K+28K)
  - 348K-"final" cash
  - 286K-planned cash
  - 62K-positive increment
  
- Maximum projected future cash short-fall was -48K; with Bell + Nelson, this would go to +14K
  
- I recomend we plan to "flunk" DEC 100K trigger(tell DEC first) and go for 100K Line to minimize number of guarantors
  
- I suggest we ask Mitch to let us use 100K of his 250K pledge as Line back up, if we feel we can raise whatever we use as extra \$ to compensate for it

MEMORANDUM

TO: GARDNER HENDRIE  
FROM: MARK ALLIO  
DATE: 18 JULY 1989

Gardner, in response to your request for more information on our exhibit funding and cash situation, please note the following:

1) Attached are two versions of our projected cash balances- the first is the version presented at the 6/23/89 Board meeting which includes exhibit funding and expense, which results in a projected 6/30/90 ending cash balance of 201K (penciled changes reflect most the actual June ending cash balance and recent working capital adjustments). The second version presents projected cash balances excluding all direct exhibit funding and expense, which results in a projected 6/30/90 ending cash balance of (18K). The FY90 budget thus assumes that we realize an exhibit funding surplus of 219K, some of which would be decreased by the amount of exhibit-related time (salary) allocations (relating to personnel carried in overhead accounts like Exhibit Administration) during FY90, and some of which would serve to fund exhibit-related expenditures due in early FY91.

Although the second version assumes we do not receive the 250K from Kapor (projected receipt in first version falls in January 1990) which may be unrealistic, the chart highlights the seriousness of our cash needs should no exhibit funding materialize, or should we not choose to rely on exhibit funding to support the ongoing operations of the Museum. Given the relative degree of uncertainty regarding the amount and timing of exhibit funding that may actually be received, this chart lends compelling credence to the idea that the Museum seek a line of credit level that would allow it to continue to operate in a worst case scenario (200K limit).

2) Costs associated with most existing Exhibit personnel (Strimpel, Fowler, Griscom, Merrill) have been budgeted in Exhibit Administration (#620) and to a lesser extent Exhibit Enhancement (#630), both "overhead" accounts. These individuals' time and commensurate salaries are posted directly to specific exhibit accounts on a quarterly basis (as determined by Strimpel). Exhibit Developers Greg Welch and Chip Morrison are posted directly against the Walk-Through and Milestones exhibit accounts, respectively.

3) Restricted exhibit balances include the following: FY87- 50K from Cullinet (originally Software), FY88- 52K from Bells (unspecified), 100K from Kapor (PCEC), FY89- Graphics Gallery- 15K, Walk-Through- 8K,

Milestones- 20K. The 202K from FY87 and FY88 has been expended, in effect, for operating purposes. Despite requests, no time allocations or cost accounting have been performed yet by Strimpel in determining the true remaining restricted balances relating to these FY87 & FY88 funds. During FY89, it was agreed that all exhibit monies received would, in effect, be segregated for exhibit-related purposes. Cash flow and P & L projections prepared during the latter half of FY89 have thus reflected corresponding expense offsets for all monies received. However, complete offsetting expenditures have not been made, resulting in a 43K exhibit surplus during FY89. This of course, is inherently reflected in the 270K fiscal year-end cash balance at 6/30/89. If these funds were segregated, the actual ending cash balance would be 227K, compared to that originally projected at 286K. Note- The 50K Bell contribution was not received, nor is it included in the most recent cash balance projections. The 28K Nelson contribution is also not included in these projections.

4) The Museum has historically followed cash management policies of a) relying on its Capital Fund to fund Operating Fund deficits, and b) relying on restricted funds, including exhibits, to fund operating and cash needs. During FY89, it was determined that if the Museum were to move ahead in exhibit development, restricted exhibit-related monies should be held in reserve. Although the FY90 budget reflects the bulk of exhibit-related funding and expenditures to fall from October on through FY91, ongoing expenditures such as Welch and Morrison salaries are current direct drains on available exhibit cash.

5) It is, in my opinion, critical that the Museum take steps to insure that a) adequate financing is in place to help us meet our fixed costs, and b) our cash management policies do not hinder our efforts to develop new exhibits, new "product", as part of our mission and long-term goals. Although the 43K FY89 exhibit surplus can be inherently reflected in our available cash scenarios, it should be understood that these monies are helping to fund current Exhibit personnel (Welch and Morrison). Upon depletion of Exhibit funding balances, these and other Exhibit-related costs begin taxing the monies available to fund our fixed and other operating costs. In addition, resolution of our other restricted exhibit and donor obligations from previous years remains an outstanding issue. Finally, longer-term budget and financial implications should be considered, since theoretically we will have, assuming FY90 expectations are met, a 219K exhibit surplus (before retroactive time allocations) to carry over and fund exhibit-related expenditures falling in early FY91. Please let me know if you have any comments or questions regarding these

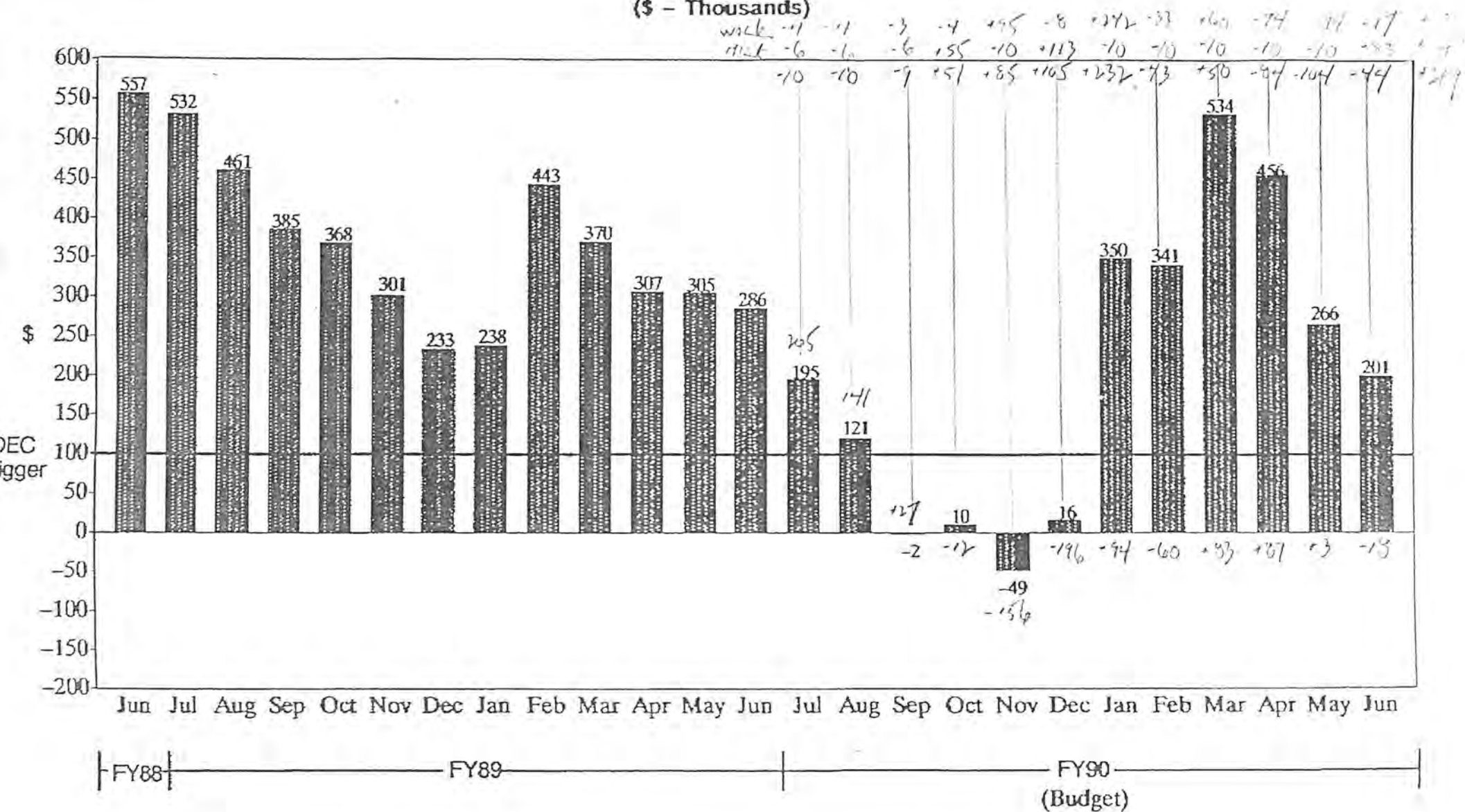
issues. I have also attached our preliminary June (fiscal year-end) financials for your review.



THE COMPUTER MUSEUM  
MONTH END CASH BALANCE

FY89 - FY90

(\$ - Thousands)



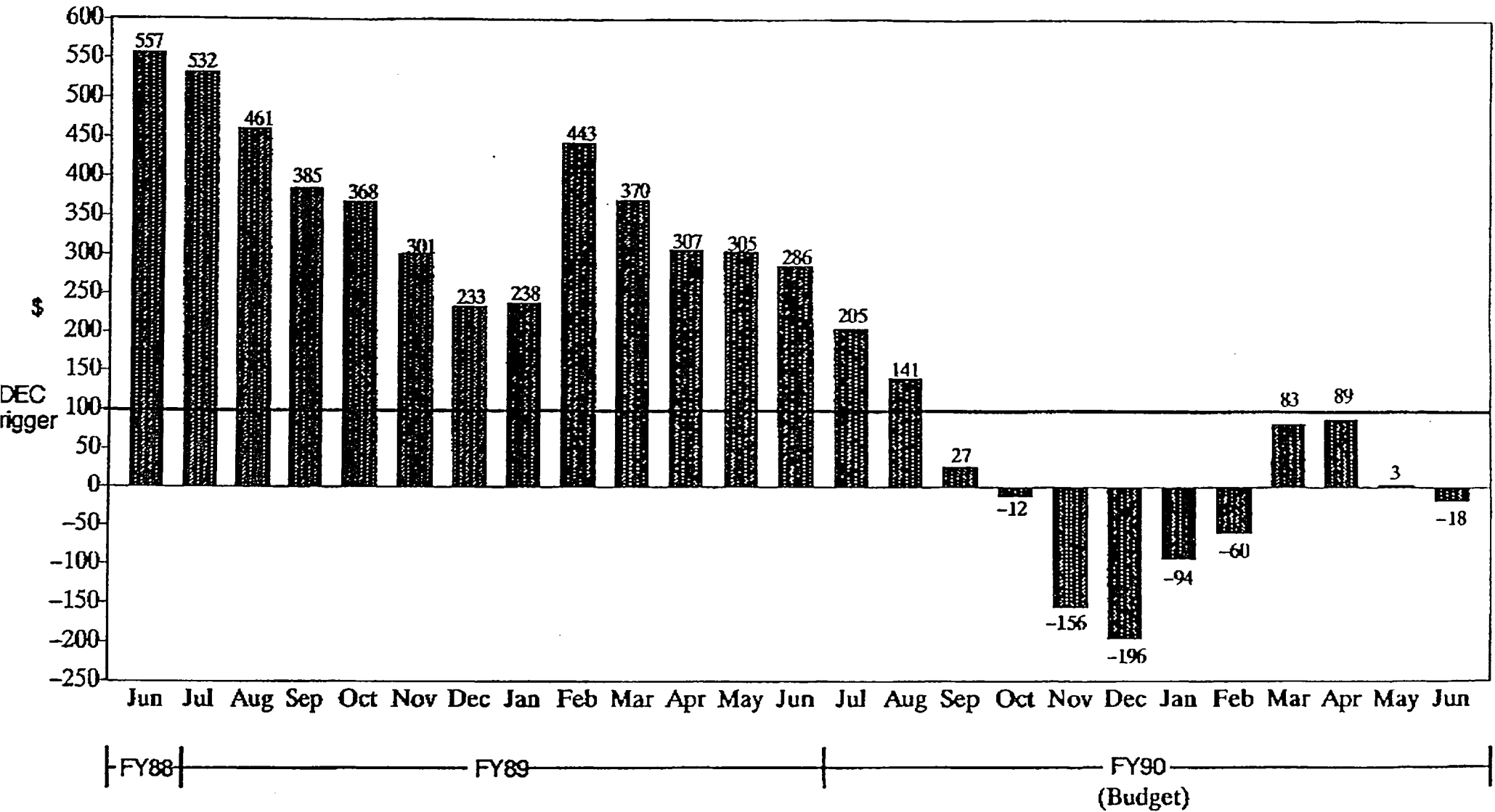
NOTE: FY90 Figures Include Exhibit Funding and Expenses Related to Such Exhibit Funding.

First Joint Presentation

# THE COMPUTER MUSEUM MONTH END CASH BALANCE

FY89 - FY90

(\$ - Thousands)

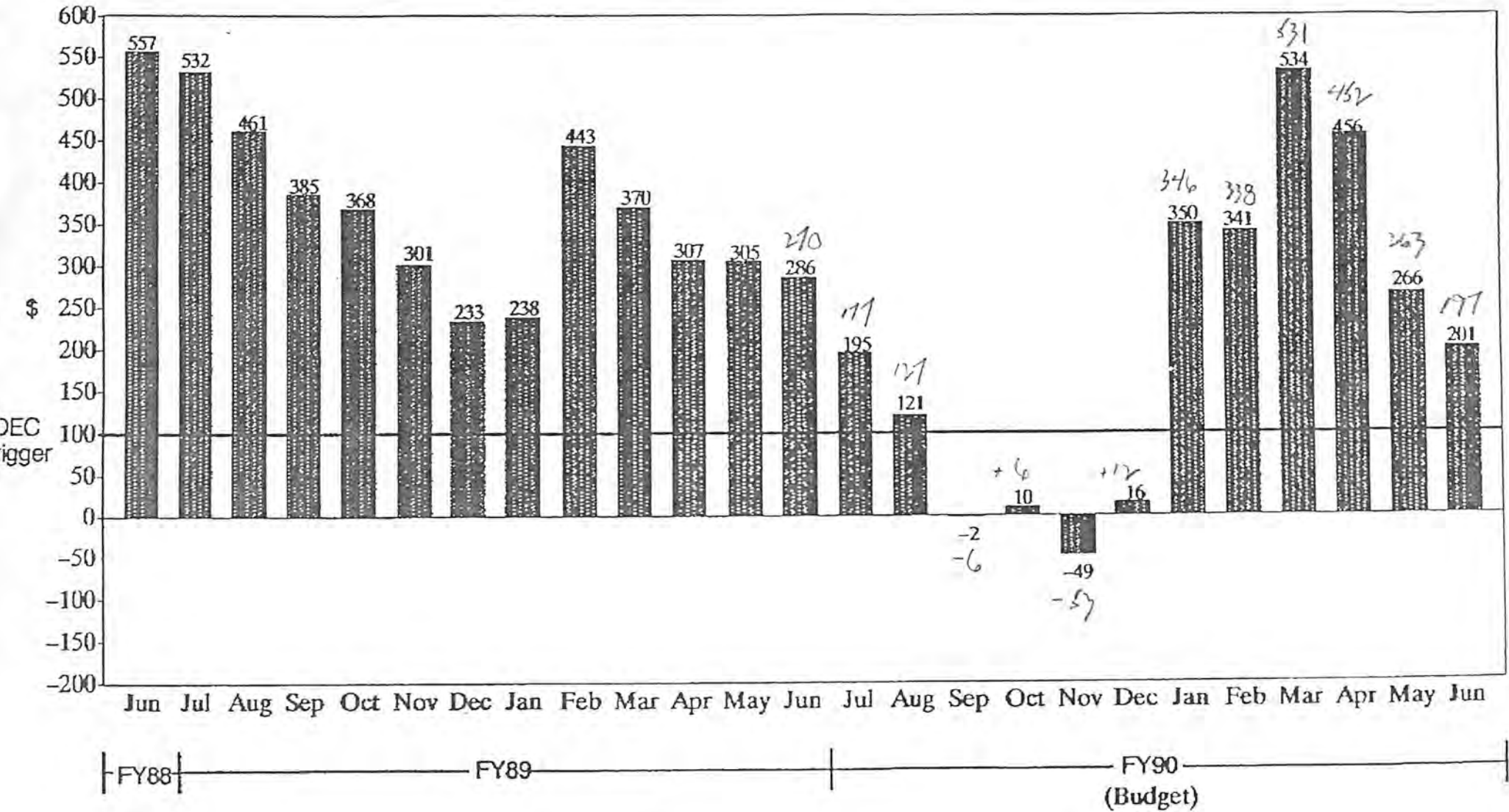


NOTE: FY90 Figures Exclude Exhibit Funding and Expenses Related to Such Exhibit Funding.

UPDATE  
7/18/89

THE COMPUTER MUSEUM  
MONTH END CASH BALANCE

FY89 - FY90  
(\$ - Thousands)



NOTE: FY90 Figures Include Exhibit Funding and Expenses Related to Such Exhibit Funding.

Exclude 50k BELL, 20k NELSON CONTRIBUTIONS

**THE COMPUTER MUSEUM**

**FY90 BUDGET**

**JUNE 23, 1989**

THE COMPUTER MUSEUM

FY90 BUDGET

SUMMARY

The FY90 Budget reflects a net deficit of \$85K for the Museum. This net deficit reflects the combined results of two funds; a \$132K deficit in the "Operating Fund" and a \$47K surplus in the "Capital Fund".

The fundamental OBJECTIVES of the FY90 Budget are as follows:

- Continue to operate as lean as possible
- Strong emphasis on increasing revenues
  - Capital campaign
  - Increased broad-based support (unrestricted)
  - Exhibit funding
- Open new exhibit(s)

The major ASSUMPTIONS underlying the FY90 Budget are as follows:

- Continue responsibility for payment of Museum Wharf operating costs and mortgage payments.
- No unrestricted contributions from Digital.
- Continue tight expense control, aggressive low-cost program development and resource utilization.
- Increase focus on Museum's mission and overall education function.

- Exhibit development remains a key component in planning for the Museum's future. Included is \$700K in funding for two major exhibit upgrades/installations.

#### SOURCES AND USES OF CASH

The aggregate available cash balance as of May 31, 1989 was \$305K. The available cash balance as of June 30, 1989 is expected to be approximately \$286K. Based on achieving the FY90 Budget, the available cash balance is expected to be about \$201K as of June 30, 1989.

The Museum was granted an extension to exercise its purchase option on the building until October, 1993. As part of the extension, the Museum is required to maintain at least a \$100K balance of available cash on a monthly basis. If the available cash balance should fall below \$100K for any two consecutive months, DEC has the right to terminate the purchase option extension.

The \$132K Operating Fund deficit will be financed by the Capital Fund and a credit arrangement with any outside institution. If no suitable financing can be secured from financial institutions, the Board of Directors will have to consider providing the appropriate financing during those periods in the fiscal year when expenses are forecasted to exceed available cash.

**THE COMPUTER MUSEUM, INC.**  
**STATEMENTS OF REVENUES AND EXPENSES**  
(\$ - Thousands)

	OPERATING FUND			CAPITAL FUND			COMBINED		
	FY89 Budget	FY89 Forecast	FY90 Budget	FY89 Budget	FY89 Forecast	FY90 Budget	FY89 Budget	FY89 Forecast	FY90 Budget
<b>REVENUES</b>									
Unrestricted Contributions	\$ 83	\$ 229	\$ 279	\$ 769	\$ 397	\$ 400	\$ 852	\$ 626	\$ 679
Restricted Contributions	225	282	400	400	89	700	625	371	1,100
Corporate Memberships	173	143	188	-	-	-	173	143	188
Individual Memberships	82	61	82	-	-	-	82	61	82
Admissions	238	228	247	-	-	-	238	228	247
Store	159	130	163	-	-	-	159	130 - 6	163 +3
Functions	106	106	124	-	-	-	106	106 +50K	124 +56K
Other	37	48	35	-	-	-	37	48	35
Gain (Loss) on Securities	-	(6)	-	-	-	-	-	(6)	-
<b>TOTAL REVENUE</b>	<b>1,103</b>	<b>1,221</b>	<b>1,518</b>	<b>1,169</b>	<b>486</b>	<b>1,100</b>	<b>2,272</b>	<b>1,707</b>	<b>2,618</b>
<b>EXPENSES</b>									
Exhibits & Education	373	352	324	325	77	481	698	429	805
Marketing & Membership	212	216	298	-	-	-	212	216	298
Management & General	339	383	409	205	212	313	544	595	722
Fundraising	57	111	127	118	124	105	175	235	232
Store	158	136	160	-	-	-	158	136	160
Functions	57	56	70	-	-	-	57	56	70
MW Operating Costs	237	242	262	-	-	-	237	242	262
MW Mortgage	-	-	-	162	162	154	162	162	154
<b>TOTAL EXPENSE</b>	<b>1,433</b>	<b>1,496</b>	<b>1,650</b>	<b>810</b>	<b>575</b>	<b>1,053</b>	<b>2,243</b>	<b>2,071</b>	<b>2,703</b>
<b>NET SURPLUS (DEFICIT)</b>	<b>\$ (330)</b>	<b>\$ (275)</b>	<b>\$ (132)</b>	<b>\$ 359</b>	<b>\$ (89)</b>	<b>\$ 47</b>	<b>\$ 29</b>	<b>\$ (364)</b>	<b>\$ (85)</b>

The accompanying "NOTES" should be read in conjunction with the financial statements.

THE COMPUTER MUSEUM  
NOTES  
FY90 BUDGET

1. Revenue Recognition

Restricted and unrestricted contributions are recognized when received. Memberships are recorded as income according to the fiscal year in which they pertain and deferred if applicable to future years. Pledge revenue is recorded when received. Income from functions and events is recorded as of the date of the event.

2. Depreciation

Set forth below are estimates of depreciation amounts which were not included in the FY89 Forecast or FY90 Budget since they do not require any cash flow out. Depreciation is determined based on the estimated useful lives of the assets on a straight line basis. Depreciable assets include equipment and the cost of permanent exhibits depreciated over 5 years; leasehold improvements depreciated over 20 years; and the building, when acquired, depreciated over 32 years. The amount of depreciation for both FY89 and FY90 is expected to be approximately \$247K.

3. Employees

As of June 30, 1989, full time equivalent employees (FTE's) are expected to be 31. As of June 30, 1990, FTE's are expected to be 35 two of which are planned to be funded by exhibit contributions.



THE COMPUTER MUSEUM  
 NOTES (Cont'd)  
 FY90 BUDGET

4. Unrestricted Contributions

The following is a summary of the unrestricted contributions (Dollars in Thousands):

<u>DESCRIPTION</u>	<u>FY89</u>	<u>FY90</u>
Special Solicitation	\$169	\$ -
Corporate/Foundations	10	100
Government	-	75
Annual Drive	38	100
Other Sources	<u>12</u>	<u>4</u>
Operating Fund Total	\$229	\$279
Capital Fund Total	<u>397</u>	<u>400</u>
	\$626	\$679
	=====	=====

5. Restricted Contributions

Restricted contributions represent amounts designated by the donor to be expended for specific activities, functions, programs or types of expenditures.

The following is a summary of the restricted contributions (Dollars in Thousands):

<u>DESCRIPTION</u>	<u>FY89</u>	<u>FY90</u>
Computer Bowl (for educational purposes)	\$ 167	\$ 322
SITES (HP)/KITS	30	27
General	2	
Mass Council	31	26
IMS	8	6
Siggraph	40	-
Resource Center	4	-
Breakfast Seminars	<u>-</u>	<u>19</u>
Operating Fund Total	\$ 282	\$ 400
Capital Fund Total	<u>89</u>	<u>700</u>
	\$ 371	\$1100
	=====	=====

*what was this?*

THE COMPUTER MUSEUM  
NOTES (Cont'd)  
FY90 BUDGET

6. Memberships

The following is a summary of the estimated number of Museum members:

	FY89	FY90
Corporate	95	110
Individual	1,643	1,700
Total	1,738	1,810
	=====	=====

7. Admissions

Set forth below are the attendance levels and average revenue per visitor by year. A \$.50 per visitor rate was implemented during FY89. No increase is planned for FY90.

YEAR	# of Visitors	Average Admission Revenue per Visitor
FY85	34,000 (approx. 5 mos. due to move from Marlboro to Boston)	\$2.18
FY86	77,000 (actual)	2.32
FY87	77,619 (actual)	2.48
FY88	77,072 (actual)	2.85
FY89	78,098 (forecast)	2.91
FY90	85,784 (budget)	2.88

8. Museum Wharf Expenses

The Museum has successfully negotiated with the Children's Museum to keep The Computer Museum's assessment at 40% rather than 50% of Museum Wharf operating expenses during FY90.

THE COMPUTER MUSEUM  
 NOTES (Cont'd)  
 FY90 BUDGET

9. Capital Fund Contributions

Capital Fund revenues represent the amounts received from pledges. The FY90 Budget includes anticipated receipt of capital campaign pledges made prior to FY90 and the amounts received from new pledges made under Phase II of the Capital Campaign.

The following is a summary of amounts received and expected to be received from pledges already made and from pledges to be received from the Capital Campaign (Dollars in Thousands):

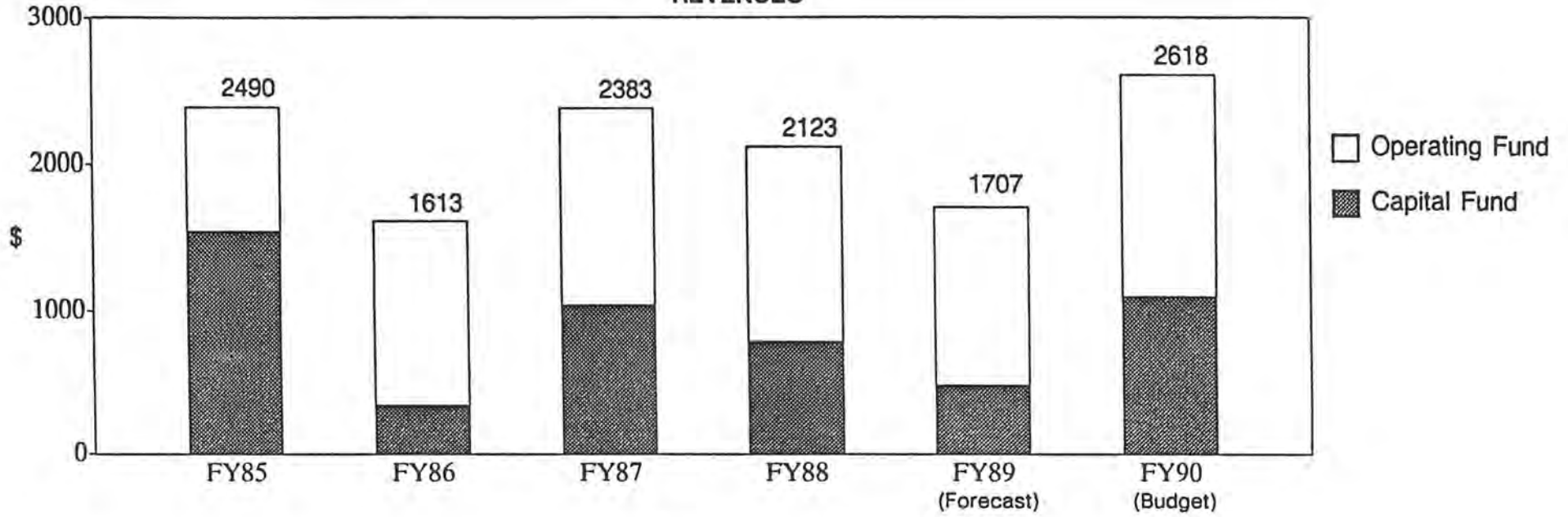
<u>Fiscal Year</u>	<u>Phase I</u>	<u>Phase II</u>	<u>Exhibits</u>	<u>Total</u>
1987	\$ 375	\$ 192	\$ 299	\$ 866
1988	155	395	126	676
1989	47	350	89	486
1990	51	349	700	1100
1991	10	717	-	727
1992	2	989	-	991
1993	1	508	-	509
1994	-	324	-	324
	<u>\$ 641</u>	<u>\$3824</u>	<u>\$1214</u>	<u>\$5679</u>

**THE COMPUTER MUSEUM**

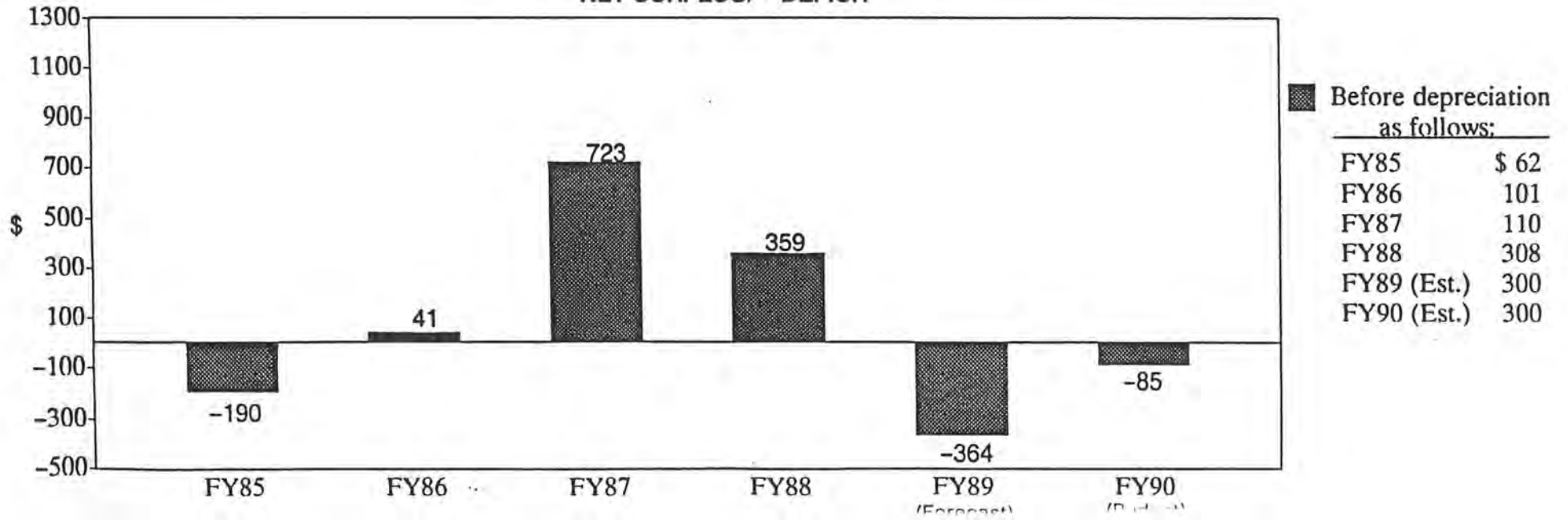
**SUPPLEMENTAL FINANCIAL INFORMATION**

**THE COMPUTER MUSEUM**  
(\$ - Thousands)

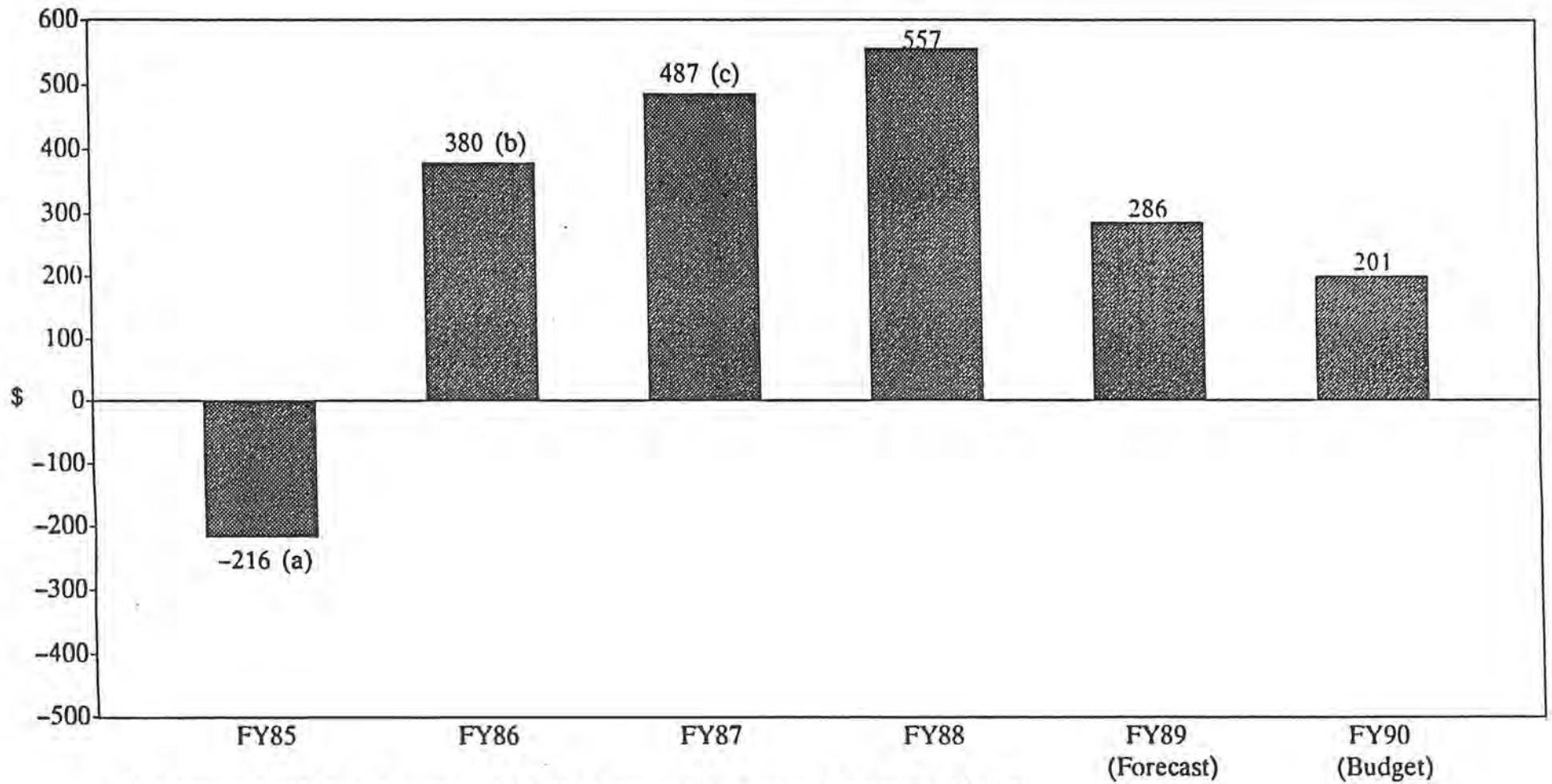
**REVENUES**



**NET SURPLUS/ - DEFICIT**



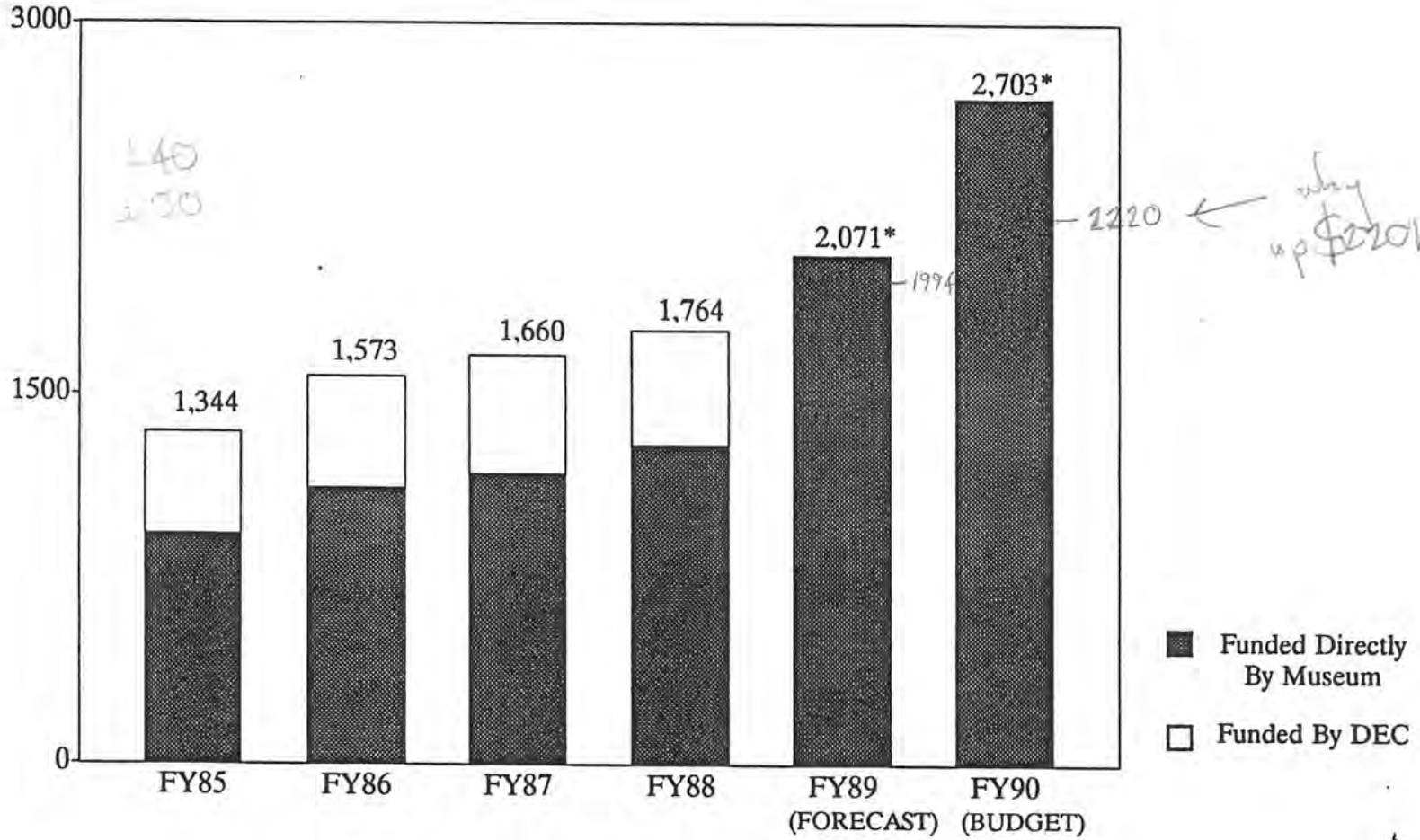
THE COMPUTER MUSEUM  
YEAR END CASH BALANCE  
FY85 - FY90  
(\$ - Thousands)



- (a) Borrowed \$285K to finance \$216K deficit resulting in net cash balance of \$69K.
- (b) Repaid \$200K of borrowings resulting in net cash balance of \$180K.
- (c) Repaid remaining \$85K of borrowings resulting in net cash balance of \$402K.

**THE COMPUTER MUSEUM  
Profile of Museum Expenditures  
FY85 - FY90**

\$ - Thousands



DEC Revenues	240	240	200	160	-	-
--------------	-----	-----	-----	-----	---	---

\* Includes \$481K of Exhibit expenses in FY90 and \$77K in FY89 which are funded by specific contributions for Exhibits.

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
COMBINED OPERATING AND CAPITAL FUNDS  
( \$ - Thousands )

	6/30/88 ACTUAL	Excluding Transfers to Plant Fund FOR THE FISCAL YEAR ENDED -----6/30/89-----				ANNUAL FY1989 BUDGET
		BUDGET	ACTUAL	FAV(UNFAV)		
REVENUES:						
Operating Fund:	1,329	1,103	1,197	94	9%	1,103
Capital Fund	793	1,169	484	(685)	(59%)	1,169
Total Revenues	2,122	2,272	1,681	(591)	(26%)	2,272
EXPENSES:						
Operating Fund	1,345	1,433	1,516	(83)	(6%)	1,433
Capital Fund	464	810	522	288	36%	810
Total Expenses	1,809	2,243	2,038	205	9%	2,243
NET REVENUES (EXPENSES)	\$313	\$29	(\$357)	(\$386)	(133%)	\$29

SUMMARY:  
-----

For the year ended 6/30/89, the Museum operated at a deficit of (357K) compared to a budget surplus of 29K. As of June 30, 1989 total cash and cash equivalents amounts to 270K.

OPERATING: Revenues were 9% over budget due mainly to strong Computer Bowl (Restricted) and other (Unrestricted) contributions. Expenses were 6% over budget due to mainly higher Computer Bowl related expenses.

CAPITAL: Revenues were under budget by 59% due to optimistic contribution expectations. Expenses were 36% below budget mainly due to budgeted Exhibit related expenses not incurred.



THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
OPERATING FUND  
( \$ - Thousands )

	FOR THE FISCAL YEAR ENDED					ANNUAL FY1989 BUDGET
	6/30/88 ACTUAL	BUDGET	6/30/89 ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Unrestricted contributions:	259	\$83	181	98	118%	\$83
Restricted contributions	90	225	290	65	29%	225
Corporate memberships	171	173	133	(40)	(23%)	173
Individual memberships	68	82	63	(19)	(23%)	82
Admissions	225	238	232	(6)	(3%)	238
Store	126	159	139	(20)	(13%)	159
Functions	103	106	109	3	3%	106
Other	56	37	56	19	51%	37
Museum Wharf funded by DEC	231	0	0	0	0%	0
Gain/Loss on Securities	0	0	(6)	(6)	(100%)	0
	-----	-----	-----	-----	-----	-----
Total Revenues	1,329	1,103	1,197	94	9%	1,103
<b>EXPENSES:</b>						
Exhibits & education	323	373	347	26	7%	373
Marketing & memberships	166	212	221	(9)	(4%)	212
Management & general	350	338	389	(51)	(15%)	338
Fundraising	14	57	112	(55)	(96%)	57
Store	136	159	146	13	8%	159
Functions	52	57	58	(1)	(1%)	57
Museum Wharf expenses	304	237	243	(6)	(3%)	237
	-----	-----	-----	-----	-----	-----
Total Expenses	1,345	1,433	1,516	(83)	(6%)	1,433
<b>NET REVENUES(EXPENSES)</b>	<u>(\$16)</u>	<u>(\$330)</u>	<u>(\$319)</u>	<u>\$11</u>	<u>3%</u>	<u>(\$330)</u>

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
CAPITAL FUND  
( \$ - Thousands )

	6/30/88 ACTUAL	FOR THE FISCAL YEAR ENDED			ANNUAL FY1989 BUDGET
		BUDGET	6/30/89 ACTUAL	FAV(UNFAV)	
<b>REVENUES:</b>					
Contributions	\$708	\$769	\$408	(\$361) (47%)	\$769
Exhibit Funding	0	400	76	(324) (81%)	400
Gain (Loss) on securities	(41)	0	0	0 0%	-
Wharf mortgage funded by DEC	126	0	0	0 0%	0
	-----	-----	-----	-----	-----
Total Revenues	793	1,169	484	(685) (59%)	1,169
<b>EXPENSES:</b>					
Exhibits	46	325	33	292 90%	325
Exhibit Administration	171	205	210	(5) (2%)	205
Fundraising	79	118	118	0 0%	118
Wharf mortgage	168	162	161	1 0%	162
	-----	-----	-----	-----	-----
Total Expenses	464	810	522	288 36%	810
<b>NET REVENUES (EXPENSES)</b>	<u>\$329</u>	<u>\$359</u>	<u>(\$38)</u>	<u>(\$397) (111%)</u>	<u>\$359</u>

THE COMPUTER MUSEUM  
BALANCE SHEET  
6/30/89

	OPERATING FUND	CAPITAL FUND	PLANT FUND	TOTAL 6/30/89	TOTAL 6/30/88
<b>ASSETS:</b>					
<b>Current:</b>					
Cash	\$149,212			\$149,212	\$253,424
Cash Equivalents	121,117			121,117	303,951
Investments	0	\$37,500		37,500	118,673
Receivables	36,427			36,427	30,773
Inventory	43,708			43,708	39,697
Prepaid expenses	3,700	3,527		7,227	8,709
Interfund receivable		492,907		492,907	462,349
	-----	-----	-----	-----	-----
<b>TOTAL</b>	<b>354,164</b>	<b>533,934</b>	<b>0</b>	<b>888,098</b>	<b>1,217,576</b>
<b>Property &amp; Equipment (net):</b>					
Equipment & furniture	-		\$29,281	29,281	29,281
Capital improvements	-		748,833	748,833	748,833
Exhibits	-		541,734	541,734	541,734
Construction in Process	-	3,511		3,511	3,511
Land	-		24,000	24,000	24,000
	-----	-----	-----	-----	-----
<b>Total</b>	<b>0</b>	<b>3,511</b>	<b>1,343,848</b>	<b>1,347,359</b>	<b>1,347,359</b>
 <b>TOTAL ASSETS</b>	 <b>\$354,164</b>	 <b>\$537,445</b>	 <b>\$1,343,848</b>	 <b>\$2,235,457</b>	 <b>\$2,564,935</b>
	=====	=====	=====	=====	=====
<b>LIABILITIES AND FUND BALANCES:</b>					
<b>Current:</b>					
Accounts payable and accrued expenses	\$68,110	\$8,336		\$76,446	\$88,048
Deferred income	22,230	-		22,230	14,250
Line of credit	-	-		0	0
Interfund payable	492,907	-		492,907	462,349
	-----	-----	-----	-----	-----
<b>Total</b>	<b>583,247</b>	<b>8,336</b>	<b>0</b>	<b>591,583</b>	<b>564,647</b>
<b>Fund Balances:</b>					
Operating	(229,083)			(229,083)	89,902
Capital		529,109		529,109	566,538
Plant			\$1,343,848	1,343,848	1,343,848
	-----	-----	-----	-----	-----
<b>Total</b>	<b>(229,083)</b>	<b>529,109</b>	<b>1,343,848</b>	<b>1,643,874</b>	<b>2,000,288</b>
 <b>TOTAL LIABILITIES AND FUND BALANCES</b>	 <b>\$354,164</b>	 <b>\$537,445</b>	 <b>\$1,343,848</b>	 <b>\$2,235,457</b>	 <b>\$2,564,935</b>
	=====	=====	=====	=====	=====

THE COMPUTER MUSEUM  
STATEMENT OF CHANGES IN CASH POSITION  
6/30/89

	OPERATING FUND	CAPITAL FUND	PLANT FUND	TOTAL 6/30/89	TOTAL 6/30/88
Cash provide by/(used for) operations:					
Excesss/(deficiency) of support and revenue	(\$318,985)	(\$37,429)		(\$356,414)	\$613,048
Depreciation				0	109,871
	-----	-----	-----	-----	-----
Cash from operations	(318,985)	(37,429)	0	(356,414)	722,919
Cash provided by/(used for) working capital:					
Receivables	(5,654)			(5,654)	(6,742)
Inventory	(4,011)			(4,011)	7,505
Investments	0	81,173		81,173	37,979
Accounts payable & other current liabs	(1,943)	(9,659)		(11,602)	174,080
Deferred income	7,980			7,980	3,707
Prepaid expenses	5,009	(3,527)		1,482	(3,601)
	-----	-----	-----	-----	-----
Cash from working capital	1,381	67,987	0	69,368	212,928
Cash provided by/(used for) Fixed assets	-			0	(505,765)
	-----	-----	-----	-----	-----
Net increase/(decrease) in cash before financing	(317,604)	30,558	0	(287,046)	430,082
Financing:					
Interfund rec. & pay.	30,558	(30,558)		0	-
Transfer to Plant				0	-
Line of credit	-			0	(85,000)
	-----	-----	-----	-----	-----
Cash from financing	30,558	(30,558)	0	0	(85,000)
Net increase/(decrease) in cash & investments	(287,046)	0	0	(287,046)	345,082
	-----	-----	-----	-----	-----
Cash, beginning of year	557,375	0	0	557,375	56,748
Cash, end of period	<u>\$270,329</u>	<u>0</u>	<u>\$0</u>	<u>\$270,329</u>	<u>\$401,830</u>

THE COMPUTER MUSEUM, INC.

STATEMENTS OF REVENUES AND EXPENSES

(\$ - Thousands)

	OPERATING FUND			CAPITAL FUND			COMBINED		
	FY89 Budget	FY89 Forecast	FY90 Budget	FY89 Budget	FY89 Forecast	FY90 Budget	FY89 Budget	FY89 Forecast	FY90 Budget
<b>REVENUES</b>									
Unrestricted Contributions	\$ 83	\$ 229	\$ 279	\$ 769	\$ 397	\$ 400	\$ 852	\$ 626	\$ 679
Restricted Contributions	225	282	400	400	89	700	625	371	1,100
Corporate Memberships	173	143	188	-	-	-	173	143	188
Individual Memberships	82	61	82	-	-	-	82	61	82
Admissions	238	228	247	-	-	-	238	228	247
Store	159	130	163	-	-	-	159	130	163
Functions	106	106	124	-	-	-	106	106	124
Other	37	48	35	-	-	-	37	48	35
Gain (Loss) on Securities	-	(6)	-	-	-	-	-	(6)	-
<b>TOTAL REVENUE</b>	<b>1,103</b>	<b>1,221</b>	<b>1,518</b>	<b>1,169</b>	<b>486</b>	<b>1,100</b>	<b>2,272</b>	<b>1,707</b>	<b>2,618</b>
<b>EXPENSES</b>									
Exhibits & Education	373	352	324	325	77	481	698	429	805
Marketing & Membership	212	216	298	-	-	-	212	216	298
Management & General	339	383	409	205	212	313	544	595	722
Fundraising	57	111	127	118	124	105	175	235	232
Store	158	136	160	-	-	-	158	136	160
Functions	57	56	70	-	-	-	57	56	70
MW Operating Costs	237	242	262	-	-	-	237	242	262
MW Mortgage	-	-	-	162	162	154	162	162	154
<b>TOTAL EXPENSE</b>	<b>1,433</b>	<b>1,496</b>	<b>1,650</b>	<b>810</b>	<b>575</b>	<b>1,053</b>	<b>2,243</b>	<b>2,071</b>	<b>2,703</b>
<b>NET SURPLUS (DEFICIT)</b>	<b>\$ (330)</b>	<b>\$ (275)</b>	<b>\$ (132)</b>	<b>\$ 359</b>	<b>\$ (89)</b>	<b>\$ 47</b>	<b>\$ 29</b>	<b>\$ (364)</b>	<b>\$ (85)</b>

The accompanying "NOTES" should be read in conjunction with the financial statements.

# Sigma Partners

## FACSIMILE COVER

Number of pages (including cover sheet): 2

Date: 7/18/89

Company: Computer Museum

Attn: Mark Allio

FAX #: 426-2943

CC: \_\_\_\_\_

From: Gardner

MESSAGE: Would you please figure out the month ending cash without exhibit funding or expenses being included. That should include exhibit cash on hand and exhibit cash budgeted to come in such as Mitch's last \$250K. Also a note on people counted on the exhibit side of the ledger & funded with restricted exhibit contributions (e.g. Greg?)

Is there any chance I could have this for the Wed Sam Exec. Mtg?

Don't do anything formal. Handwritten numbers on the attached chart are fine. Thanks

Sigma uses the NEC Nefax 14. The FAX number is 508/393-7707.

If you did not receive all your pages, or if your copies are not legible, please call Sigma Partners at 508/393-7396.

**THE COMPUTER MUSEUM, INC.**  
**FY89 Interim Financial Statements**  
**July 1, 1988 Through May 31, 1989**

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
COMBINED OPERATING AND CAPITAL FUNDS  
( \$ - Thousands )

	5/31/88 ACTUAL	FOR THE ELEVEN MONTHS ENDED				ANNUAL FY1989 BUDGET
		BUDGET	-----5/31/89----- ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Operating Fund:	1,177	1,012	1,021	9	1%	1,103
Capital Fund	604	1,115	442	(673)	(60%)	1,169
Total Revenues	1,781	2,127	1,463	(664)	(32%)	2,272
<b>EXPENSES:</b>						
Operating Fund	1,171	1,317	1,342	(25)	(2%)	1,433
Capital Fund	420	772	466	306	40%	810
Total Expenses	1,591	2,089	1,808	281	13%	2,243
NET REVENUES (EXPENSES)	\$190	\$38	(\$345)	(\$383)	(101%)	\$29

**SUMMARY:**  
-----

For the 11 months ended May 31, 1989 the museum operated at a deficit of (345K) compared to a budgeted surplus of 38K. As of May 31, 1989 the total cash and cash equivalents (short-term investments) amounts to 305K.

**OPERATING:** Revenues were 1% above budget due mainly to strong Computer Bowl (Restricted) and other (Unrestricted) Contributions. Expenses were at 2% above budget due to mainly higher Computer Bowl related expense.

**CAPITAL:** Revenues were 60% below budget due to optimistic contribution expectations. Expenses were 40% below budget mainly due to budgeted Exhibit related expenses not incurred.



THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
OPERATING FUND  
( \$ - Thousands )

	5/31/88 ACTUAL	FOR THE ELEVEN MONTHS ENDED				ANNUAL FY1989 BUDGET
		BUDGET	5/31/89 ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Unrestricted contributions:	200	\$74	118	44	59%	\$83
Restricted contributions	81	225	256	31	14%	225
Corporate memberships	164	149	126	(23)	(15%)	173
Individual memberships	64	77	58	(19)	(25%)	82
Admissions	188	221	209	(12)	(5%)	238
Store	118	144	123	(21)	(15%)	159
Functions	82	96	100	4	4%	106
Other	49	26	37	11	42%	37
Museum Wharf funded by DEC	231	0	0	0	0%	0
Gain/Loss on Securities	0	0	(6)	(6)	(100%)	0
<b>Total Revenues</b>	<b>1,177</b>	<b>1,012</b>	<b>1,021</b>	<b>9</b>	<b>1%</b>	<b>1,103</b>
<b>EXPENSES:</b>						
Exhibits & education	266	348	310	38	11%	373
Marketing & memberships	146	196	191	5	3%	212
Management & general	309	302	334	(32)	(11%)	338
Fundraising	8	56	105	(49)	(88%)	57
Store	119	146	129	17	12%	159
Functions	40	52	50	2	4%	57
Museum Wharf expenses	283	217	223	(6)	(3%)	237
<b>Total Expenses</b>	<b>1,171</b>	<b>1,317</b>	<b>1,342</b>	<b>(25)</b>	<b>(2%)</b>	<b>1,433</b>
<b>NET REVENUES(EXPENSES)</b>	<b>\$6</b>	<b>(\$305)</b>	<b>(\$321)</b>	<b>(\$16)</b>	<b>(5%)</b>	<b>(\$330)</b>

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
CAPITAL FUND  
( \$ - Thousands )

	5/31/88 ACTUAL	FOR THE ELEVEN MONTHS ENDED				ANNUAL FY1989 BUDGET
		BUDGET	-----5/31/89----- ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Contributions	\$604	\$715	\$386	(\$329)	(46%)	\$769
Exhibit Funding	0	400	56	(344)	(86%)	400
Gain (Loss) on securities	0	-	0	0	0%	-
Wharf mortgage funded by DEC	126	0	0	0	0%	0
	-----	-----	-----	-----	-----	-----
Total Revenues	730	1,115	442	(673)	(60%)	1,169
<b>EXPENSES:</b>						
Exhibits	32	325	21	304	93%	325
Exhibit Administration	162	189	186	3	2%	205
Fundraising	72	110	111	(1)	0%	118
Wharf mortgage	154	148	148	0	0%	162
	-----	-----	-----	-----	-----	-----
Total Expenses	420	772	466	306	40%	810
<b>NET REVENUES (EXPENSES)</b>	<u>\$310</u>	<u>\$343</u>	<u>(\$24)</u>	<u>(\$367)</u>	<u>(107%)</u>	<u>\$359</u>

THE COMPUTER MUSEUM  
BALANCE SHEET  
5/31/89

	OPERATING FUND	CAPITAL FUND	PLANT FUND	TOTAL 5/31/89	TOTAL 6/30/88
<b>ASSETS:</b>					
<b>Current:</b>					
Cash	\$134,675			\$134,675	\$253,424
Cash Equivalents	170,173			170,173	303,951
Investments	0	\$37,500		37,500	118,673
Receivables	5,292			5,292	30,773
Inventory	48,187			48,187	39,697
Prepaid expenses	6,582	793		7,375	8,709
Interfund receivable		519,773		519,773	462,349
	-----	-----	-----	-----	-----
<b>TOTAL</b>	<b>364,909</b>	<b>558,066</b>	<b>0</b>	<b>922,975</b>	<b>1,217,576</b>
<b>Property &amp; Equipment (net):</b>					
Equipment & furniture	-		\$29,281	29,281	29,281
Capital improvements	-		748,833	748,833	748,833
Exhibits	-		541,734	541,734	541,734
Construction in Process	-	3,511		3,511	3,511
Land	-		24,000	24,000	24,000
	-----	-----	-----	-----	-----
<b>Total</b>	<b>0</b>	<b>3,511</b>	<b>1,343,848</b>	<b>1,347,359</b>	<b>1,347,359</b>
 <b>TOTAL ASSETS</b>	 <b>\$364,909</b>	 <b>\$561,577</b>	 <b>\$1,343,848</b>	 <b>\$2,270,334</b>	 <b>\$2,564,935</b>
<b>LIABILITIES AND FUND BALANCES:</b>					
<b>Current:</b>					
Accounts payable and accrued expenses	\$61,292	\$18,967		\$80,259	\$88,048
Deferred income	14,628	-		14,628	14,250
Line of credit	-	-		0	0
Interfund payable	519,773	-		519,773	462,349
	-----	-----	-----	-----	-----
<b>Total</b>	<b>595,693</b>	<b>18,967</b>	<b>0</b>	<b>614,660</b>	<b>564,647</b>
<b>Fund Balances:</b>					
Operating	(230,784)			(230,784)	89,902
Capital		542,610		542,610	566,538
Plant			\$1,343,848	1,343,848	1,343,848
	-----	-----	-----	-----	-----
<b>Total</b>	<b>(230,784)</b>	<b>542,610</b>	<b>1,343,848</b>	<b>1,655,674</b>	<b>2,000,288</b>
 <b>TOTAL LIABILITIES AND FUND BALANCES</b>	 <b>\$364,909</b>	 <b>\$561,577</b>	 <b>\$1,343,848</b>	 <b>\$2,270,334</b>	 <b>\$2,564,935</b>
	=====	=====	=====	=====	=====

THE COMPUTER MUSEUM  
STATEMENT OF CHANGES IN CASH POSITION  
5/31/89

	OPERATING FUND	CAPITAL FUND	PLANT FUND	TOTAL 5/31/89	TOTAL 6/30/88
Cash provide by/(used for) operations:					
Excesss/(deficiency) of support and revenue	(\$320,686)	(\$23,928)		(\$344,614)	\$613,048
Depreciation				0	109,871
Cash from operations	(320,686)	(23,928)	0	(344,614)	722,919
Cash provided by/(used for) working capital:					
Receivables	25,481			25,481	(6,742)
Inventory	(8,490)			(8,490)	7,505
Investments	0	81,173		81,173	37,979
Accounts payable & other current liabs	(8,761)	972		(7,789)	174,080
Deferred income	378			378	3,707
Prepaid expenses	2,127	(793)		1,334	(3,601)
Cash from working capital	10,735	81,352	0	92,087	212,928
Cash provided by/(used for) Fixed assets	-			0	(505,765)
Net increase/(decrease) in cash before financing	(309,951)	57,424	0	(252,527)	430,082
Financing:					
Interfund rec. & pay.	57,424	(57,424)		0	-
Transfer to Plant				0	-
Line of credit	-			0	(85,000)
Cash from financing	57,424	(57,424)	0	0	(85,000)
Net increase/(decrease) in cash & investments	(252,527)	0	0	(252,527)	345,082
Cash, beginning of year	557,375	0	0	557,375	56,748
Cash, end of period	\$304,848		\$0	\$304,848	\$401,830

THE COMPUTER MUSEUM  
FY1990 BUDGET

5/22/89

operating

EXHIBITS & COLLECTION	EXHIBIT MAINT.	KITS	COLLECT- IONS	CONSER- VATION	SIGGRAPH	TOTAL
INCOME:	160	170	510	520	530	
CORPORATE RESTRICTED		\$11,763				\$11,763
GOVERNMENT RESTRICTED				\$6,542		\$6,542
FOUNDATION RESTRICTED						\$0
INDIVIDUAL RESTRICTED						\$0
CORPORATE UNRESTRICTED						\$0
GOVERNMENT UNRESTRICTED						\$0
FOUNDATION UNRESTRICTED						\$0
INDIVIDUAL UNRESTRICTED			\$3,000			\$3,000
POSTER SALES						\$0
INDIVIDUAL MEMBERSHIPS						\$0
CORPORATE MEMBERSHIPS						\$0
LIBRARY MEMBERSHIPS						\$0
MATCHING MEMBERSHIPS						\$0
ADMISSIONS						\$0
FUNCTIONS INCOME						\$0
CATERERS INCOME						\$0
PHOTO RENTAL			\$4,000			\$4,000
VIDEO RENTAL			\$1,000			\$1,000
PROGRAM INCOME			\$200			\$200
RESEARCH FEES			\$1,800			\$1,800
OTHER RENTAL INCOME						\$0
STORE SALES						\$0
MAIL ORDER SALES						\$0
SHIPPING REIMBURSEMENTS						\$0
INTEREST INCOME						\$0
MISCELLANEOUS INCOME						\$0
TOTAL INCOME:	\$0	\$11,763	\$10,000	\$6,542	\$0	\$28,305
F.T.E.S	.90		1.4			2.3
SALARIES/WAGES	\$23,389		\$23,526			\$46,915
FICA-EMPLOYER	\$1,756		\$1,768			\$3,524
UNEMPLOYMENT INSURANCE	\$145		\$272			\$417
CONTRACT PERSONNEL		\$740		\$22,266		\$23,006
TEMPORARIES						\$0
HEALTH INSURANCE	\$1,557		\$1,557			\$3,114
DENTAL INSURANCE	\$94		\$94			\$188
LIFE INSURANCE	\$120					\$120
WORKERS COMP.	\$187		\$188			\$375
SEMINARS/CONTINUING ED			\$500			\$500
OTHER FRINGE BENEFITS						\$0
TELEPHONE	\$1,500		\$1,000			\$2,500
OFFICE SUPPLIES			\$1,000			\$1,000
PHOTOCOPIING						\$0
POSTAGE & MAILING	\$100		\$350			\$450
OFFICE SERVICES			\$500			\$500
OFFICE EQUIP. MAINT/REPAIR			\$700			\$700
INSURANCE						\$0
FEES/COMMISSION						\$0
LEGAL/ACCOUNTING						\$0
SHIPPING/DELIVERY	\$400		\$4,000			\$4,400
COMPUTER RESOURCE SERVICE			\$1,835			\$1,835
MAILING SERVICES						\$0
SUBSCRIPTIONS/DUES						\$0
EQUIPMENT RENTAL						\$0
GENERAL & ADMINISTRATIVE						\$0
GRAPHIC DESIGN/TYPESET						\$0
PRINTING			\$250			\$250
MEALS/FOOD			\$200			\$200
TRAVEL EXPENSES			\$400			\$400
PHOTO DEVELOPMENT			\$1,000			\$1,000
VIDEO DEVELOPMENT			\$400			\$400
ADVERTISING						\$0
EXHIBIT DESIGN/PLANNING						\$0
EXHIBITS SUPPLIES	\$10,153	\$607				\$10,760
EXHIBIT MAINT./REPAIR	\$5,400					\$5,400
EXHIBIT CONSTRUCTION						\$0
COST OF GOODS SOLD						\$0
FREIGHT IN-INVENTORY						\$0
MUSEUM WHARF OPERATIONS						\$0
MUSEUM WHARF MORTGAGE						\$0
PROJECT PERSONNEL						\$0
OTHER EXPENSES			\$500	\$500		\$1,000
TOTAL EXPENSES:	\$44,801	\$1,347	\$40,040	\$500	\$22,266	\$108,954
NET:	-\$44,801	\$10,416	-\$30,040	\$6,042	-\$22,266	-\$80,649

THE COMPUTER MUSEUM  
FY1990 BUDGET

*operating*

MARKETING	PUBLIC- ITY 210	PROMO- TIONS 240	NEWS LETTERS 250	ANNUAL REPORT 260	TOTAL
<b>INCOME:</b>					
CORPORATE RESTRICTED					\$0
GOVERNMENT RESTRICTED					\$0
FOUNDATION RESTRICTED					\$0
INDIVIDUAL RESTRICTED					\$0
CORPORATE UNRESTRICTED					\$0
GOVERNMENT UNRESTRICTED					\$0
FOUNDATION UNRESTRICTED					\$0
INDIVIDUAL UNRESTRICTED					\$0
POSTER SALES		\$4,000			\$4,000
INDIVIDUAL MEMBERSHIPS					\$0
CORPORATE MEMBERSHIPS					\$0
LIBRARY MEMBERSHIPS					\$0
MATCHING MEMBERSHIPS					\$0
ADMISSIONS		\$291,629			\$291,629
FUNCTIONS INCOME					\$0
CATERERS INCOME					\$0
PHOTO RENTAL					\$0
VIDEO RENTAL					\$0
PROGRAM INCOME					\$0
RESEARCH FEES					\$0
OTHER RENTAL INCOME					\$0
STORE SALES					\$0
MAIL ORDER SALES					\$0
SHIPPING REIMBURSEMENTS					\$0
INTEREST INCOME					\$0
MISCELLANEOUS INCOME					\$0
<b>TOTAL INCOME:</b>	<b>\$0</b>	<b>\$295,629</b>	<b>\$0</b>	<b>\$0</b>	<b>\$295,629</b>
<b>F.T.E.S</b>					
	2.5	1			3.5
SALARIES/WAGES	\$88,182	\$17,000			\$105,182
FICA-EMPLOYER	\$6,049	\$1,273			\$7,322
UNEMPLOYMENT INSURANCE	\$402	\$161			\$563
CONTRACT PERSONNEL					\$0
TEMPORARIES					\$0
HEALTH INSURANCE	\$3,126	\$1,557			\$4,683
DENTAL INSURANCE	\$188	\$94			\$282
LIFE INSURANCE	\$360	\$240			\$600
WORKERS COMP.	\$705	\$132			\$837
SEMINARS/CONTINUING ED	\$400				\$400
OTHER FRINGE BENEFITS					\$0
TELEPHONE	\$2,000	\$1,500			\$3,500
OFFICE SUPPLIES	\$2,000	\$1,000			\$3,000
PHOTOCOPYING					\$0
POSTAGE & MAILING	\$2,000		\$1,100	\$200	\$3,300
OFFICE SERVICES	\$500	\$500			\$1,000
OFFICE EQUIP. MAINT./REPAIR	\$700	\$700			\$1,400
INSURANCE					\$0
FEES/COMMISSION					\$0
LEGAL/ACCOUNTING					\$0
SHIPPING/DELIVERY	\$500	\$7,000	\$200	\$100	\$7,800
COMPUTER RESOURCE SERVICE	\$1,835	\$1,835			\$3,670
MAILING SERVICES	\$600	\$2,000	\$600		\$3,200
SUBSCRIPTIONS/DUES	\$3,800	\$400			\$4,200
EQUIPMENT RENTAL					\$0
GENERAL & ADMINISTRATIVE					\$0
GRAPHIC DESIGN/TYPESET		\$3,000	\$3,000	\$3,500	\$9,500
PRINTING	\$2,000	\$6,000			\$8,000
MEALS/FOOD	\$500	\$250			\$750
TRAVEL EXPENSES	\$200	\$500			\$700
PHOTO DEVELOPMENT	\$2,500	\$100	\$300	\$500	\$3,400
VIDEO DEVELOPMENT	\$200				\$200
ADVERTISING		\$60,000			\$60,000
EXHIBIT DESIGN/PLANNING					\$0
EXHIBITS SUPPLIES					\$0
EXHIBIT MAINT./REPAIR					\$0
EXHIBIT CONSTRUCTION					\$0
COST OF GOODS SOLD					\$0
FREIGHT IN-INVENTORY					\$0
MUSEUM WHARF OPERATIONS					\$0
MUSEUM WHARF MORTGAGE					\$0
PROJECT PERSONNEL					\$0
OTHER EXPENSES	\$300	\$500			\$800
<b>TOTAL EXPENSES:</b>	<b>\$119,047</b>	<b>\$105,742</b>	<b>\$5,200</b>	<b>\$4,300</b>	<b>\$234,289</b>
<b>NET:</b>	<b>-\$119,047</b>	<b>\$189,887</b>	<b>-\$5,200</b>	<b>-\$4,300</b>	<b>\$61,340</b>

THE COMPUTER MUSEUM  
FY1990 BUDGET

*operating*

EDUCATION	GENERAL ED 310	OUT- REACH 320	MASS- COUNCIL 340	PUBLIC PROG. 360	TOTAL
INCOME:					
CORPORATE RESTRICTED					\$0
GOVERNMENT RESTRICTED			\$26,415		\$26,415
FOUNDATION RESTRICTED					\$0
INDIVIDUAL RESTRICTED					\$0
CORPORATE UNRESTRICTED					\$0
GOVERNMENT UNRESTRICTED					\$0
FOUNDATION UNRESTRICTED					\$0
INDIVIDUAL UNRESTRICTED					\$0
POSTER SALES					\$0
INDIVIDUAL MEMBERSHIPS					\$0
CORPORATE MEMBERSHIPS					\$0
LIBRARY MEMBERSHIPS					\$0
MATCHING MEMBERSHIPS					\$0
ADMISSIONS					\$0
FUNCTIONS INCOME					\$0
CATERERS INCOME					\$0
PHOTO RENTAL					\$0
VIDEO RENTAL					\$0
PROGRAM INCOME					\$0
RESEARCH FEES					\$0
OTHER RENTAL INCOME					\$0
STORE SALES					\$0
MAIL ORDER SALES					\$0
SHIPPING REIMBURSEMENTS					\$0
INTEREST INCOME					\$0
MISCELLANEOUS INCOME	\$1,500				\$1,500
<b>TOTAL INCOME:</b>	<b>\$1,500</b>	<b>\$0</b>	<b>\$26,415</b>	<b>\$0</b>	<b>\$27,915</b>
F.T.E.S	2				2
SALARIES/WAGES	\$42,920				\$42,920
FICA-EMPLOYER	\$1,536				\$1,536
UNEMPLOYMENT INSURANCE	\$161				\$161
CONTRACT PERSONNEL	\$1,200		\$2,000	\$300	\$3,500
TEMPORARIES					\$0
HEALTH INSURANCE	\$1,557				\$1,557
DENTAL INSURANCE	\$94				\$94
LIFE INSURANCE	\$120				\$120
WORKERS COMP.	\$167				\$167
SEMINARS/CONTINUING ED	\$200				\$200
OTHER FRINGE BENEFITS					\$0
TELEPHONE	\$1,500			\$700	\$2,200
OFFICE SUPPLIES	\$1,000				\$1,000
PHOTOCOPIING	\$350	\$100	\$250	\$256	\$956
POSTAGE & MAILING	\$3,560	\$100			\$3,660
OFFICE SERVICES					\$0
OFFICE EQUIP. MAINT/REPAIR					\$0
INSURANCE					\$0
FEES/COMMISSION					\$0
LEGAL/ACCOUNTING					\$0
SHIPPING/DELIVERY					\$0
COMPUTER RESOURCE SERVICE	\$1,835				\$1,835
MAILING SERVICES	\$1,200			\$120	\$1,320
SUBSCRIPTIONS/DUES	\$250				\$250
EQUIPMENT RENTAL					\$0
GENERAL & ADMINISTRATIVE					\$0
GRAPHIC DESIGN/TYPESET	\$500	\$200			\$700
PRINTING	\$8,500		\$150	\$750	\$9,400
MEALS/FOOD	\$200	\$100	\$100	\$200	\$600
TRAVEL EXPENSES	\$300				\$300
PHOTO DEVELOPMENT					\$0
VIDEO DEVELOPMENT					\$0
ADVERTISING					\$0
EXHIBIT DESIGN/PLANNING				\$1,000	\$1,000
EXHIBITS SUPPLIES				\$750	\$750
EXHIBIT MAINT./REPAIR				\$1,000	\$1,000
EXHIBIT CONSTRUCTION				\$1,000	\$1,000
COST OF GOODS SOLD					\$0
FREIGHT IN-INVENTORY					\$0
MUSEUM WHARE OPERATIONS					\$0
MUSEUM WHARE MORTGAGE					\$0
PROJECT PERSONNEL					\$0
OTHER EXPENSES					\$0
<b>TOTAL EXPENSES:</b>	<b>\$67,150</b>	<b>\$500</b>	<b>\$2,500</b>	<b>\$6,076</b>	<b>\$76,226</b>
<b>NET:</b>	<b>-\$65,650</b>	<b>-\$500</b>	<b>\$23,915</b>	<b>-\$6,076</b>	<b>-\$48,311</b>

THE COMPUTER MUSEUM  
FY1990 BUDGET

*operating*

FUNCTIONS & STORE	FUNCT- IONS 280	STORE SALES 410	CATALOG MAIL ORDER 420	TOTAL
<b>INCOME:</b>				
CORPORATE RESTRICTED				\$0
GOVERNMENT RESTRICTED				\$0
FOUNDATION RESTRICTED				\$0
INDIVIDUAL RESTRICTED				\$0
CORPORATE UNRESTRICTED				\$0
GOVERNMENT UNRESTRICTED				\$0
FOUNDATION UNRESTRICTED				\$0
INDIVIDUAL UNRESTRICTED				\$0
POSTER SALES				\$0
INDIVIDUAL MEMBERSHIPS				\$0
CORPORATE MEMBERSHIPS	\$23,000			\$23,000
LIBRARY MEMBERSHIPS				\$0
MATCHING MEMBERSHIPS				\$0
ADMISSIONS				\$0
FUNCTIONS INCOME	\$92,340			\$92,340
CATERERS INCOME	\$8,660			\$8,660
PHOTO RENTAL				\$0
VIDEO RENTAL				\$0
PROGRAM INCOME				\$0
RESEARCH FEES				\$0
OTHER RENTAL INCOME				\$0
STORE SALES		\$143,956		\$143,956
MAIL ORDER SALES			\$17,050	\$17,050
SHIPPING REIMBURSEMENTS			\$2,217	\$2,217
INTEREST INCOME				\$0
MISCELLANEOUS INCOME				\$0
<b>TOTAL INCOME:</b>	<b>\$124,000</b>	<b>\$143,956</b>	<b>\$19,267</b>	<b>\$287,223</b>
<b>F.T.E.S</b>				
	1	3		4
SALARIES/WAGES	\$39,992	\$54,052		\$94,044
FICA-EMPLOYER	\$3,001	\$4,061		\$7,062
UNEMPLOYMENT INSURANCE	\$161	\$576		\$737
CONTRACT PERSONNEL	\$14,000			\$14,000
TEMPORARIES				\$0
HEALTH INSURANCE	\$1,557	\$3,126		\$4,683
DENTAL INSURANCE	\$94	\$188		\$282
LIFE INSURANCE	\$108	\$216		\$324
WORKERS COMP.	\$320	\$431		\$751
SEMINARS/CONTINUING ED	\$1,060	\$175		\$1,235
OTHER FRINGE BENEFITS				\$0
TELEPHONE	\$1,200	\$1,000		\$2,200
OFFICE SUPPLIES	\$800	\$1,000		\$1,800
PHOTOCOPYING				\$0
POSTAGE & MAILING	\$900	\$250	\$1,175	\$2,325
OFFICE SERVICES	\$500	\$500		\$1,000
OFFICE EQUIP. MAINT/REPAIR	\$700	\$700		\$1,400
INSURANCE				\$0
FEES/COMMISSION		\$2,877		\$2,877
LEGAL/ACCOUNTING				\$0
SHIPPING/DELIVERY	\$250		\$1,594	\$1,844
COMPUTER RESOURCE SERVICE	\$1,835	\$1,835		\$3,670
MAILING SERVICES	\$450		\$400	\$850
SUBSCRIPTIONS/DUES	\$400	\$260		\$660
EQUIPMENT RENTAL				\$0
GENERAL & ADMINISTRATIVE				\$0
GRAPHIC DESIGN/TYPESET	\$250		\$1,000	\$1,250
PRINTING	\$650		\$3,800	\$4,450
MEALS/FOOD				\$0
TRAVEL EXPENSES		\$250		\$250
PHOTO DEVELOPMENT			\$500	\$500
VIDEO DEVELOPMENT				\$0
ADVERTISING				\$0
EXHIBIT DESIGN/PLANNING				\$0
EXHIBITS SUPPLIES	\$200			\$200
EXHIBIT MAINT./REPAIR	\$300			\$300
EXHIBIT CONSTRUCTION	\$1,300			\$1,300
COST OF GOODS SOLD		\$69,096	\$8,184	\$77,280
FREIGHT IN-INVENTORY		\$2,160		\$2,160
MUSEUM WHARF OPERATIONS				\$0
MUSEUM WHARF MORTGAGE				\$0
PROJECT PERSONNEL				\$0
OTHER EXPENSES		\$1,000		\$1,000
<b>TOTAL EXPENSES:</b>	<b>\$70,028</b>	<b>\$143,753</b>	<b>\$16,653</b>	<b>\$230,434</b>
<b>NET:</b>	<b>\$53,972</b>	<b>\$203</b>	<b>\$2,614</b>	<b>\$56,789</b>



THE COMPUTER MUSEUM  
FY1990 BUDGET

CAPITAL	CAPITAL DEVELOP.	EXHIBIT PLAN	EXHIBIT ENHANCE	BUILD-ING	WALK-THROUGH	MILE-STONES	TOTAL
	610	620	630	640	675	690	
INCOME:							
CORPORATE RESTRICTED	<del>\$125,000</del>				\$200,000		\$325,000
GOVERNMENT RESTRICTED							\$0
FOUNDATION RESTRICTED							\$0
INDIVIDUAL RESTRICTED	\$125,000				\$250,000	\$125,000	\$500,000
CORPORATE UNRESTRICTED	\$225,000						\$225,000
FOUNDATION UNRESTRICTED							\$0
INDIVIDUAL UNRESTRICTED	\$225,000						\$225,000
POSTER SALES							\$0
INDIVIDUAL MEMBERSHIPS							\$0
CORPORATE MEMBERSHIPS							\$0
LIBRARY MEMBERSHIPS							\$0
MATCHING MEMBERSHIPS							\$0
ADMISSIONS							\$0
FUNCTIONS INCOME							\$0
CATERERS INCOME							\$0
PHOTO RENTAL							\$0
VIDEO RENTAL							\$0
PROGRAM INCOME							\$0
RESEARCH FEES							\$0
OTHER RENTAL INCOME							\$0
STORE SALES							\$0
MAIL ORDER SALES							\$0
SHIPPING REIMBURSEMENTS							\$0
INTEREST INCOME							\$0
MISCELLANEOUS INCOME	\$400K						\$0
TOTAL INCOME:	<del>\$700,000</del>	\$0	\$0	\$0	\$450,000	\$125,000	\$1,275,000

capital

DEC asked for \$450K

IBM asked for \$350K

Mitch

\$300K

F.T.E.S	1.8	1.875	1.35		1	1	6.35
SALARIES/WAGES	\$57,697	\$116,337	\$50,050		\$30,000	\$27,948	\$282,032
FICA-EMPLOYER	\$3,758	\$6,985	\$3,118		\$2,256	\$2,100	\$18,217
UNEMPLOYMENT INSURANCE	\$201	\$322	\$217		\$161	\$161	\$1,062
CONTRACT PERSONNEL	\$15,000						\$15,000
TEMPORARIES							\$0
HEALTH INSURANCE	\$1,557	\$12,544	\$1,557		\$1,557	\$1,557	\$18,772
DENTAL INSURANCE	\$94	\$596	\$94		\$94	\$94	\$972
LIFE INSURANCE	\$360	\$720	\$120		\$120	\$108	\$1,428
WORKERS COMP.	\$480	\$951	\$385		\$240	\$224	\$2,280
SEMINARS/CONTINUING ED							\$0
OTHER FRINGE BENEFITS							\$0
TELEPHONE	\$2,000	\$2,000	\$1,000			\$1,000	\$6,000
OFFICE SUPPLIES	\$800	\$1,000					\$1,800
PHOTOCOPYING	\$500						\$500
POSTAGE & MAILING	\$500						\$500
OFFICE SERVICES							\$0
OFFICE EQUIP. MAINT/REPAIR							\$0
INSURANCE							\$0
FEES/COMMISSION	\$1,500					\$1,000	\$2,500
LEGAL/ACCOUNTING							\$0
SHIPPING/DELIVERY	\$500		\$3,000		\$1,000	\$2,000	\$6,500
COMPUTER RESOURCE SERVICE	\$1,835	\$1,835					\$3,670
MAILING SERVICES							\$0
SUBSCRIPTIONS/DUES	\$250						\$250
EQUIPMENT RENTAL							\$0
GENERAL & ADMINISTRATIVE		\$65,220					\$65,220
GRAPHIC DESIGN/TYPESET	\$5,000		\$5,000		\$28,000	\$5,000	\$43,000
PRINTING	\$5,000						\$5,000
MEALS/FOOD	\$5,000	\$2,000	\$1,000		\$1,800	\$280	\$10,080
TRAVEL EXPENSES	\$2,500	\$3,000	\$1,000		\$1,800	\$1,750	\$10,050
PHOTO DEVELOPMENT		\$2,000	\$2,000		\$18,167		\$22,167
VIDEO DEVELOPMENT		\$3,000	\$3,000		\$20,500	\$40,000	\$66,500
ADVERTISING	\$500						\$500
EXHIBIT DESIGN/PLANNING		\$5,000			\$5,000	\$5,500	\$15,500
EXHIBITS SUPPLIES			\$1,000		\$1,000		\$2,000
EXHIBIT MAINT./REPAIR							\$0
EXHIBIT CONSTRUCTION			\$4,000		\$213,000		\$217,000
COST OF GOODS SOLD							\$0
FREIGHT IN-INVENTORY							\$0
MUSEUM WHARF OPERATIONS							\$0
MUSEUM WHARF MORTGAGE				\$154,177			\$154,177
PROJECT PERSONNEL						\$30,000	\$30,000
OTHER EXPENSES			\$3,000		\$49,000	\$1,500	\$53,500
TOTAL EXPENSES:	\$105,032	\$223,510	\$79,541	\$154,177	\$373,695	\$120,222	\$1,056,177
NET:	\$594,968	-\$223,510	-\$79,541	-\$154,177	\$76,305	\$4,778	\$218,823

THE COMPUTER MUSEUM  
FY1990 BUDGET

*operating*

DEVELOPMENT & MEMBERSHIPS	GENERAL BREAKFAST		ANNUAL FUND	COMPUTER BOWL	CORP. MEMB.	INDIV. MEMB.	TOTAL
	DEVEL.	SEMINARS					
	710	720	730	750	810	820	
<b>INCOME:</b>							
CORPORATE RESTRICTED		\$18,750		\$227,000			\$245,750
GOVERNMENT RESTRICTED							\$0
FOUNDATION RESTRICTED							\$0
INDIVIDUAL RESTRICTED				\$95,000			\$95,000
CORPORATE UNRESTRICTED	\$50,000						\$50,000
GOVERNMENT UNRESTRICTED	\$10,000						\$10,000
FOUNDATION UNRESTRICTED	\$50,000						\$50,000
INDIVIDUAL UNRESTRICTED			\$100,000				\$100,000
POSTER SALES							\$0
INDIVIDUAL MEMBERSHIPS						\$59,500	\$59,500
CORPORATE MEMBERSHIPS				\$188,150			\$188,150
LIBRARY MEMBERSHIPS						\$16,000	\$16,000
MATCHING MEMBERSHIPS						\$6,000	\$6,000
ADMISSIONS							\$0
FUNCTIONS INCOME							\$0
CATERERS INCOME							\$0
PHOTO RENTAL							\$0
VIDEO RENTAL							\$0
PROGRAM INCOME							\$0
RESEARCH FEES							\$0
OTHER RENTAL INCOME							\$0
STORE SALES							\$0
MAIL ORDER SALES							\$0
SHIPPING REIMBURSEMENTS							\$0
INTEREST INCOME							\$0
MISCELLANEOUS INCOME							\$0
<b>TOTAL INCOME:</b>	<b>\$110,000</b>	<b>\$18,750</b>	<b>\$100,000</b>	<b>\$322,000</b>	<b>\$188,150</b>	<b>\$81,500</b>	<b>\$820,400</b>
<b>F.I.E.S</b>							
SALARIES/WAGES	1		.25		.50	.75	2.5
FICA-EMPLOYER	\$22,447		\$4,475		\$14,496	\$13,416	\$54,834
UNEMPLOYMENT INSURANCE			\$333		\$1,092	\$1,005	\$2,430
CONTRACT PERSONNEL			\$40		\$81	\$145	\$266
TEMPORARIES				\$20,000			\$20,000
HEALTH INSURANCE					\$1,557	\$1,557	\$3,114
DENTAL INSURANCE					\$94	\$94	\$188
LIFE INSURANCE					\$120	\$84	\$204
WORKERS COMP.			\$36		\$114	\$106	\$256
SEMINARS/CONTINUING ED						\$240	\$240
OTHER FRINGE BENEFITS							\$0
TELEPHONE	\$1,000		\$2,500	\$1,000	\$1,000	\$1,000	\$6,500
OFFICE SUPPLIES	\$500	\$800	\$800	\$500	\$1,000	\$1,000	\$4,600
PHOTOCOPYING	\$300	\$1,500	\$1,500	\$1,000	\$600	\$504	\$5,404
POSTAGE & MAILING	\$60	\$3,000	\$3,500	\$2,500	\$1,200	\$1,980	\$12,240
OFFICE SERVICES					\$500	\$500	\$1,000
OFFICE EQUIP. MAINT./REPAIR					\$700	\$700	\$1,400
INSURANCE							\$0
FEES/COMMISSION				\$500			\$500
LEGAL/ACCOUNTING				\$500			\$500
SHIPPING/DELIVERY			\$600	\$750		\$120	\$1,470
COMPUTER RESOURCE SERVICE	\$1,835				\$1,835	\$1,835	\$5,505
MAILING SERVICES			\$750	\$500		\$9,300	\$10,550
SUBSCRIPTIONS/DUES						\$125	\$125
EQUIPMENT RENTAL				\$1,500			\$1,500
GENERAL & ADMINISTRATIVE							\$0
GRAPHIC DESIGN/TYSET		\$500		\$5,000	\$500		\$6,000
PRINTING		\$500		\$5,000	\$500	\$1,000	\$7,000
MEALS/FOOD	\$1,200	\$13,000		\$25,000	\$600	\$500	\$40,300
TRAVEL EXPENSES	\$1,200			\$2,500	\$500	\$100	\$4,300
PHOTO DEVELOPMENT				\$500			\$500
VIDEO DEVELOPMENT							\$0
ADVERTISING				\$5,000			\$5,000
EXHIBIT DESIGN/PLANNING							\$0
EXHIBITS SUPPLIES							\$0
EXHIBIT MAINT./REPAIR							\$0
EXHIBIT CONSTRUCTION							\$0
COST OF GOODS SOLD							\$0
FREIGHT IN-INVENTORY							\$0
MUSEUM WHARE OPERATIONS							\$0
MUSEUM WHARE MORTGAGE							\$0
PROJECT PERSONNEL							\$0
OTHER EXPENSES		\$500		\$15,000	\$2,000		\$17,500
<b>TOTAL EXPENSES:</b>	<b>\$28,542</b>	<b>\$19,800</b>	<b>\$14,534</b>	<b>\$86,750</b>	<b>\$28,489</b>	<b>\$35,311</b>	<b>\$213,426</b>
<b>NET:</b>	<b>\$81,458</b>	<b>-\$1,050</b>	<b>\$85,466</b>	<b>\$235,250</b>	<b>\$159,661</b>	<b>\$46,189</b>	<b>\$606,974</b>

THE COMPUTER MUSEUM  
FY1990 BUDGET

ADMINISTRATION

INCOME:	GENERAL ADMIN. 910	BOARD 920	EXEC OFFICE 930	OPERAT- IONS 940	TOTAL
CORPORATE RESTRICTED					\$0
GOVERNMENT RESTRICTED					\$0
FOUNDATION RESTRICTED					\$0
INDIVIDUAL RESTRICTED					\$0
CORPORATE UNRESTRICTED					\$0
GOVERNMENT UNRESTRICTED					\$0
FOUNDATION UNRESTRICTED					\$0
INDIVIDUAL UNRESTRICTED					\$0
POSTER SALES					\$0
INDIVIDUAL MEMBERSHIPS					\$0
CORPORATE MEMBERSHIPS					\$0
LIBRARY MEMBERSHIPS					\$0
MATCHING MEMBERSHIPS					\$0
ADMISSIONS					\$0
FUNCTIONS INCOME					\$0
CATERERS INCOME					\$0
PHOTO RENTAL					\$0
VIDEO RENTAL					\$0
PROGRAM INCOME					\$0
RESEARCH FEES					\$0
OTHER RENTAL INCOME	\$15,000				\$15,000
STORE SALES					\$0
MAIL ORDER SALES					\$0
SHIPPING REIMBURSEMENTS					\$0
INTEREST INCOME	\$9,000				\$9,000
MISCELLANEOUS INCOME					\$0
<b>TOTAL INCOME:</b>	<b>\$24,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$24,000</b>

F.T.E.S	GENERAL ADMIN. 910	BOARD 920	EXEC OFFICE 930	OPERAT- IONS 940	TOTAL
SALARIES/WAGES	\$59,374		\$244,567	\$134,711	\$438,652
FICA-EMPLOYER	\$4,460		\$14,521	\$10,115	\$29,096
UNEMPLOYMENT INSURANCE	\$483		\$805	\$1,260	\$2,548
CONTRACT PERSONNEL	\$10,008				\$10,008
TEMPORARIES	\$4,152				\$4,152
HEALTH INSURANCE	\$5,612		\$11,879	\$11,506	\$28,997
DENTAL INSURANCE	\$282		\$580	\$662	\$1,724
LIFE INSURANCE	\$360		\$1,272	\$648	\$2,280
WORKERS COMP.	\$461		\$1,999	\$1,078	\$3,538
SEMINARS/CONTINUING ED	\$2,000		\$1,000	\$300	\$3,300
OTHER FRINGE BENEFITS	\$2,000				\$2,000
TELEPHONE	\$2,100	\$500	\$2,000	\$1,000	\$5,600
OFFICE SUPPLIES	\$2,000		\$1,000	\$1,000	\$4,000
PHOTOCOPYING	\$100	\$200			\$300
POSTAGE & MAILING	\$1,500	\$300	\$300	\$200	\$2,300
OFFICE SERVICES	\$500		\$500	\$500	\$1,500
OFFICE EQUIP. MAINT/REPAIR	\$700		\$700	\$700	\$2,100
INSURANCE	\$19,625	\$10,200			\$29,825
FEES/COMMISSION	\$5,000		\$15,000		\$20,000
LEGAL/ACCOUNTING	\$15,500	\$7,500			\$23,000
SHIPPING/DELIVERY	\$300	\$100	\$200	\$100	\$700
COMPUTER RESOURCE SERVICE	\$1,840		\$1,835	\$1,835	\$5,510
MAILING SERVICES					\$0
SUBSCRIPTIONS/DUES	\$3,000				\$3,000
EQUIPMENT RENTAL	\$1,000				\$1,000
GENERAL & ADMINISTRATIVE	-\$28,922		-\$36,298		-\$65,220
GRAPHIC DESIGN/TYPESET					\$0
PRINTING					\$0
MEALS/FOOD	\$100	\$3,000	\$100		\$3,200
TRAVEL EXPENSES	\$100	\$300	\$500	\$100	\$1,000
PHOTO DEVELOPMENT					\$0
VIDEO DEVELOPMENT					\$0
ADVERTISING	\$3,000				\$3,000
EXHIBIT DESIGN/PLANNING					\$0
EXHIBITS SUPPLIES					\$0
EXHIBIT MAINT./REPAIR					\$0
EXHIBIT CONSTRUCTION					\$0
COST OF GOODS SOLD					\$0
FREIGHT IN-INVENTORY					\$0
MUSEUM WHARF OPERATIONS	\$257,800				\$257,800
MUSEUM WHARF MORTGAGE					\$0
PROJECT PERSONNEL					\$0
OTHER EXPENSES	\$2,000		\$1,000	\$200	\$3,200
<b>TOTAL EXPENSES:</b>	<b>\$376,435</b>	<b>\$22,100</b>	<b>\$263,460</b>	<b>\$166,115</b>	<b>\$828,110</b>
<b>NET:</b>	<b>-\$352,435</b>	<b>-\$22,100</b>	<b>-\$263,460</b>	<b>-\$166,115</b>	<b>-\$804,110</b>

*F&A*  
*JFC & Dept head salaries*  
*interpreters*

THE COMPUTER MUSEUM  
FY1990 BUDGET

	OPERATING	CAPITAL	TOTAL
<b>INCOME:</b>			
CORPORATE RESTRICTED	\$257,513	\$325,000	\$582,513
GOVERNMENT RESTRICTED	\$32,957		\$32,957
FOUNDATION RESTRICTED			\$0
INDIVIDUAL RESTRICTED	\$95,000	\$500,000	\$595,000
CORPORATE UNRESTRICTED	\$50,000	\$225,000	\$275,000
GOVERNMENT UNRESTRICTED	\$10,000		\$10,000
FOUNDATION UNRESTRICTED	\$50,000		\$50,000
INDIVIDUAL UNRESTRICTED	\$103,000	\$225,000	\$328,000
POSTER SALES	\$4,000		\$4,000
INDIVIDUAL MEMBERSHIPS	\$59,500		\$59,500
CORPORATE MEMBERSHIPS	\$211,150		\$211,150
LIBRARY MEMBERSHIPS	\$16,000		\$16,000
MATCHING MEMBERSHIPS	\$6,000		\$6,000
ADMISSIONS	\$291,629		\$291,629
FUNCTIONS INCOME	\$92,340		\$92,340
CATERERS INCOME	\$8,660		\$8,660
PHOTO RENTAL	\$4,000		\$4,000
VIDEO RENTAL	\$1,000		\$1,000
PROGRAM INCOME	\$200		\$200
RESEARCH FEES	\$1,800		\$1,800
OTHER RENTAL INCOME	\$15,000		\$15,000
STORE SALES	\$143,956		\$143,956
MAIL ORDER SALES	\$17,050		\$17,050
SHIPPING REIMBURSEMENTS	\$2,217		\$2,217
INTEREST INCOME	\$9,000		\$9,000
MISCELLANEOUS INCOME	\$1,500		\$1,500
<b>TOTAL INCOME:</b>	<b>\$1,483,472</b>	<b>\$1,275,000</b>	<b>\$2,758,472</b>
<b>F.T.E.S</b>			
	31	6	37
SALARIES/WAGES	\$782,547	\$282,032	\$1,064,579
FICA-EMPLOYER	\$50,970	\$18,217	\$69,187
UNEMPLOYMENT INSURANCE	\$4,692	\$1,062	\$5,754
CONTRACT PERSONNEL	\$48,248	\$15,000	\$63,248
TEMPORARIES	\$4,152		\$4,152
HEALTH INSURANCE	\$46,148	\$18,772	\$64,920
DENTAL INSURANCE	\$2,758	\$972	\$3,730
LIFE INSURANCE	\$3,648	\$1,428	\$5,076
WORKERS COMP.	\$5,924	\$2,280	\$8,204
SEMINARS/CONTINUING ED	\$5,875		\$5,875
OTHER FRINGE BENEFITS	\$2,000		\$2,000
TELEPHONE	\$22,500	\$6,000	\$28,500
OFFICE SUPPLIES	\$15,400	\$1,800	\$17,200
PHOTOCOPYING	\$6,404	\$500	\$6,904
POSTAGE & MAILING	\$24,531	\$500	\$25,031
OFFICE SERVICES	\$5,000		\$5,000
OFFICE EQUIP. MAINT/REPAIR	\$7,000		\$7,000
INSURANCE	\$29,825		\$29,825
FEES/COMMISSION	\$23,377	\$2,500	\$25,877
LEGAL/ACCOUNTING	\$23,500		\$23,500
SHIPPING/DELIVERY	\$16,114	\$6,500	\$22,614
COMPUTER RESOURCE SERVICE	\$22,025	\$3,670	\$25,695
MAILING SERVICES	\$16,020		\$16,020
SUBSCRIPTIONS/DUES	\$8,235	\$250	\$8,485
EQUIPMENT RENTAL	\$2,500		\$2,500
GENERAL & ADMINISTRATIVE	-\$65,220	\$65,220	\$0
GRAPHIC DESIGN/TYPESET	\$17,450	\$43,000	\$60,450
PRINTING	\$29,100	\$5,000	\$34,100
MEALS/FOOD	\$45,050	\$10,080	\$55,130
TRAVEL EXPENSES	\$6,950	\$10,050	\$17,000
PHOTO DEVELOPMENT	\$5,400	\$22,167	\$27,567
VIDEO DEVELOPMENT	\$600	\$66,500	\$67,100
ADVERTISING	\$68,000	\$500	\$68,500
EXHIBIT DESIGN/PLANNING	\$1,000	\$15,500	\$16,500
EXHIBITS SUPPLIES	\$11,710	\$2,000	\$13,710
EXHIBIT MAINT./REPAIR	\$6,700		\$6,700
EXHIBIT CONSTRUCTION	\$2,300	\$217,000	\$219,300
COST OF GOODS SOLD	\$77,280		\$77,280
FREIGHT IN-INVENTORY	\$2,160		\$2,160
MUSEUM WHARE OPERATIONS	\$257,800		\$257,800
MUSEUM WHARE MORTGAGE		\$154,177	\$154,177
PROJECT PERSONNEL	\$22,266	\$30,000	\$52,266
OTHER EXPENSES	\$23,500	\$53,500	\$77,000
<b>TOTAL EXPENSES:</b>	<b>\$1,691,439</b>	<b>\$1,056,177</b>	<b>\$2,747,616</b>
<b>NET:</b>	<b>-\$207,967</b>	<b>\$218,823</b>	<b>\$10,856</b>

**The Computer Museum**

300 Congress Street  
Boston, MA 02210  
(617) 426-2800

**The Computer Museum  
Corporate Membership Benefits  
FY1988/89**

- Recognition in all Museum publications including *The Computer Museum Annual*
- Invitations to the monthly Breakfast Seminar Series
- Free admission passes for employees and guests
- Complimentary individual memberships for Corporate Representatives
- Complimentary subscription to the *NEWS*, the Museum's bi-monthly newsletter
- Invitations to gallery openings, lectures, and programs
- Priority admission to special events
- Special reduced rates on Museum's function spaces

**Corporate Benefactor \$10,000**

- 1,000 free admission passes or an entire day at the Museum with special programs for employees and their families
- Individual memberships for seven (7) Corporate Representatives
- Use of the Museum's print, photographic, film, and video archives
- Participation in Museum's Collection Loan Program

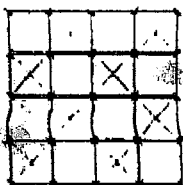
**Corporate Patron \$3,000**

- 500 free admission passes
- Individual memberships for four (4) Corporate Representatives

**Corporate Contributor \$1,000**

- 250 free admission passes
- Individual memberships for two (2) Corporate Representatives

The Computer Museum • 300 Congress Street • Boston • MA • 02210



# The Computer Museum

300 Congress Street  
Boston, MA 02210

(617) 426-2800

June 12, 1989

12:30 pm

Gardner,

Sorry I couldn't get back to you sooner with this, but I just finished the meeting I was in when you called. Attached is a copy of the description of corporate membership benefits by category. We could provide you with copies of this sheet if you prefer. If, as you suggested, you want to include a brief summary of each category in a few sentences instead, I would suggest the following abbreviations:

\$10,000 members receive 1,000 admission passes, individual memberships for 7 company representatives, use of the Museum's print, photographic, film, and video archives, and participation in the Museum's Collection Loan Program.

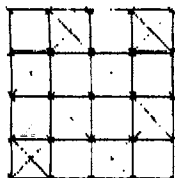
\$3,000 members receive 500 admission passes and individual memberships for 4 company representatives.

\$1,000 members receive 250 free passes and individual memberships for 2 company representatives.

Please note that all corporate members receive credit in Museum publications (annual and six newsletters yearly), invitations to the Breakfast Seminar Series, invitations to special openings, lectures, and events, and reduced rates when hiring Museum space for functions.

Hope this helps.

JDS



February 15, 1989

The Computer Museum  
Active Corporate Members  
FY 1989

\$ 330K

\$1,000 Corporate Contributors

76K

AGS Information Systems	Intel Corporation
AI Corporation	Interleaf
Analog Devices	J.C. Penney Stores
Arthur Anderson	Intermetrics, Inc.
Arthur Young	Manager Software Products
Bachman Information Systems	Massachusetts Computer Software Council
Bank of Boston	Mass High Tech
Bank of New England	McCormack & Dodge
Banyan Systems	Medical Information Technology, Inc.
BayBank Boston	MicroAmerica
Bitstream	Microcom
Bolt Beranek & Newman	Milliken & Company
The Boston Globe Foundation	The Millipore Foundation
California Museum Foundation	Mobil Oil Corporation
Cambridge Technology Group	NEC Systems Laboratories
© Carol Lasky	Nixdorf
Carter Hawley Hale Stores	Nolan Norton & Co.
Cigna Systems Corporation	Palmer & Dodge
CLSI	Peat, Marwick, Main & Company
Continental Cablevision	Pfizer Pharmaceuticals
Control Data Corporation	Phinney & Company
Dane Falb Stone	Rossin, Seronick, Greenberg & Hill
Data Architects	Russell Reynolds Associates
DataEase International	Schubert Associates
Data Resource Group	SD Financial
Data Translation	Sequent Computer Corporation
Davox	Shawmut Corporation
DECUS	Software 2000, Inc.
Deloitte Haskins & Sells	Spaulding & Slye
DesignSystems	The Analytic Sciences Corporation
→ Eastech Management	Technical Data International
Evans & Sutherland	Technology Research Group
Goldman Sachs	Teleprocessing, Inc.
Gourmet Caterers	Verbum Magazine
Greater Boston Chamber of Commerce	The Wollongong Group
→ Greylock Management	XRE Corporation
GTE Laboratories	
Harvard Community Health Plan	
Hyams Trust	
Index Technology Group	

February 15, 1989

**\$3,000 - Corporate Patrons \$114K**

Advanced Micro Devices	Microsoft
Apple Computer	Moore Business Forms & Systems
Apollo Computer, Inc.	New England Oldsmobile
AT&T	Ogilvy & Mather Advertising
Boris Color Labs	PC Computing
Coopers & Lybrand	PC World Communications
Charles Stark Draper Laboratories	Price Waterhouse
Computerland	Prime Computer
DYSAN	Prudential Life Insurance
Fenwick Partners	Ropes & Gray
Gaston & Snow	Spectrum Interactive, Inc.
The Gillette Company	Stellar Computer
Hill & Knowlton	Stratus Computer
Honeywell-Bull	Technology Research Group
IEEE (The Computer Society)	The Travelers Companies
International Data Group	UNISYS
Kubota	→ Venrock Associates
Manufacturers Hanover Trust	ZEMAG
McGraw-Hill	Ziff-Davis Publishing Company

**\$10,000 - Corporate Benefactors \$140K**

Aetna Life & Casualty	→ Merrill, Pickard, Anderson & Eyre
Amdahl Corporation	Raytheon Company
Cognex	Smithsonian Institution
Digital Equipment Corporation	Traveling Exhibition Services
Hewlett Packard	Sun Microsystems
Institute of Museum Services	The Eliot Bank
Massachusetts Council on the Arts & Humanities	Xerox Corporation
International Business Machines	



February 15, 1989

## The Computer Museum Inactive Corporate Members

### Inactive \$1,000 Corporate Contributors

Adage, Inc.	LTX Corporation
Analogic Corporation	Medivision, Inc.
Arthur D. Little Foundation	Mentor Graphics
Automatix, Inc.	Micom-Interlan, Inc.
Banklink, Inc.	Microsource Financial
BASF Systems Corporation	National Semiconductor Corporation
The Boston Company	Orchard Computer
BusinessLand	Pathway Design
Cincom Systems	PC Magazine
Citicorp USA	Pell Rudman
Cognition	Phase III Systems
Cullinet Software, Inc.	Polaroid Foundation
DuPont	Project Software Development
EMC Corporation	Sterling Hager, Inc.
Executours, Inc.	Symdeco
Foley Hoag & Eliot	Telectronics
Genrad, Inc.	Teradyne
Gould Foundation	Testa, Hurwitz & Thibeault
HUB Mail Advertising	USIR
Infomart	Warner & Stackpole
Innova	
The Interface Group	
Investments Orange Nassau	
Lotus Development Corporation	

### Inactive \$3,000 - Corporate Patrons

Addison-Wesley Publishing	→ Phoenix Technologies, Ltd.
Adelie Corporation	Software Results, Inc.
Datapoint Corporation	Standard Oil Company
Dentsu, Inc.	
General Computer Company	
Masscomp	

### Inactive \$10,000 - Corporate Benefactors

Sanders Associates

THE COMPUTER MUSEUM, INC. STATEMENTS OF REVENUES AND EXPENSES

	OPERATING FUND (000's)			CAPITAL FUND (000's)			COMBINED (000's)		
	FY89 <u>Budget</u>	FY89 <u>Forecast</u>	FY90 <u>Budget</u>	FY89 <u>Budget</u>	FY89 <u>Forecast</u>	FY90 <u>Budget</u>	FY89 <u>Budget</u>	FY89 <u>Forecast</u>	FY90 <u>Budget</u>
<b>REVENUES</b>									
Unrestricted Contributions	83	229	279	769	397	400	550	626	679
Restricted Contributions	225	282	400	400	89	700	625	371	1100
Corporate Memberships	173	143	188	-	-	-	173	143	188
Individual Memberships	82	61	82	-	-	-	82	61	82
Admissions	238	228	247	-	-	-	238	228	247
Store	159	130	163	-	-	-	159	130	163
Functions	106	106	124	-	-	-	106	106	124
Other	37	48	35	-	-	-	37	48	35
Gain (Loss) on Securities	-	(6)	-	0	0	0	0	(6)	0
<b>TOTAL REVENUE</b>	<b>\$1,103</b>	<b>\$1,221</b>	<b>\$1,518</b>	<b>\$1,169</b>	<b>\$486</b>	<b>\$1,100</b>	<b>\$2,272</b>	<b>\$1,707</b>	<b>\$2,618</b>
<b>EXPENSES</b>									
Exhibits & Education	\$373	\$352	\$324	\$325	\$77	\$481	\$698	\$429	\$805
Marketing & Membership	212	216	298	-	-	-	212	216	298
Management & General	339	383	409	205	212	313	552	595	722
Fundraising	57	111	127	118	124	105	167	235	232
Store	158	136	160	-	-	-	158	136	160
Functions	57	56	70	-	-	-	57	56	70
MW Operating Costs	237	242	262	-	-	-	237	242	262
MW Mortgage	-	-	-	162	162	154	162	162	154
<b>TOTAL EXPENSE</b>	<b>\$1,433</b>	<b>\$1,496</b>	<b>\$1,650</b>	<b>\$810</b>	<b>\$575</b>	<b>\$1,053</b>	<b>\$2,243</b>	<b>\$2,071</b>	<b>\$2,703</b>
<b>NET SURPLUS (DEFICIT)</b>	<b>(\$330)</b>	<b>(\$275)</b>	<b>(\$132)</b>	<b>\$359</b>	<b>\$(89)</b>	<b>\$47</b>	<b>\$29</b>	<b>\$(364)</b>	<b>\$(85)</b>

Above excludes depreciation, accruals, and restricted balances

9 June 1989

THE COMPUTER MUSEUM  
FY1990 BUDGET

EXHIBITS & COLLECTION	EXHIBIT MAINT. 160	KITS 170	COLLECT- IONS 510	CONSER- VATION 520	SIGGRAPH 530	TOTAL
<b>INCOME:</b>						
CORPORATE RESTRICTED		\$26,763				\$26,763
GOVERNMENT RESTRICTED				\$6,542		\$6,542
FOUNDATION RESTRICTED						\$0
INDIVIDUAL RESTRICTED						\$0
CORPORATE UNRESTRICTED						\$0
GOVERNMENT UNRESTRICTED						\$0
FOUNDATION UNRESTRICTED						\$0
INDIVIDUAL UNRESTRICTED						\$0
POSTER SALES						\$0
INDIVIDUAL MEMBERSHIPS						\$0
CORPORATE MEMBERSHIPS						\$0
LIBRARY MEMBERSHIPS						\$0
MATCHING MEMBERSHIPS						\$0
ADMISSIONS						\$0
FUNCTIONS INCOME						\$0
CATERERS INCOME						\$0
PHOTO RENTAL			\$4,000			\$4,000
VIDEO RENTAL			\$1,000			\$1,000
PROGRAM INCOME			\$3,000			\$3,000
RESEARCH FEES			\$1,800			\$1,800
OTHER RENTAL INCOME						\$0
STORE SALES						\$0
MAIL ORDER SALES						\$0
SHIPPING REIMBURSEMENTS						\$0
INTEREST INCOME						\$0
MISCELLANEOUS INCOME						\$0
<b>TOTAL INCOME:</b>	<b>\$0</b>	<b>\$26,763</b>	<b>\$9,800</b>	<b>\$6,542</b>	<b>\$0</b>	<b>\$43,105</b>
<b>F.T.E.S</b>						
SALARIES/WAGES	.90		1.4			2.3
FICA-EMPLOYER	\$23,389		\$23,526			\$46,915
UNEMPLOYMENT INSURANCE	\$1,756		\$1,768			\$3,524
CONTRACT PERSONNEL	\$145		\$272			\$417
TEMPORARIES		\$2,990				\$2,990
HEALTH INSURANCE	\$1,557		\$1,557			\$3,114
DENTAL INSURANCE	\$94		\$94			\$188
LIFE INSURANCE	\$120					\$120
WORKERS COMP.	\$187		\$188			\$375
SEMINARS/CONTINUING ED			\$500			\$500
OTHER FRINGE BENEFITS						\$0
TELEPHONE	\$1,500		\$1,000			\$2,500
OFFICE SUPPLIES			\$1,000			\$1,000
PHOTOCOPYING						\$0
POSTAGE & MAILING	\$100		\$350			\$450
OFFICE SERVICES			\$500			\$500
OFFICE EQUIP. MAINT/REPAIR			\$700			\$700
INSURANCE						\$0
FEES/COMMISSION						\$0
LEGAL/ACCOUNTING						\$0
SHIPPING/DELIVERY	\$400		\$4,000			\$4,400
COMPUTER RESOURCE SERVICE			\$1,835			\$1,835
MAILING SERVICES						\$0
SUBSCRIPTIONS/DUES						\$0
EQUIPMENT RENTAL						\$0
GENERAL & ADMINISTRATIVE						\$0
GRAPHIC DESIGN/TYPESET						\$0
PRINTING			\$250			\$250
MEALS/FOOD			\$200			\$200
TRAVEL EXPENSES			\$400			\$400
PHOTO DEVELOPMENT			\$1,000			\$1,000
VIDEO DEVELOPMENT			\$400			\$400
ADVERTISING						\$0
EXHIBIT DESIGN/PLANNING						\$0
EXHIBITS SUPPLIES	\$10,153	\$607				\$10,760
EXHIBIT MAINT./REPAIR	\$5,400					\$5,400
EXHIBIT CONSTRUCTION						\$0
COST OF GOODS SOLD						\$0
FREIGHT IN-INVENTORY						\$0
MUSEUM WHARE OPERATIONS						\$0
MUSEUM WHARE MORTGAGE						\$0
PROJECT PERSONNEL					\$12,406	\$12,406
OTHER EXPENSES		\$2,250	\$500	\$500		\$3,250
<b>TOTAL EXPENSES:</b>	<b>\$44,801</b>	<b>\$5,847</b>	<b>\$40,040</b>	<b>\$500</b>	<b>\$12,406</b>	<b>\$103,594</b>
<b>NET:</b>	<b>-\$44,801</b>	<b>\$20,916</b>	<b>-\$30,240</b>	<b>\$6,042</b>	<b>-\$12,406</b>	<b>-\$60,489</b>

THE COMPUTER MUSEUM  
FY1990 BUDGET

MARKETING	PUBLIC- ITY 210	PROMO- TIONS 240	NEWS LETTERS 250	ANNUAL REPORT 260	TOTAL
INCOME:					
CORPORATE RESTRICTED					\$0
GOVERNMENT RESTRICTED					\$0
FOUNDATION RESTRICTED					\$0
INDIVIDUAL RESTRICTED					\$0
CORPORATE UNRESTRICTED					\$0
GOVERNMENT UNRESTRICTED					\$0
FOUNDATION UNRESTRICTED					\$0
INDIVIDUAL UNRESTRICTED					\$0
POSTER SALES		\$4,000			\$4,000
INDIVIDUAL MEMBERSHIPS					\$0
CORPORATE MEMBERSHIPS					\$0
LIBRARY MEMBERSHIPS					\$0
MATCHING MEMBERSHIPS					\$0
ADMISSIONS		\$246,734			\$246,734
FUNCTIONS INCOME					\$0
CATERERS INCOME					\$0
PHOTO RENTAL					\$0
VIDEO RENTAL					\$0
PROGRAM INCOME					\$0
RESEARCH FEES					\$0
OTHER RENTAL INCOME					\$0
STORE SALES					\$0
MAIL ORDER SALES					\$0
SHIPPING REIMBURSEMENTS					\$0
INTEREST INCOME					\$0
MISCELLANEOUS INCOME					\$0
TOTAL INCOME:	\$0	\$250,734	\$0	\$0	\$250,734
F.T.E.S					
	2.5	1			3.5
SALARIES/WAGES	\$88,182	\$17,000			\$105,182
FICA-EMPLOYER	\$6,049	\$1,273			\$7,322
UNEMPLOYMENT INSURANCE	\$402	\$161			\$563
CONTRACT PERSONNEL					\$0
TEMPORARIES					\$0
HEALTH INSURANCE	\$3,126	\$1,557			\$4,683
DENTAL INSURANCE	\$188	\$94			\$282
LIFE INSURANCE	\$360	\$240			\$600
WORKERS COMP.	\$705	\$132			\$837
SEMINARS/CONTINUING ED	\$400				\$400
OTHER FRINGE BENEFITS					\$0
TELEPHONE	\$2,000	\$1,500			\$3,500
OFFICE SUPPLIES	\$2,000	\$1,000			\$3,000
PHOTOCOPIING					\$0
POSTAGE & MAILING	\$2,000		\$1,100	\$200	\$3,300
OFFICE SERVICES	\$500	\$500			\$1,000
OFFICE EQUIP. MAINT./REPAIR	\$700	\$700			\$1,400
INSURANCE					\$0
FEES/COMMISSION					\$0
LEGAL/ACCOUNTING					\$0
SHIPPING/DELIVERY	\$500	\$7,000	\$200	\$100	\$7,800
COMPUTER RESOURCE SERVICE	\$1,835	\$1,835			\$3,670
MAILING SERVICES	\$600	\$2,000	\$600		\$3,200
SUBSCRIPTIONS/DUES	\$3,800	\$400			\$4,200
EQUIPMENT RENTAL					\$0
GENERAL & ADMINISTRATIVE					\$0
GRAPHIC DESIGN/TYPESET		\$3,000	\$3,000	\$3,500	\$9,500
PRINTING	\$2,000	\$6,000			\$8,000
MEALS/FOOD	\$500	\$250			\$750
TRAVEL EXPENSES	\$200	\$500			\$700
PHOTO DEVELOPMENT	\$2,500	\$100	\$300	\$500	\$3,400
VIDEO DEVELOPMENT	\$200				\$200
ADVERTISING		\$60,000			\$60,000
EXHIBIT DESIGN/PLANNING					\$0
EXHIBITS SUPPLIES					\$0
EXHIBIT MAINT./REPAIR					\$0
EXHIBIT CONSTRUCTION					\$0
COST OF GOODS SOLD					\$0
FREIGHT IN-INVENTORY					\$0
MUSEUM WHARE OPERATIONS					\$0
MUSEUM WHARE MORTGAGE					\$0
PROJECT PERSONNEL					\$0
OTHER EXPENSES	\$300	\$500			\$800
TOTAL EXPENSES:	\$119,047	\$105,742	\$5,200	\$4,300	\$234,289
NET:	-\$119,047	\$144,992	-\$5,200	-\$4,300	\$16,445

THE COMPUTER MUSEUM  
FY1990 BUDGET

EDUCATION	GENERAL ED 310	OUT- REACH 320	MASS- COUNCIL 340	PUBLIC PROG. 360	TOTAL
INCOME:					
CORPORATE RESTRICTED					\$0
GOVERNMENT RESTRICTED			\$26,415		\$26,415
FOUNDATION RESTRICTED					\$0
INDIVIDUAL RESTRICTED					\$0
CORPORATE UNRESTRICTED					\$0
GOVERNMENT UNRESTRICTED					\$0
FOUNDATION UNRESTRICTED					\$0
INDIVIDUAL UNRESTRICTED					\$0
POSTER SALES					\$0
INDIVIDUAL MEMBERSHIPS					\$0
CORPORATE MEMBERSHIPS					\$0
LIBRARY MEMBERSHIPS					\$0
MATCHING MEMBERSHIPS					\$0
ADMISSIONS					\$0
FUNCTIONS INCOME					\$0
CATERERS INCOME					\$0
PHOTO RENTAL					\$0
VIDEO RENTAL					\$0
PROGRAM INCOME					\$0
RESEARCH FEES					\$0
OTHER RENTAL INCOME					\$0
STORE SALES					\$0
MAIL ORDER SALES					\$0
SHIPPING REIMBURSEMENTS					\$0
INTEREST INCOME					\$0
MISCELLANEOUS INCOME	\$1,500				\$1,500
TOTAL INCOME:	\$1,500	\$0	\$26,415	\$0	\$27,915
F.T.E.S					
	1				1
SALARIES/WAGES	\$20,472				\$20,472
FICA-EMPLOYER	\$1,536				\$1,536
UNEMPLOYMENT INSURANCE	\$161				\$161
CONTRACT PERSONNEL	\$1,200		\$2,000	\$300	\$3,500
TEMPORARIES					\$0
HEALTH INSURANCE	\$1,557				\$1,557
DENTAL INSURANCE	\$94				\$94
LIFE INSURANCE	\$120				\$120
WORKERS COMP.	\$167				\$167
SEMINARS/CONTINUING ED	\$200				\$200
OTHER FRINGE BENEFITS					\$0
TELEPHONE	\$1,500			\$700	\$2,200
OFFICE SUPPLIES	\$1,000				\$1,000
PHOTOCOPYING	\$350	\$100	\$250	\$256	\$956
POSTAGE & MAILING	\$3,560	\$100			\$3,660
OFFICE SERVICES					\$0
OFFICE EQUIP. MAINT./REPAIR					\$0
INSURANCE					\$0
FEES/COMMISSION					\$0
LEGAL/ACCOUNTING					\$0
SHIPPING/DELIVERY					\$0
COMPUTER RESOURCE SERVICE	\$1,835				\$1,835
MAILING SERVICES	\$1,200			\$120	\$1,320
SUBSCRIPTIONS/DUES	\$250				\$250
EQUIPMENT RENTAL					\$0
GENERAL & ADMINISTRATIVE					\$0
GRAPHIC DESIGN/TYPESET	\$500	\$200			\$700
PRINTING	\$8,500		\$150	\$750	\$9,400
MEALS/FOOD	\$200	\$100	\$100	\$200	\$600
TRAVEL EXPENSES	\$300				\$300
PHOTO DEVELOPMENT					\$0
VIDEO DEVELOPMENT					\$0
ADVERTISING					\$0
EXHIBIT DESIGN/PLANNING				\$1,000	\$1,000
EXHIBITS SUPPLIES				\$750	\$750
EXHIBIT MAINT./REPAIR				\$1,000	\$1,000
EXHIBIT CONSTRUCTION				\$1,000	\$1,000
COST OF GOODS SOLD					\$0
FREIGHT IN-INVENTORY					\$0
MUSEUM WHARF OPERATIONS					\$0
MUSEUM WHARF MORTGAGE					\$0
PROJECT PERSONNEL					\$0
OTHER EXPENSES					\$0
TOTAL EXPENSES:	\$44,702	\$500	\$2,500	\$6,076	\$53,778
NET:	-\$43,202	-\$500	\$23,915	-\$6,076	-\$25,863

THE COMPUTER MUSEUM  
FY1990 BUDGET

FUNCTIONS & STORE	FUNCT-	STORE	CATALOG	TOTAL
	IONS	SALES	MAIL ORDER	
	280	410	420	
<b>INCOME:</b>				
CORPORATE RESTRICTED				\$0
GOVERNMENT RESTRICTED				\$0
FOUNDATION RESTRICTED				\$0
INDIVIDUAL RESTRICTED				\$0
CORPORATE UNRESTRICTED				\$0
GOVERNMENT UNRESTRICTED				\$0
FOUNDATION UNRESTRICTED				\$0
INDIVIDUAL UNRESTRICTED				\$0
POSTER SALES				\$0
INDIVIDUAL MEMBERSHIPS				\$0
CORPORATE MEMBERSHIPS	\$23,000			\$23,000
LIBRARY MEMBERSHIPS				\$0
MATCHING MEMBERSHIPS				\$0
ADMISSIONS				\$0
FUNCTIONS INCOME	\$92,340			\$92,340
CATERERS INCOME	\$8,660			\$8,660
PHOTO RENTAL				\$0
VIDEO RENTAL				\$0
PROGRAM INCOME				\$0
RESEARCH FEES				\$0
OTHER RENTAL INCOME				\$0
STORE SALES		\$143,956		\$143,956
MAIL ORDER SALES			\$17,050	\$17,050
SHIPPING REIMBURSEMENTS			\$2,217	\$2,217
INTEREST INCOME				\$0
MISCELLANEOUS INCOME				\$0
<b>TOTAL INCOME:</b>	<b>\$124,000</b>	<b>\$143,956</b>	<b>\$19,267</b>	<b>\$287,223</b>
<b>F.T.E.S</b>				
	1	3		4
SALARIES/WAGES	\$39,992	\$54,052		\$94,044
FICA-EMPLOYER	\$3,001	\$4,061		\$7,062
UNEMPLOYMENT INSURANCE	\$161	\$576		\$737
CONTRACT PERSONNEL	\$14,000			\$14,000
TEMPORARIES				\$0
HEALTH INSURANCE	\$1,557	\$3,126		\$4,683
DENTAL INSURANCE	\$94	\$188		\$282
LIFE INSURANCE	\$108	\$216		\$324
WORKERS COMP.	\$320	\$431		\$751
SEMINARS/CONTINUING ED	\$1,060	\$175		\$1,235
OTHER FRINGE BENEFITS				\$0
TELEPHONE	\$1,200	\$1,000		\$2,200
OFFICE SUPPLIES	\$800	\$1,000		\$1,800
PHOTOCOPIING				\$0
POSTAGE & MAILING	\$900	\$250	\$1,175	\$2,325
OFFICE SERVICES	\$500	\$500		\$1,000
OFFICE EQUIP. MAINT/REPAIR	\$700	\$700		\$1,400
INSURANCE				\$0
FEES/COMMISSION		\$2,877		\$2,877
LEGAL/ACCOUNTING				\$0
SHIPPING/DELIVERY	\$250		\$1,594	\$1,844
COMPUTER RESOURCE SERVICE	\$1,835	\$1,835		\$3,670
MAILING SERVICES	\$450		\$400	\$850
SUBSCRIPTIONS/DUES	\$400	\$260		\$660
EQUIPMENT RENTAL				\$0
GENERAL & ADMINISTRATIVE				\$0
GRAPHIC DESIGN/TYPESET	\$250		\$1,000	\$1,250
PRINTING	\$650		\$3,800	\$4,450
MEALS/FOOD				\$0
TRAVEL EXPENSES		\$250		\$250
PHOTO DEVELOPMENT			\$500	\$500
VIDEO DEVELOPMENT				\$0
ADVERTISING				\$0
EXHIBIT DESIGN/PLANNING				\$0
EXHIBITS SUPPLIES	\$200			\$200
EXHIBIT MAINT./REPAIR	\$300			\$300
EXHIBIT CONSTRUCTION	\$1,300			\$1,300
COST OF GOODS SOLD		\$69,096	\$8,184	\$77,280
FREIGHT IN-INVENTORY		\$2,160		\$2,160
MUSEUM WHARE OPERATIONS				\$0
MUSEUM WHARE MORTGAGE				\$0
PROJECT PERSONNEL				\$0
OTHER EXPENSES		\$1,000		\$1,000
<b>TOTAL EXPENSES:</b>	<b>\$70,028</b>	<b>\$143,753</b>	<b>\$16,653</b>	<b>\$230,434</b>
<b>NET:</b>	<b>\$53,972</b>	<b>\$203</b>	<b>\$2,614</b>	<b>\$56,789</b>

THE COMPUTER MUSEUM  
FY1990 BUDGET

CAPITAL	CAPITAL DEVELOP. 610	EXHIBIT PLAN 620	EXHIBIT ENHANCE 630	BUILD- ING 640	WALK- THROUGH 675	MILE- STONES 690	TOTAL
<b>INCOME:</b>							
CORPORATE RESTRICTED					\$200,000	\$145,000	\$345,000
GOVERNMENT RESTRICTED							\$0
FOUNDATION RESTRICTED							\$0
INDIVIDUAL RESTRICTED					\$250,000	\$105,000	\$355,000
CORPORATE UNRESTRICTED	\$200,000						\$200,000
GOVERNMENT UNRESTRICTED							\$0
FOUNDATION UNRESTRICTED							\$0
INDIVIDUAL UNRESTRICTED	\$200,000						\$200,000
POSTER SALES							\$0
INDIVIDUAL MEMBERSHIPS							\$0
CORPORATE MEMBERSHIPS							\$0
LIBRARY MEMBERSHIPS							\$0
MATCHING MEMBERSHIPS							\$0
ADMISSIONS							\$0
FUNCTIONS INCOME							\$0
CATERERS INCOME							\$0
PHOTO RENTAL							\$0
VIDEO RENTAL							\$0
PROGRAM INCOME							\$0
RESEARCH FEES							\$0
OTHER RENTAL INCOME							\$0
STORE SALES							\$0
MAIL ORDER SALES							\$0
SHIPPING REIMBURSEMENTS							\$0
INTEREST INCOME							\$0
MISCELLANEOUS INCOME							\$0
<b>TOTAL INCOME:</b>	<b>\$400,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$450,000</b>	<b>\$250,000</b>	<b>\$1,100,000</b>
<b>F.T.E.S</b>							
SALARIES/WAGES	1.8	1.875	1.35		1	1	6.35
FICA-EMPLOYER	\$57,697	\$116,337	\$50,050		\$30,000	\$27,948	\$282,032
UNEMPLOYMENT INSURANCE	\$3,758	\$6,985	\$3,118		\$2,256	\$2,100	\$18,217
CONTRACT PERSONNEL	\$201	\$322	\$217		\$161	\$161	\$1,062
TEMPORARIES	\$15,000		\$7,500				\$22,500
HEALTH INSURANCE	\$1,557	\$12,544	\$1,557		\$1,557	\$1,557	\$18,772
DENTAL INSURANCE	\$94	\$596	\$94		\$94	\$94	\$972
LIFE INSURANCE	\$360	\$720	\$120		\$120	\$108	\$1,428
WORKERS COMP.	\$480	\$951	\$385		\$240	\$224	\$2,280
SEMINARS/CONTINUING ED							\$0
OTHER FRINGE BENEFITS							\$0
TELEPHONE	\$2,000	\$2,000	\$1,000			\$1,000	\$6,000
OFFICE SUPPLIES	\$800	\$1,000					\$1,800
PHOTOCOPYING	\$500						\$500
POSTAGE & MAILING	\$500						\$500
OFFICE SERVICES							\$0
OFFICE EQUIP. MAINT/REPAIR							\$0
INSURANCE							\$0
FEES/COMMISSION	\$1,500					\$1,000	\$2,500
LEGAL/ACCOUNTING							\$0
SHIPPING/DELIVERY	\$500		\$3,000		\$1,000	\$2,000	\$6,500
COMPUTER RESOURCE SERVICE	\$1,835	\$1,835					\$3,670
MAILING SERVICES							\$0
SUBSCRIPTIONS/DUES	\$250						\$250
EQUIPMENT RENTAL							\$0
GENERAL & ADMINISTRATIVE		\$65,220					\$65,220
GRAPHIC DESIGN/TYPESSET	\$5,000		\$5,000		\$28,000	\$5,000	\$43,000
PRINTING	\$5,000						\$5,000
MEALS/FOOD	\$5,000	\$2,000	\$1,000		\$1,800	\$280	\$10,080
TRAVEL EXPENSES	\$2,500	\$3,000	\$1,000		\$1,800	\$1,750	\$10,050
PHOTO DEVELOPMENT		\$2,000	\$2,000		\$18,167		\$22,167
VIDEO DEVELOPMENT		\$3,000	\$3,000		\$20,500	\$27,000	\$53,500
ADVERTISING	\$500						\$500
EXHIBIT DESIGN/PLANNING		\$5,000			\$5,000	\$5,500	\$15,500
EXHIBITS SUPPLIES			\$1,000		\$1,000		\$2,000
EXHIBIT MAINT./REPAIR							\$0
EXHIBIT CONSTRUCTION			\$4,000		\$213,000		\$217,000
COST OF GOODS SOLD							\$0
FREIGHT IN-INVENTORY							\$0
MUSEUM WHARF OPERATIONS							\$0
MUSEUM WHARF MORTGAGE				\$154,177			\$154,177
PROJECT PERSONNEL						\$30,000	\$30,000
OTHER EXPENSES			\$5,500		\$49,000	\$1,500	\$56,000
<b>TOTAL EXPENSES:</b>	<b>\$105,032</b>	<b>\$223,510</b>	<b>\$89,541</b>	<b>\$154,177</b>	<b>\$373,695</b>	<b>\$107,222</b>	<b>\$1,053,177</b>
<b>NET:</b>							
	\$294,968	-\$223,510	-\$89,541	-\$154,177	\$76,305	\$142,778	\$46,823

THE COMPUTER MUSEUM  
FY1990 BUDGET

DEVELOPMENT & MEMBERSHIPS	GENERAL DEVEL.	BREAKFAST SEMINARS	ANNUAL FUND	COMPUTER BOWL	CORP. MEMB.	INDIV. MEMB.	TOTAL
	710	720	730	750	810	820	
INCOME:							
CORPORATE RESTRICTED		\$18,750		\$227,000			\$245,750
GOVERNMENT RESTRICTED							\$0
FOUNDATION RESTRICTED							\$0
INDIVIDUAL RESTRICTED				\$95,000			\$95,000
CORPORATE UNRESTRICTED	\$50,000						\$50,000
GOVERNMENT UNRESTRICTED	\$75,000						\$75,000
FOUNDATION UNRESTRICTED	\$50,000						\$50,000
INDIVIDUAL UNRESTRICTED			\$100,000				\$100,000
POSTER SALES							\$0
INDIVIDUAL MEMBERSHIPS						\$59,500	\$59,500
CORPORATE MEMBERSHIPS					\$188,150		\$188,150
LIBRARY MEMBERSHIPS						\$16,000	\$16,000
MATCHING MEMBERSHIPS						\$6,000	\$6,000
ADMISSIONS							\$0
FUNCTIONS INCOME							\$0
CATERERS INCOME							\$0
PHOTO RENTAL							\$0
VIDEO RENTAL							\$0
PROGRAM INCOME							\$0
RESEARCH FEES							\$0
OTHER RENTAL INCOME							\$0
STOKE SALES							\$0
MAIL ORDER SALES							\$0
SHIPPING REIMBURSEMENTS							\$0
INTEREST INCOME							\$0
MISCELLANEOUS INCOME							\$0
<b>TOTAL INCOME:</b>	<b>\$175,000</b>	<b>\$18,750</b>	<b>\$100,000</b>	<b>\$322,000</b>	<b>\$188,150</b>	<b>\$81,500</b>	<b>\$885,400</b>
F.T.E.S			.25		.50	.75	1.5
SALARIES/WAGES			\$4,475		\$14,496	\$13,416	\$32,387
FICA-EMPLOYER			\$333		\$1,092	\$1,005	\$2,430
UNEMPLOYMENT INSURANCE			\$40		\$81	\$145	\$266
CONTRACT PERSONNEL				\$20,000			\$20,000
TEMPORARIES							\$0
HEALTH INSURANCE					\$1,557	\$1,557	\$3,114
DENTAL INSURANCE					\$94	\$94	\$188
LIFE INSURANCE					\$120	\$84	\$204
WORKERS COMP.			\$36		\$114	\$106	\$256
SEMINARS/CONTINUING ED						\$240	\$240
OTHER FRINGE BENEFITS							\$0
TELEPHONE	\$1,000		\$2,500	\$1,000	\$1,000	\$1,000	\$6,500
OFFICE SUPPLIES	\$500	\$800	\$800	\$500	\$1,000	\$1,000	\$4,600
PHOTOCOPIING	\$300	\$1,500	\$1,500	\$1,000	\$600	\$504	\$5,404
POSTAGE & MAILING	\$60	\$3,000	\$3,500	\$2,500	\$1,200	\$1,980	\$12,240
OFFICE SERVICES					\$500	\$500	\$1,000
OFFICE EQUIP. MAINT/REPAIR					\$700	\$700	\$1,400
INSURANCE							\$0
FEES/COMMISSION				\$500			\$500
LEGAL/ACCOUNTING				\$500			\$500
SHIPPING/DELIVERY			\$600	\$750		\$120	\$1,470
COMPUTER RESOURCE SERVICE	\$1,835				\$1,835	\$1,835	\$5,505
MAILING SERVICES			\$750	\$500		\$9,300	\$10,550
SUBSCRIPTIONS/DUES						\$125	\$125
EQUIPMENT RENTAL				\$1,500			\$1,500
GENERAL & ADMINISTRATIVE							\$0
GRAPHIC DESIGN/TYPESET		\$500		\$5,000	\$500		\$6,000
PRINTING		\$500		\$5,000	\$500	\$1,000	\$7,000
MEALS/FOOD	\$1,200	\$13,000		\$25,000	\$600	\$500	\$40,300
TRAVEL EXPENSES	\$1,200			\$2,500	\$500	\$100	\$4,300
PHOTO DEVELOPMENT				\$500			\$500
VIDEO DEVELOPMENT							\$0
ADVERTISING				\$5,000			\$5,000
EXHIBIT DESIGN/PLANNING							\$0
EXHIBITS SUPPLIES							\$0
EXHIBIT MAINT./REPAIR							\$0
EXHIBIT CONSTRUCTION							\$0
COST OF GOODS SOLD							\$0
FREIGHT IN-INVENTORY							\$0
MUSEUM WHARF OPERATIONS							\$0
MUSEUM WHARF MORTGAGE							\$0
PROJECT PERSONNEL							\$0
OTHER EXPENSES		\$500		\$15,000	\$2,000		\$17,500
<b>TOTAL EXPENSES:</b>	<b>\$6,095</b>	<b>\$19,800</b>	<b>\$14,534</b>	<b>\$86,750</b>	<b>\$28,489</b>	<b>\$35,311</b>	<b>\$190,979</b>
<b>NET:</b>	<b>\$168,905</b>	<b>-\$1,050</b>	<b>\$85,466</b>	<b>\$235,250</b>	<b>\$159,661</b>	<b>\$46,189</b>	<b>\$694,421</b>



THE COMPUTER MUSEUM  
FY1990 BUDGET

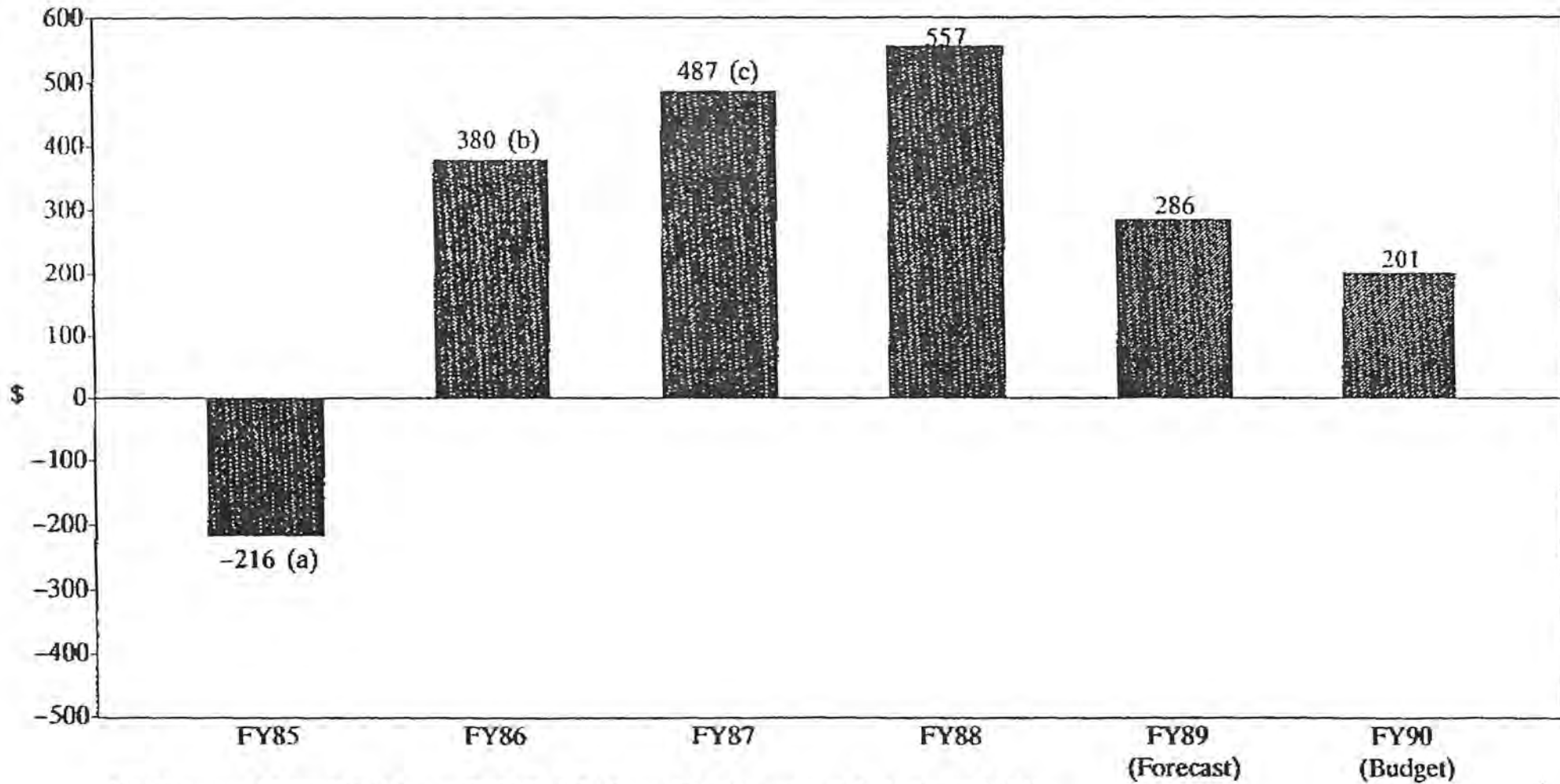
ADMINISTRATION	GENERAL ADMIN. 910	BOARD 920	EXEC OFFICE 930	OPERAT- IONS 940	TOTAL
INCOME:					
CORPORATE RESTRICTED					\$0
GOVERNMENT RESTRICTED					\$0
FOUNDATION RESTRICTED					\$0
INDIVIDUAL RESTRICTED					\$0
CORPORATE UNRESTRICTED					\$0
GOVERNMENT UNRESTRICTED					\$0
FOUNDATION UNRESTRICTED					\$0
INDIVIDUAL UNRESTRICTED					\$0
POSTER SALES					\$0
INDIVIDUAL MEMBERSHIPS					\$0
CORPORATE MEMBERSHIPS					\$0
LIBRARY MEMBERSHIPS					\$0
MATCHING MEMBERSHIPS					\$0
ADMISSIONS					\$0
FUNCTIONS INCOME					\$0
CATERERS INCOME					\$0
PHOTO RENTAL					\$0
VIDEO RENTAL					\$0
PROGRAM INCOME					\$0
RESEARCH FEES					\$0
OTHER RENTAL INCOME	\$15,000				\$15,000
STORE SALES					\$0
MAIL ORDER SALES					\$0
SHIPPING REIMBURSEMENTS					\$0
INTEREST INCOME	\$9,000				\$9,000
MISCELLANEOUS INCOME					\$0
<b>TOTAL INCOME:</b>	<b>\$24,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$24,000</b>
F.T.E.S					
	3		4.25	9	16.25
SALARIES/WAGES	\$59,374		\$244,567	\$134,711	\$438,652
FICA-EMPLOYER	\$4,460		\$14,521	\$10,115	\$29,096
UNEMPLOYMENT INSURANCE	\$483		\$805	\$1,260	\$2,548
CONTRACT PERSONNEL	\$10,008				\$10,008
TEMPORARIES	\$4,152				\$4,152
HEALTH INSURANCE	\$5,612		\$11,879	\$11,506	\$28,997
DENTAL INSURANCE	\$282		\$580	\$862	\$1,724
LIFE INSURANCE	\$360		\$1,272	\$648	\$2,280
WORKERS COMP.	\$461		\$1,999	\$1,078	\$3,538
SEMINARS/CONTINUING ED	\$2,000		\$1,000	\$300	\$3,300
OTHER FRINGE BENEFITS	\$2,000				\$2,000
TELEPHONE	\$2,100	\$500	\$2,000	\$1,000	\$5,600
OFFICE SUPPLIES	\$2,000		\$1,000	\$1,000	\$4,000
PHOTOCOPIING	\$100	\$200			\$300
POSTAGE & MAILING	\$1,500	\$300	\$300	\$200	\$2,300
OFFICE SERVICES	\$500		\$500	\$500	\$1,500
OFFICE EQUIP. MAINT./REPAIR	\$700		\$700	\$700	\$2,100
INSURANCE	\$19,625	\$10,200			\$29,825
FEES/COMMISSION	\$5,000		\$15,000		\$20,000
LEGAL/ACCOUNTING	\$15,500	\$7,500			\$23,000
SHIPPING/DELIVERY	\$300	\$100	\$200	\$100	\$700
COMPUTER RESOURCE SERVICE	\$1,840		\$1,835	\$1,835	\$5,510
MAILING SERVICES					\$0
SUBSCRIPTIONS/DUES	\$3,000				\$3,000
EQUIPMENT RENTAL	\$1,000				\$1,000
GENERAL & ADMINISTRATIVE	-\$28,922		-\$36,298		-\$65,220
GRAPHIC DESIGN/TYPESET					\$0
PRINTING					\$0
MEALS/FOOD	\$100	\$3,000	\$100		\$3,200
TRAVEL EXPENSES	\$100	\$300	\$500	\$100	\$1,000
PHOTO DEVELOPMENT					\$0
VIDEO DEVELOPMENT					\$0
ADVERTISING	\$3,000				\$3,000
EXHIBIT DESIGN/PLANNING					\$0
EXHIBITS SUPPLIES					\$0
EXHIBIT MAINT./REPAIR					\$0
EXHIBIT CONSTRUCTION					\$0
COST OF GOODS SOLD					\$0
FREIGHT IN-INVENTORY					\$0
MUSEUM WHARE OPERATIONS	\$261,800				\$261,800
MUSEUM WHARE MORTGAGE					\$0
PROJECT PERSONNEL					\$0
OTHER EXPENSES	\$7,000		\$1,000	\$200	\$8,200
<b>TOTAL EXPENSES:</b>	<b>\$385,435</b>	<b>\$22,100</b>	<b>\$263,460</b>	<b>\$166,115</b>	<b>\$837,110</b>
<b>NET:</b>	<b>-\$361,435</b>	<b>-\$22,100</b>	<b>-\$263,460</b>	<b>-\$166,115</b>	<b>-\$813,110</b>

THE COMPUTER MUSEUM  
FY1990 BUDGET

	OPERATING	CAPITAL	TOTAL
INCOME:			
CORPORATE RESTRICTED	\$272,513	\$345,000	\$617,513
GOVERNMENT RESTRICTED	\$32,957		\$32,957
FOUNDATION RESTRICTED			\$0
INDIVIDUAL RESTRICTED	\$95,000	\$355,000	\$450,000
CORPORATE UNRESTRICTED	\$50,000	\$200,000	\$250,000
GOVERNMENT UNRESTRICTED	\$75,000		\$75,000
FOUNDATION UNRESTRICTED	\$50,000		\$50,000
INDIVIDUAL UNRESTRICTED	\$100,000	\$200,000	\$300,000
POSTER SALES	\$4,000		\$4,000
INDIVIDUAL MEMBERSHIPS	\$59,500		\$59,500
CORPORATE MEMBERSHIPS	\$211,150		\$211,150
LIBRARY MEMBERSHIPS	\$16,000		\$16,000
MATCHING MEMBERSHIPS	\$6,000		\$6,000
ADMISSIONS	\$246,734		\$246,734
FUNCTIONS INCOME	\$92,340		\$92,340
CATERERS INCOME	\$8,660		\$8,660
PHOTO RENTAL	\$4,000		\$4,000
VIDEO RENTAL	\$1,000		\$1,000
PROGRAM INCOME	\$3,000		\$3,000
RESEARCH FEES	\$1,800		\$1,800
OTHER RENTAL INCOME	\$15,000		\$15,000
STORE SALES	\$143,956		\$143,956
MAIL ORDER SALES	\$17,050		\$17,050
SHIPPING REIMBURSEMENTS	\$2,217		\$2,217
INTEREST INCOME	\$9,000		\$9,000
MISCELLANEOUS INCOME	\$1,500		\$1,500
TOTAL INCOME:	\$1,518,377	\$1,100,000	\$2,618,377
F.T.E.S			
	29	6	35
SALARIES/WAGES	\$737,652	\$282,032	\$1,019,684
FICA-EMPLOYER	\$50,970	\$18,217	\$69,187
UNEMPLOYMENT INSURANCE	\$4,692	\$1,062	\$5,754
CONTRACT PERSONNEL	\$50,498	\$22,500	\$72,998
TEMPORARIES	\$4,152		\$4,152
HEALTH INSURANCE	\$46,148	\$18,772	\$64,920
DENTAL INSURANCE	\$2,758	\$972	\$3,730
LIFE INSURANCE	\$3,648	\$1,428	\$5,076
WORKERS COMP.	\$5,924	\$2,280	\$8,204
SEMINARS/CONTINUING ED	\$5,875		\$5,875
OTHER FRINGE BENEFITS	\$2,000		\$2,000
TELEPHONE	\$22,500	\$6,000	\$28,500
OFFICE SUPPLIES	\$15,400	\$1,800	\$17,200
PHOTOCOPYING	\$6,404	\$500	\$6,904
POSTAGE & MAILING	\$24,531	\$500	\$25,031
OFFICE SERVICES	\$5,000		\$5,000
OFFICE EQUIP. MAINT./REPAIR	\$7,000		\$7,000
INSURANCE	\$29,825		\$29,825
FEES/COMMISSION	\$23,377	\$2,500	\$25,877
LEGAL/ACCOUNTING	\$23,500		\$23,500
SHIPPING/DELIVERY	\$16,114	\$6,500	\$22,614
COMPUTER RESOURCE SERVICE	\$22,025	\$3,670	\$25,695
MAILING SERVICES	\$16,020		\$16,020
SUBSCRIPTIONS/DUES	\$8,235	\$250	\$8,485
EQUIPMENT RENTAL	\$2,500		\$2,500
GENERAL & ADMINISTRATIVE	-\$65,220	\$65,220	\$0
GRAPHIC DESIGN/TYPESET	\$17,450	\$43,000	\$60,450
PRINTING	\$29,100	\$5,000	\$34,100
MEALS/FOOD	\$45,050	\$10,080	\$55,130
TRAVEL EXPENSES	\$6,950	\$10,050	\$17,000
PHOTO DEVELOPMENT	\$5,400	\$22,167	\$27,567
VIDEO DEVELOPMENT	\$600	\$53,500	\$54,100
ADVERTISING	\$68,000	\$500	\$68,500
EXHIBIT DESIGN/PLANNING	\$1,000	\$15,500	\$16,500
EXHIBITS SUPPLIES	\$11,710	\$2,000	\$13,710
EXHIBIT MAINT./REPAIR	\$6,700		\$6,700
EXHIBIT CONSTRUCTION	\$2,300	\$217,000	\$219,300
COST OF GOODS SOLD	\$77,280		\$77,280
FREIGHT IN-INVENTORY	\$2,160		\$2,160
MUSEUM WHARE OPERATIONS	\$261,800		\$261,800
MUSEUM WHARE MORTGAGE		\$154,177	\$154,177
PROJECT PERSONNEL	\$12,406	\$30,000	\$42,406
OTHER EXPENSES	\$30,750	\$56,000	\$86,750
TOTAL EXPENSES:	\$1,650,184	\$1,053,177	\$2,703,361
NET:			
	-\$131,807	\$46,823	-\$84,984

THE COMPUTER MUSEUM  
YEAR END CASH BALANCE

FY85 - FY90  
(\$ - Thousands)



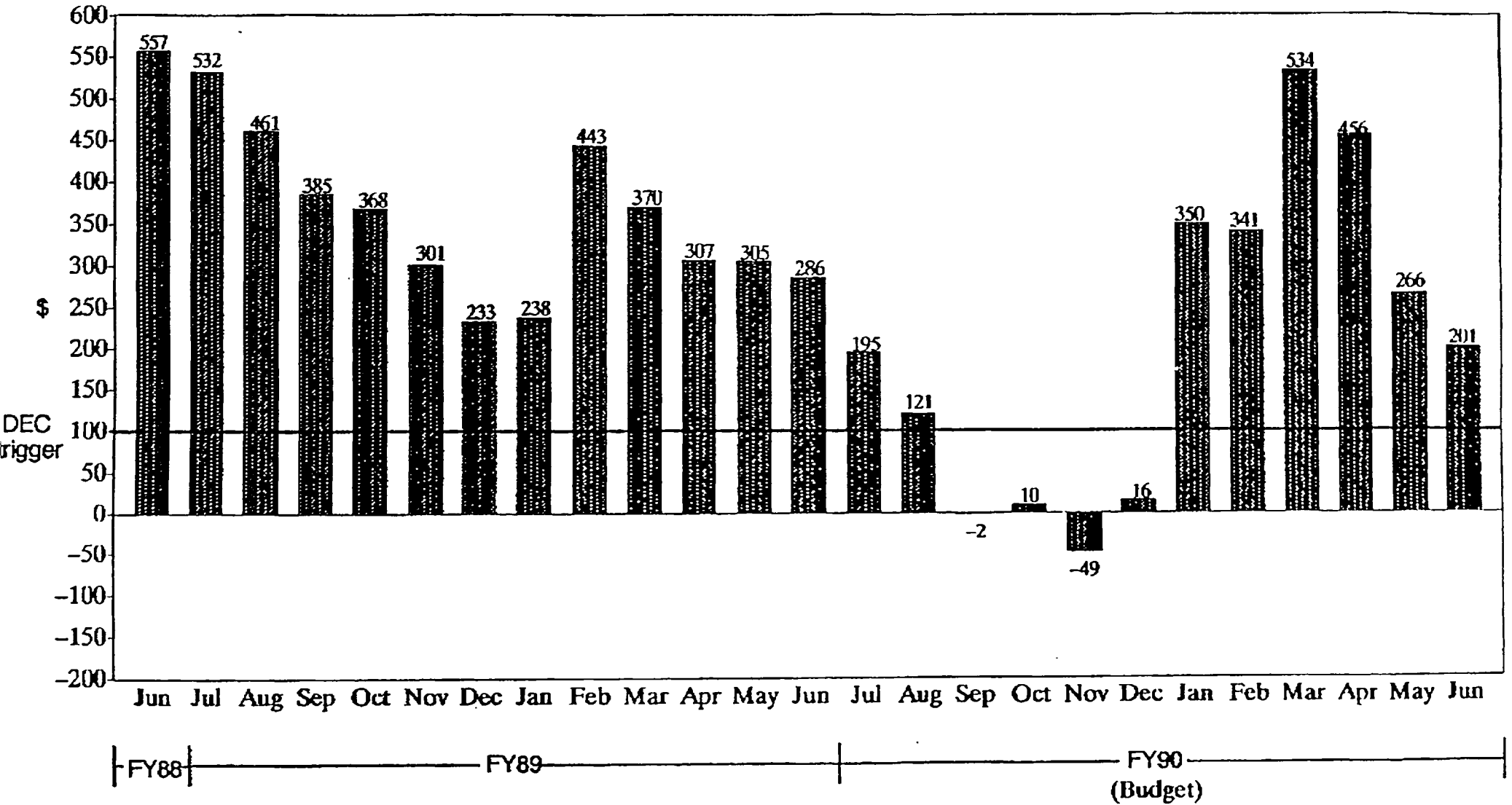
(a) Borrowed \$285K to finance \$216K deficit resulting in net cash balance of \$69K.

(b) Repaid \$200K of borrowings resulting in net cash balance of \$180K.

(c) Repaid remaining \$85K of borrowings resulting in net cash balance of \$402K.

THE COMPUTER MUSEUM  
MONTH END CASH BALANCE

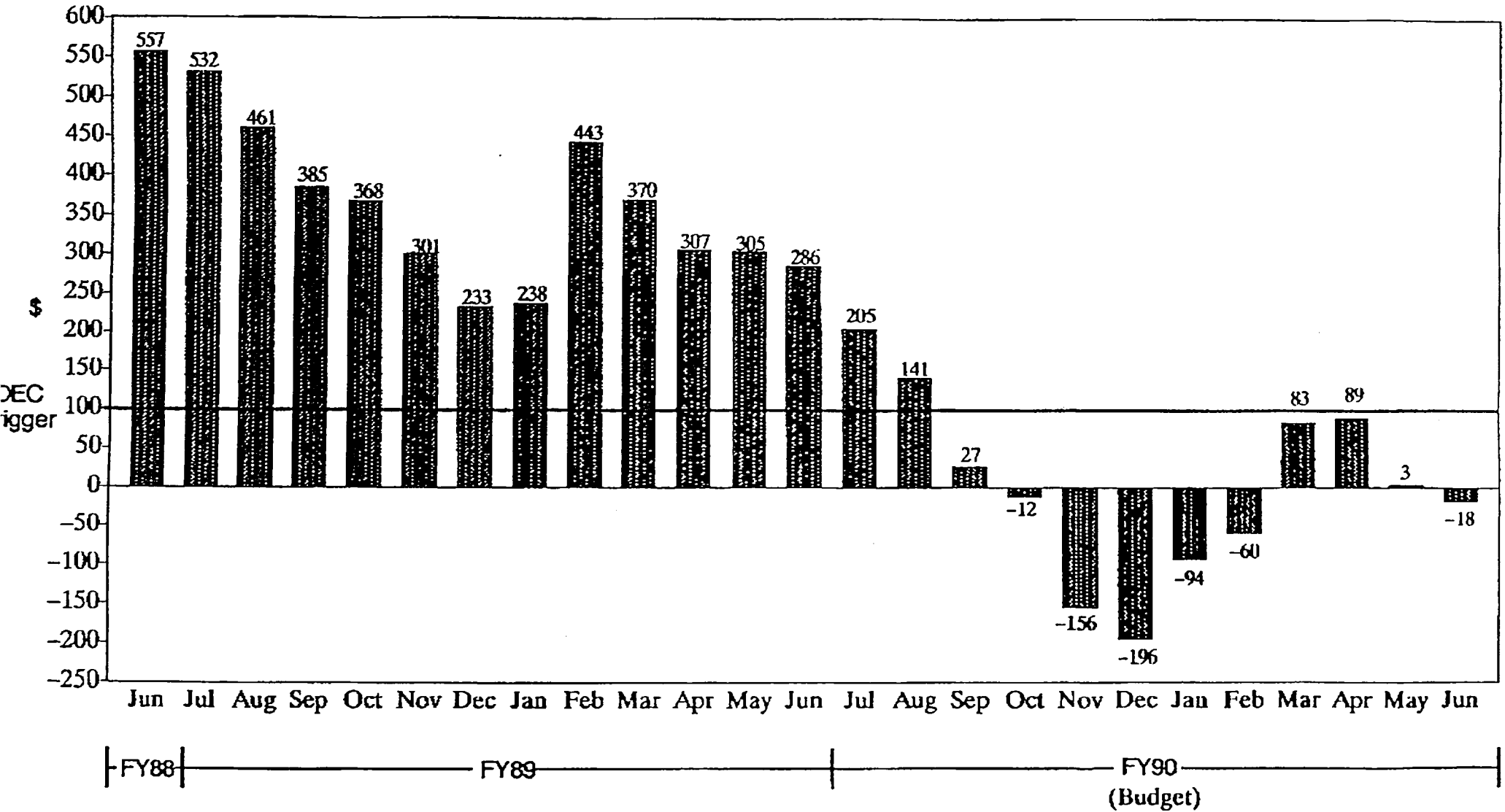
FY89 - FY90  
(\$ - Thousands)



NOTE: FY90 Figures Include Exhibit Funding and Expenses Related to Such Exhibit Funding.

THE COMPUTER MUSEUM  
MONTH END CASH BALANCE

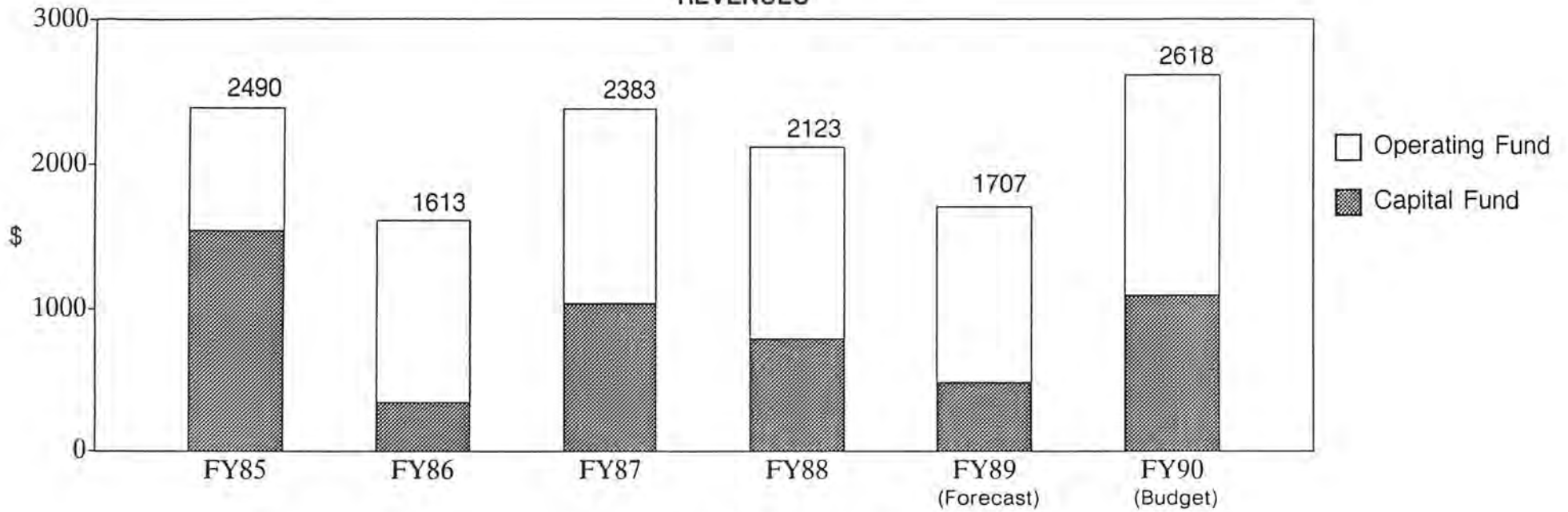
FY89 - FY90  
(\$ - Thousands)



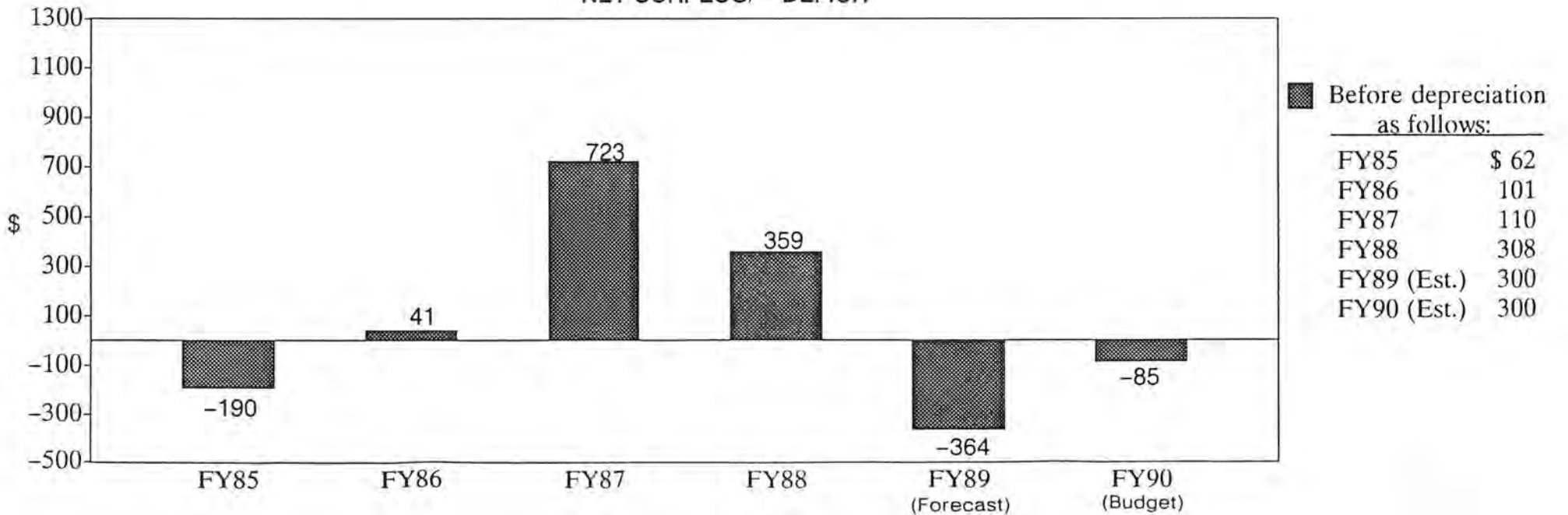
NOTE: FY90 Figures Exclude Exhibit Funding and Expenses Related to Such Exhibit Funding.

THE COMPUTER MUSEUM  
(\$ - Thousands)

REVENUES



NET SURPLUS/ - DEFICIT



FY90 BUDGET/FINANCIALS

	A	B	C	D	E	F	G	H
1	<b>THE COMPUTER MUSEUM FINANCIAL COMPARISONS (\$- THOUSANDS)</b>							
2								
3			FY89	FY89	FY89	FY89	FY90	FY90
4			YTD (11 mos.)	Forecast	Budget	DEC Proposal	Budget	DEC Proposal
5	<b>OPERATING</b>							
6	Revenues		1021	1221	1103	1038	1518	1209
7	Expenses		1342	1496	1433	1333	1650	1399
8								
9	Net Surplus/Deficit		-321	-275	-330	-295	-132	-190
10								
11	<b>CAPITAL</b>							
12	Revenues		442	486	1169	769	1100	781
13	Expenses		466	575	810	444	1053	453
14								
15	Net Surplus/Deficit		-24	-89	359	325	47	328
16								
17	<b>TOTAL MUSEUM</b>							
18	Revenues		1463	1707	2272	1807	2618	1990
19	Expenses		1808	2071	2433	1777	2703	1852
20								
21	Net Surplus/Deficit		-345	-364	-29	30	-85	138
22								
23								
24	Note- DEC figures exclude Interest Expense and Exhibit Funding/Expense							
25								
26	6-Jun-89							

FY90 BUDGET/FINANCIALS

	I	J	K	L	M
1					
2					
3			FY91	FY92	FY93
4			DEC Proposal	DEC Proposal	DEC Proposal
5	<b>OPERATING</b>				
6	Revenues		1369	1560	1726
7	Expenses		1477	1564	1656
8					
9	Net Surplus/Deficit		-108	-4	70
10					
11	<b>CAPITAL</b>				
12	Revenues		754	989	508
13	Expenses		463	473	484
14					
15	Net Surplus/Deficit		291	516	24
16					
17	<b>TOTAL MUSEUM</b>				
18	Revenues		2123	2549	2234
19	Expenses		1940	2037	2140
20					
21	Net Surplus/Deficit		183	512	94
22					
23					
24					



THE COMPUTER MUSEUM

ORIGINAL PROPOSED SLATE OF CANDIDATES FOR JUNE 1989  
ELECTION

<u>BOARD OF DIRECTORS</u>		<u>INITIAL CONTACT PERSON</u>	<u>STATUS</u>
Owen Brown	President Synthesis	Bell (or Johnson)	HOLD UNTIL 90
Bill Gates	Chairman Microsoft	Seligman	ASK IN 1990
Will Hearst	Editor-in-Chief & Publisher San Francisco Examiner	Bell	IN PROGRESS
Ned Johnson	Chairman Fidelity	Bodman	IN PROGRESS
Jack Lewis	Chairman Amdahl	Seligman	IN PROGRESS
Tony Pell	Principal Pell, Rudman & Co., Inc.	Hendrie	WILL JOIN
C.S. Skrzypczak <i>Cass Scripsak</i>	NYNEX	Spencer	WILL JOIN
Larry Tessler	Vice President Apple Computer	Bell	WILL JOIN

NEW NAME:

Richard Case	IBM'S DECISION	Hendrie	WILL JOIN
#1 G. Conradis or	IBM		
#2 J. Kuehler or			
#3 J. Cannavinno			
#1 Bob Kavner or	AT&T	Lucky	IN PROGRESS
#2 M. Tannenbaum			

Board of Trustees

ADDITIONAL CANDIDATES FOR JUNE ELECTION

Gordon Bell

VP, Ardent Computer  
Major contributor and fundraiser  
for The Museum.

Bob Shafto

President of Insurance and  
Financial Services, The New  
England. Has been instrumental in  
providing recent in-kind services  
to Museum and is very interested  
in working for The Museum.

*Laura Morse*

Larry Brewster

Directs sales and marketing at  
Aspen Technologies, formerly with  
Boston Consulting Group, graduate  
of Harvard Business School.  
Besides his interest in The  
Museum and his expertise, his  
addition will bring minority  
representation to the board.

Chris Wilson

President, CEO Eliot Bank,  
currently member of TCM Finance  
Committee. Chris has been  
instrumental in acquiring funding  
from Bank of America and Eliot  
Bank. Is interested in  
helping The Museum.

Dr. Seymour Papert

Lego Professor, MIT Media Lab.  
Is considered to be one of the  
nation's experts on computer  
aided education. Is interested  
in helping The Museum.

## FAX TRANSMISSION RECORD

Date:

5/31/89

To:

Gardner Hendrie

From:

Joe Cashen

The Computer Museum

Fax (617) 426-2943

Voice (617) 426-2800

Number of pages (including cover sheet) 22

810

## CORPORATE MEMBERSHIPS

## ASSUMPTIONS:

REVENUES -*present run rate*

Assumes a 70% renewal rate after subtracting all function members.

Assumes \$20,000 *based on sample (discussions with members) - "Daves" 50K* in members upgrades. Most members have never been approached to upgrade memberships. Every renewal will request consideration of next membership level.

Assumes \$60,000 in new memberships. Using breakfast seminars as a cultivation event and an expanded corporate/breakfast seminar committee and the board to assist in recruitment, the membership drive will have a goal of recruiting 6-10 new members per month.

*125 letters going out*EXPENSES -

Only significant change is for brochure design and printing.

*188K or 211K? D = functions men.  
did 171K in FY88*

720 BREAKFAST SEMINAR SERIES

ASSUMPTIONS:

*where is rev. included;*

REVENUES -

Assumes the renewal of present 10 sponsors and the addition of 5 new sponsors paying \$1250 each for sponsorship. Advance payment will be required in the fall.

EXPENSES -

Modest increase to support two major promotional mailings.

*18,750 incl. in Oper.  
Corp Restricted  
why?*

710

GENERAL DEVELOPMENT

ASSUMPTIONS:

*Corp. West.*

REVENUES -

Assumes 10-15 operating grants from each of three sources corporate, foundation, and government of between \$3,000 - \$10,000.

*Lotus, Intel, IBM*

<i>Corp.</i>	<i>50 K</i>
<i>Found.</i>	<i>50 K</i>
<i>Indiv.</i>	<i>10 K</i>
	<hr/>
	<i>110 K</i>

730 ANNUAL FUND

REVENUES:

3230 Individual Contributions - Unrestricted

ANNUAL \$100,000

JUL	1,000
AUG	1,500
SEPT	1,000
OCT	2,500
NOV	27,000
DEC	22,500
JAN	5,000
FEB	3,000
MAR	1,500
APR	5,000
MAY	15,000
JUN	15,000

TOTAL: \$100,000

*Jan 20 draft  
30. page list  
Guidelines*

*50K - Board & Trustees  
50K Indiv.*

*m' 89  
budget 35K  
@ 3/89 27.5K*

## 730 ANNUAL FUND

## EXPENSES:

Telephone	\$2,500			
Office Supplies	1,000			
Photocopying	1,500			
Postage/Mailing	3,500			
Shipping/Delivery	0	??	Who has payed cost of premium	mailings
Mailing Services	750			
Admin Exp.	4,400			

TOTAL EXP:	\$13,650			
------------	----------	--	--	--

	Phone	Office Sup	Photo Cop	Post.Mail	Mail Serv
--	-------	------------	-----------	-----------	-----------

Jul  
 Aug  
 Sept  
 Oct  
 Nov  
 Dec  
 Jan  
 Feb  
 Mar  
 Apr  
 May  
 Jun



730

ANNUAL FUND

## ASSUMPTIONS:

EXPENSES -

Assumes new cost of two phonathons in Nov and  
May which adds telephone and mailing cost to budget.

**730 ANNUAL FUND****ASSUMPTIONS:****REVENUES -**

Assumes 100% participation of the board totaling \$50,000 and an additional \$50,000 raised from other individuals.

## 610 CAPITAL DEVELOPMENT

## INCOME

CORP REST \$  
IND REST  
CORP UNREST  
IND UNREST

## TOTAL ANNUAL

Jul  
Aug  
Sept  
Oct  
Nov  
Dec  
Jan  
Feb  
Mar  
Apr  
May  
Jun

## 610 CAPITAL DEVELOPMENT

## EXPENSES:

## Personnel Exp (F&amp;A to insert)

Telephone	\$ 2,000
Office Supp	1,000
Photocopying	500
Postage & Mailing	1,000
Fees/Commissions	1,500
Shipping/Delivery	500
Comp Resources Serv	1,835
Subs/Dues	250
Graphic Des/Typeset	1,500
Printing	5,000
Meals/Food	5,000
Travel	3,000
TOTAL:	\$23,085

740            COMPUTER BOWL

INCOME:

CORP REST	\$
INDIV REST	\$

TOTAL:	\$
--------	----

## 740            COMPUTER    BOWL

## ASSUMPTIONS:

Major Underwriter:	\$ 25,000
2 indiv underwriters	\$ 22,500
10-15 official @ between \$9,000-\$10,000	\$142,000
20 Tables @ \$3,000	60,000
10 tables @ \$5,000	50,000
20 tickets @\$500	10,000
5 "cheerleaders" @ \$1,000	5,000
150 tickets @ \$50	7,500
 TOTAL INCOME:	 \$322,000

740

COMPUTER BOWL

Jul  
Aug  
Sept  
Oct  
Nov  
Dec  
Jan  
Feb  
Mar  
Apr  
May  
Jun

## 740            COMPUTER BOWL

Contract Personnel	\$ 20,000
Telephone	1,000
Office Supp	500
Photo Copy	1,000
Postage/Mailing	2,500
Fees/Commissions	500
Legal/Acct	500
Shipping/Del	750
Mail Services	500
Equipment Rental	1,500
Graphic/Typeset	5,000
Printing	5,000
Meals/Food	25,000
Travel	2,500
Photo Development	500
Advertising/Promo	5,000
Production	15,000

TOTAL:                            \$ 86,750



740

## COMPUTER BOWL

Jul	\$ 13,500
Aug	22,500
Sept	20,000
Oct	20,000
Nov	0
Dec	0
Jan	118,500
Feb	55,000
Mar	55,000
Apr	15,000
May	2,500
Jun	0

## 740            COMPUTER BOWL

## ASSUMPTIONS:

## EXPENSES:

Assumes roughly same costs for production, a slight increase for meals and food, similar costs for contract personnel that would include 3 day week manager on East Coast, short-term manager for West Coast, and some technical personnel. Travel costs to make West Coast arrangements and sponsor calls.

740

## COMPUTER BOWL

Contract Pers Phone Off Supp Photo

Jul  
Aug  
Sept  
Oct  
Nov  
Dec  
Jan  
Feb  
Mar  
Apr  
May  
Jun

Jul  
Aug  
Sept  
Oct  
Nov  
Dec  
Jan  
Feb  
Mar  
Apr  
May  
Jun

Jul  
Aug  
Sept  
Oct  
Nov  
Dec  
Jan  
Feb  
Mar  
Apr  
May  
Jun

610 CAPITAL DEVELOPMENT

FY 90 GOAL \$1.20 million (this may be adjusted downward to 50% of that figure after conferring with board and committee)

INCOME

<del>Corp Rest</del>	<del>\$250,000</del>
<del>Ind Rest</del>	<del>\$250,000</del>
Corp Unrest	\$350,000
Indiv Unrest	\$350,000

200K }  
 200K } *~100K in exist.  
 pledges and/or  
 receivables*

INCOME FLOW

Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun

Corp Rest

Ind Rest

Corp Unrest

Ind Unrest

## 610 CAPITAL DEVELOPMENT

## EXPENSES

Phone	\$ 2,000
Office Supp	800
Photocopying	500
Postage & Mailing	500
Office Services	0
Fees/Commissions	1,500
Consultants	15,000
Shipping/Delivery	500
Computer Resource Ser	1,835
Subscriptions	250
Graphic Design/Typeset	5,000
Printing	5,000
Meals/Food	5,000
Travel	2,500
Advertising	500
TOTAL	\$ 40,885



Jul  
Aug  
Sept  
Oct  
Nov  
Dec  
Jan  
Feb  
Mar  
Apr  
May  
Jun



THE COMPUTER MUSEUM

PROPOSED SLATE OF CANDIDATES FOR JUNE 1989 ELECTION

BOARD OF DIRECTORS

INITIAL CONTACT PERSON

STATUS

<u>BOARD OF DIRECTORS</u>		<u>INITIAL CONTACT PERSON</u>	<u>STATUS</u>
Owen Brown	President Synthesis	Bell (or Johnson)	HOLD
Bill Gates	Chairman Microsoft	Seligman	ASK IN 1990
Will Hearst	Editor-in-Chief & Publisher San Francisco Examiner	Bell <i>not asked</i>	IN PROGRESS
Ned Johnson	Chairman Fidelity	Bodman <i>not asked</i>	IN PROGRESS
Jack Lewis	Chairman Amdahl	Seligman <i>not asked</i>	IN PROGRESS
Tony Pell	Principal Pell, Rudman & Co., Inc.	Bell or Hendrie 439-6700	GH ? *
C.S. Skrzypczak	NYNEX <i>called 6/8 LM 12:42pm</i>	Spencer (or Seligman)	IN PROGRESS
Larry Tessler	Vice President Apple Computer	Bell	YES FOR 1 YR *

NEW NAME:

Richard Case	IBM	HENDRIE?	
#1 G. Conradis or #2 J. Kuehler or #3 J. Cannavinno	IBM	Seligman	
#1 Bob Kavner or #2 M. Tannenbaum	AT&T	Lucky (or Seligman)	IN PROGRESS

Board of Trustees

Ralph Gomery	Sloan Foundation (formerly IBM)	Letter from Hendrie to all	?
Gus Klein	Current Board Member		
Bob Lucky	Current Board Member		
Carver Mead	Current Board Member		
Pat Nelson	Chair, Computer Bowl		
Arno Penzias	Co-Chair, Search Committee AT&T		

RICHARD P. CASE

IBM Director of Systems Analysis

International Business Machines Corporation

Mr. Case received his B.S. in electrical engineering from Case Institute of Technology, Cleveland, Ohio (1956) and his M.S. in electrical engineering from Syracuse University, Syracuse, New York (1985).

He joined IBM in 1956 as a technical engineer and his responsibilities during his first six years included engineering design of computers and computing equipment, particularly the design of the IBM 1410 CPU and the IBM 7040-7044 processing systems.

In 1962, Mr. Case began working in systems programming, in which he advanced to assistant manager for OS/360 and Programming Center manager, Kingston, New York. In 1966, he became director of architecture for the Systems Development Division, which included responsibility for the development of systems architecture for the IBM System/370. From 1971 to 1975, Mr. Case was director of advanced systems, responsible for the architecture, hardware, and software design of a proposed new series of computer products.

In 1975, he became consultant to the director of research, IBM Thomas J. Watson Research Center, Yorktown Heights, New York. Then from 1977 to 1978, Mr. Case was group director of advanced systems development for the Data Processing Product Group staff. In December 1979, he became division director of technical operations for the System Products Division.

From 1981 to 1982, he was General Technology Division vice president of development operations, responsible for headquarters staff functions and system assurance. In 1983, Mr. Case was appointed product laboratory director in Endicott, responsible for intermediate processors, impact line printers, and the VM operating system. In November 1983, he was appointed Systems Technology Division vice president for development, responsible for the product laboratory, the packaging technology laboratory, and division staff functions.

In September 1984, Mr. Case became IBM director of technical personnel development. His responsibilities included management of the corporate technical institutes, publication of the IBM technical journals, dissemination of technical information, and administration of the corporate awards and technical recognition programs.

In December 1986, he was named IBM director of university relations and technical programs, responsible for corporate policies and programs for financial support to education and continued to have responsibility for IBM's technical journals and the corporate awards and technical recognition programs.

He was named to his current position in November 1987. His responsibilities include involvement in negotiation, and if necessary, litigation concerning intellectual, technical and trade secret property protection with private parties and government-regulatory bodies worldwide.

Mr. Case is a Fellow of the IEEE, a member of the ACM, an associate member of Sigma Xi, and a member of the honorary societies of Tau Kappa Alpha, Tau Beta Pi and Eta Kappa Nu. He is a member of the Industry Advisory Group of the National Society of Professional Engineers (NSPE). He is the IEEE representative on the Engineering Foundation Board of The United Engineering Trustees, Inc.

5/30/89

The Computer Museum - Financial Problem

**Problem:** The cash crunch we have looked at since Jan. still exists; the proposed FY'90 budget shows cash going negative this summer.

**Cause:** For the 22 mo. period ending with April 1989, our non-exhibit Capital revenues are 905K under plan (906K vs. 1811K); excluding Mitch's major gift, we've achieved 31% of goal (406K vs. 1311K); because of this, our cash has been eroded to fund operations.

**Issue:** What budget/plan do we present at 6/23 Board meeting?

**Context:** At 2/17/89 Board meeting, we had a short term financial plan and a longer term, general plan:

- Short term( to get to 6/30/89 in decent shape ) plan
  - Raise 500K in unrestricted funds
  - Each Board member who hadn't contributed this FY to do so by 6/30
  - Each Board member bring in 10K in Corporate members by 6/30
  - Projected result is 200K( 160K cash + 40K Corp.)
- Longer term general plan
  - Re-populate Board via new Nominating Comm.
  - Strengthen staff with new Dev. Director and new ( unannounced ) Exec. Director
  - Re-vitalize the Bells as fund raisers
  - Aggressively pursue IBM
- The short term 500K was intended to buy the time for longer term plan to take effect.

**Alternatives:**

- Continue to slug away on a month-month basis
- Go for a 250K bank line; will require guarantors
- Other?
- Cost cutting is not a viable solution; given our lean staff, we could only buy a month or two short of gutting the operation.

5/30/89

Fy 88	Annual Fund	26k	
	Capital Campaign	536k	(UNRESTRICTED)
	General Devel.	12k	
	Bowl	36k	
	Corporate MemB.	171k	
	Ind. MemB.	68k	

5/30/89

Revenue

			1	2	3	4	5	6	7	8	9	10	11	12	13
			Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
1															
2	1989	Capital Development 610	3.5	13.9	17	11	9.2	32.2	40.9	252	—	—	8*	12*	390
3	1990	" "	—	—	—	20	20	45	45	20	20	60	35	35	400
4															
5	1989	General Development 710	—	—	—	—	—	—	—	171	—	1	50*	50*	118.1
6	1990	" "	—	5	5	10	10	10	15	20	20	5	5	5	110
7															
8	1989	Annual Fund 730	3	2	15	1	7	12.8	8.8	3.2	1.6	11	—	15*	31.8
9	1990	" "	1	1.5	1	2.5	27	22.5	5	7	1.5	5	15	15	100
10															
11	1989	Corporate Bowl 750	18.8	22.4	30.2	40.4	6.9	15.9	8.7	.4	.1	—	23 <sup>Δ</sup>	—	166.8
12	1990	" "	13.5	22.5	20	20	—	—	110.5	55	55	17.5	—	—	322
13															
14	1989	Corporate (Membership) 800	4	2	24	14	13	9	3	13	9	24	17*	17*	149
15	1990	" "	15.7	15.7	15.7	15.7	15.7	15.7	15.7	15.7	15.7	15.7	15.7	15.7	188.1
16															
17	1989	Individual Membership 820	3	6	6	3	9	5	6	4	5	7	3*	3*	60
18	1990	" "	6.8	6.8	6.8	6.8	6.8	6.8	6.8	6.8	6.8	6.8	6.8	6.8	81.5
19															
20															
21															
22															
23															
24															
25															
26															
27															
28															
29															
30															
31															
32															
33															
34															
35															
36															
37															
38															
39															
40															

\* Projected  
 Δ Inv for 1990 Bowl

# The Computer Museum

300 Congress Street  
Boston, MA 02210

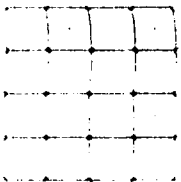
(617) 426-2800

5/23/89

## FY90 Budget Assumptions

### Operating Fund Revenues

- 1) Unrestricted Contributions- DEC- no contributions assumed in FY90, FY89 actual and budget- 0, FY88 actual- 160K).
- 2) Unrestricted Contributions- Total- FY90 budget- 217K, FY89 est. actual- 171.5K, FY89 budget- 83K, FY88 actual- 99K. FY90 budget includes General Development- 50K in corporate, 50K in foundation, 10K in government; Annual Fund- 100K in individual; Promotions- 4K in poster sales; Collection operations- 3K in individual). Note- Benefit (Computer Bowl income budgeted and posted as unrestricted in FY88- revenues received in FY89 and FY90 budgeted and posted as restricted for educational purposes (broad application).
- 3) Restricted Contributions- FY90 budget- 385K, FY89 est. actual- 256K, FY89 budget- 225K, FY88 actual- 90K. FY90 budget includes Computer Bowl- 322K (FY89 est. actual net 144K including 11K for FY90 Bowl, FY88 actual- 99K), Kits- 12K, IMS Conservation- 6K, Mass. Council Reduced Admissions- 26K, and Breakfast Seminars- 19K. FY89 est. actual includes Bowl- 144K, SITES- 30K, General Education- 1K, PCEC- 4K, Mass Council- 20K, IMS Conservation- 7K, and Siggraph- 40K. Note- estimated Siggraph restricted balance of 22K at year-end carried over into FY90 budget).
- 4) Corporate Memberships- FY90 budget- 188K, FY89 est. actual- 142K (excluding 17K in functions memberships), FY89 budget- 173K, FY88 actual- 171K (including 14K in functions memberships). Note- FY90 budget excludes 23K in memberships sold through functions (auditorium rentals).
- 5) Individual Memberships- FY90 budget- 82K, FY89 est. actual- 56K, FY89 budget- 82K, FY88 actual- 68K. Note- FY89 budget included 15K in new memberships resulting from FY89 development campaign planned but not implemented.
- 6) Admissions- FY90 budget- 292K (assumes 1 July price increase), FY89 est. actual- 221K, FY89 budget- 238K, FY88 actual- 225K (including Mass. Council grant proceeds). FY90 and FY89 budgets assume limited number of free admissions through Mass. Council grant to non-target visitors and 55-60K in advertising budget.



# The Computer Museum

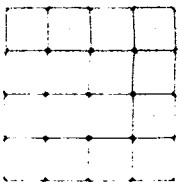
300 Congress Street  
Boston, MA 02210

(617) 426-2800

- 7) Store- FY90 budget- 163K, FY89 est. actual- 115K, FY89 budget- 159K, FY88 actual- 126K. FY90 budget includes includes 148K in store sales, 20K in catalog sales.
- 8) Functions- FY90 budget- 124K (including 23K in corporate memberships), FY89 est. actual- 99K (including 17K in corporate memberships), FY89 budget- 106K (including 15K in corporate memberships). FY88 actual- 103K (excluding 14K in corporate memberships).
- 9) Museum Wharf Operating Costs funded by DEC- no funding budgeted in FY90 or FY89 in accordance with Museum's plan to assume all Museum Wharf operating costs formerly paid by DEC (FY88 actual- 231K). Note- 72K refunded to DEC in FY89 by Museum Wharf for previous years overpayment.
- 10) Other- FY90 budget- 32.5K, FY89 est. actual- 43K, FY89 budget- 37K. FY90 budget includes General Administration-15K in rental income, 9K in miscellaneous (interest) income; Collection Operations- 4K in photo rentals, 1K in video rentals, .2K in program income, 1.8K in research fees; General Education- 1.5K in miscellaneous income. Note- 8.2K in Breakfast Seminar income budgeted and posted to Other in FY89; revenues classified as restricted contributions in FY90 budget.
- 11) Gains/Losses on Securities- FY90 budget- 0, FY89 est. actual- (6K) loss (Computer Bowl stock donation), FY89 budget- 0, FY88 actual- 0.
- Total FY90 budgeted Operating Fund revenues- 1,483K, FY89 est. actual operating fund revenues- 1,098K, FY89 budgeted Operating Fund revenues- 1,103K, FY88 actual revenues- 938K (excluding 160K in unrestricted DEC contributions and 231K in Museum Wharf operating costs funded by DEC).

## Operating Fund Expenses

- 1) Exhibits and Education- FY90 budget- 351K, FY89 est. actual- 351K, FY89 budget- 373K, FY88 actual- 323K. FY90 budget includes Exhibit Maintenance- 45K, Kits (excluding retroactive salary allocations)- 1K, General Education- 67K, Outreach- .5K, Mass. Council (excluding retroactive salary allocations)- 2.5K, Public Programs- 6K, Collection Operations- 40K, IMS Conservation Grant- .5K, Siggraph- 22K (representing restricted balance carried over from FY89 funding), Operations (formally budgeted in Management & General)- 166K (assumes 8 FTE interpretor staff).
- 2) Marketing and Memberships- FY90 budget- 298K, FY89 est. actual- 217K, FY89 budget- 212K, FY88 actual- 166K. FY90 budget includes Publicity- 119K,





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Promotions- 106K (includes 60K in advertising), Newsletters- 5.2K, Annual Report- 4.3K, Corporate Memberships- 28.5K, Individual Memberships- 35K. Note- 50% of Development Director and Development Coordinator salaries carried in FY90 budget, compared to FY89 and previous years where 100% of such costs were carried in the Capital Fund.

3) Management and General- FY90 budget- 404K, FY89 est. actual- 371K, FY89 budget- 338K, FY88 actual- 350K. FY90 budget includes General Administration (excluding 271.5K in Museum Wharf operating costs)-119K less 29K in G & A allocation (15% of expense to Capital Fund) equals 90K, Board- 22K, Executive Office- 263K less 36K in G & A allocation (25% of expense excluding dept. head salaries to Capital Fund) equals 227K.

4) Fundraising- FY90 budget- 149K, FY89 est. actual- 103K, FY89 budget- 57K, FY88 actual- 14K. FY90 budget includes General Development- 28K, Breakfast Seminars- 20K, Annual Fund- 15K, Computer Bowl- 87K (FY89 actual- 78K).

5) Store- FY90 budget- 161K, FY89 est. actual- 122K, FY89 budget- 159K, FY88 actual- 136K. FY90 budget includes 17K in catalog expenses (FY89 est. actual- 13K).

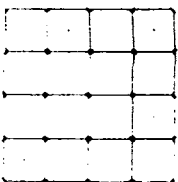
6) Functions- FY90 budget- 70K, FY89 est. actual- 62K, FY89 budget- 57K, FY88 actual- 52K.

7) Museum Wharf Operating Costs (formally budgeted in Management & General)- FY90 budget- 257.8K, FY89 est. actual- 242.6K, FY89 budget- 236.8K, FY88 actual- 309K (231K paid by DEC, 78K paid by Computer Museum). The agreement to split Museum Wharf operating costs 60/40 (mortgage component remains at 50/50) between Children's and Computer Museums respectively has been extended through FY90 by both parties, and is reflected in the FY90 budget.

Total FY90 budgeted Operating Fund expenses- 1,691K, FY89 est. actual- 1,470K, FY89 budget- 1,433K, FY88 actual- 1,345K. Note- Operating expense projections and budgets do not include year-end accruals, depreciation and accrued vacation time (non-cash expenses), or retroactive salary adjustments (for additional Exhibits staff time expended).

## Capital Fund Revenues

1) Contributions- FY90 budget assumes receipt of 700K in Capital Campaign revenues (Corporate unrestricted- 225K, Individual unrestricted- 225K,



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Corporate restricted- 125K, Individual restricted- 125K). This reflects a somewhat lesser amount than the 781K designated last year as the FY90 budget figure (the result of a formula based on A) staggered cash flow on pledges, further discounted by 30% reflecting historical cash receipts experience, and B) 100% estimated receipt of Phase I pledges reeivable). FY90 pledges currently total 75K (Phase I and II unrestricted), while FY89 pledges outstanding (amounts due) total 40K. Note- All such revenues are to be treated as Capital Campaign Phase II revenues, which are understood to be unrestricted (for the building and ongoing Capital Fund expense). The 250K in revenues budgeted as restricted are simply posted as such since it is envisioned that their receipt will involve a general use designated purpose with the donors.

FY89 est. actual is projected at 399K (250K received from Kapor). The FY89 budget assumed receipt of 140K in Corporate and 629K in Individual contributions through the Capital Campaign. The 769K total was based in accordance with the aforementioned formula. FY88 contributions totaled 495K net of 41K in unrealized losses on donated securities and excluding 172K in restricted exhibit-related contributions.

2) Exhibit Funding- FY90 budget assumes 575K in direct exhibit funding for creation of two new major exhibits: A) Walk-Through- 450K total (250K individual restricted (Kapor- pledged), 200K corporate restricted (DEC proposal), and B) Milestones- 125K individual restricted (no firm commitments- possibilities include Bell- 50K, Fredkin- 50K, Sammet- 15K, Other- 10K). FY89 est. actual- 71K (Graphics Gallery- 26K, Walk-Through- 12K, Milestones- 33K). FY89 budget assumed 400K in direct exhibit funding for creation of new exhibits and upgrades of existing exhibits; also was to provide 50-75K in fixed cost (mainly salary) allocation opportunities to offset Capital Fund overhead. FY88 restricted contributions totaled 172K. Note- Commitments remain outstanding or unresolved for 202K in funds received for exhibits in previous fiscal years (FY88- 100K Kapor, 52K Bell, FY87- 50K Cullinet).

3) Gain (Loss) on Securities- no significant gains or losses anticipated in FY90 for transactions involving donated securities, FY89 est. actual- 0, FY89 budget- 0, FY88 actual- (41K) loss recorded.

4) Wharf Mortgage Funded by DEC- no funding budgeted or projected in FY90 and FY89 in accordance with Museum's plan to assume all Museum Wharf costs formerly paid by DEC (126K in FY88).



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## Capital Fund Expenses

1) Exhibits- FY90 budget- 494K in direct out-of-pocket expense (Walk-Through- 374K, Milestones- 120K), to be incurred mainly in the second half of the fiscal year. Budgeted expense does not include retroactive salary allocations for exhibits-related personnel who are budgeted in Exhibit Administration. Budgeted exhibit account surplus of 80K would be offset by overhead costs including such allocations.

FY89 est. actual- 71K assumes complete offset of expense against exhibit funding received, including retroactive salary allocations. Non-overhead cash balance from FY89 will be applied towards FY90 direct out-of-pocket expense. FY89 budget- 325K in direct out-of-pocket expense. Additional 50-75K in expense was planned through fixed cost allocation opportunities from both Operating and Capital Funds if targeted funding was obtained. FY88 actual- 46K expended through Capital Fund and transferred to Plant Fund (capitalized).

2) Exhibit Administration (formerly Management & General)- FY90 budget- 303K, FY89 est. actual- 199K, FY89 budget- 205.5K, FY88 actual- 171K. FY90 budget includes Exhibit Planning & Development- 223K (including 65K in G & A allocation from Operating Fund) and Exhibit Enhancement- 80K.

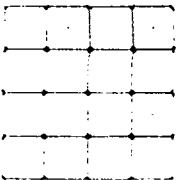
FY89 est. actual includes Exhibit Planning & Development- 166K, Exhibit Enhancement- 33K. FY89 budget includes Exhibit Planning & Development- 148K, Exhibit Enhancement- 58K.

3) Fundraising- FY90 budget- 105K, FY89 est. actual- 127K, FY89 budget- 118K, FY88 actual- 79K. FY90 budget includes reflects only 50% of Development Director and Development Coordinator salaries and benefits, compared to FY89 and previous years which reflect 100% of such salaries and benefits.

4) Wharf Mortgage- FY90 budget- 154K, FY89 est. actual- 162K, FY89 budget- 162K, FY88 actual- 174K. FY90 budget based on mortgage schedule and in accordance with the Museum's plan to assume all Museum Wharf costs formerly paid by DEC.

## Summary

Total FY90 budgeted Operating revenues and expenses are 1,483K and 1,691K respectively, resulting in a 208K deficit. Total FY90 budgeted Capital revenues and expenses are 1,275K and 1,056K respectively, resulting in a 219K surplus. A 11K Combined fund surplus is thus budgeted for FY90.



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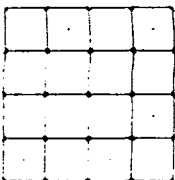
Total FY89 est. actual Operating revenues and expenses are 1,098K and 1,470K respectively, resulting in a 372K deficit. Total FY89 est. actual Capital revenues and expenses are projected at 470K and 559K respectively, resulting in a 89K deficit. A 461K Combined fund deficit is thus projected for FY89.

Total FY89 budgeted Operating revenues and expenses were 1,103K and 1,433K respectively, resulting in a 330K deficit. Total FY89 budgeted Capital revenues and expenses were 1,169K and 810K respectively, resulting in a 359K surplus. A 29K combined fund surplus was thus budgeted for FY89.

Total budgeted Operating revenues reflect an increase of 31% over FY89 est. actual, due mainly to healthy gains planned in almost all revenue categories (earned and unearned). Total Operating expense reflects an increase of 13% over FY89 projected expense, due mainly to strong increases in program/resource investments and corresponding budgets for Marketing and Memberships, Fundraising, and Museum Wharf Operations.

Total budgeted Capital revenues reflect an increase of 171% over FY89 est. actual, due mainly to anticipated increased Exhibit funding for two major new exhibits (575K in FY90 compared to 71K in FY89) and 75% more anticipated Capital campaign contributions than that received in FY89. Total budgeted Capital expenses reflect an 88% increase over FY89 est. actual, but reflect corresponding significant direct exhibit-related expense, and increased investment in exhibit development and fundraising resources.

Roughly 1,269K (45% of total budgeted expense excluding exhibits) in fixed personnel-related costs (which exclude certain self-funded programs or projects) have been budgeted in FY90, as compared to roughly 969K (48% of total projected expense excluding exhibits) projected for FY89. Position upgrades, salary and compensation adjustments/settlements, position realignments, and benefits changes contribute significantly to the absolute increase between both years. New budgeted hires include a receptionist, telemarketer, one additional FTE interpretor, an additional support staff member in General Development, and an additional support staff member in General Education (all in Operating), and an Exhibit Designer, and Exhibit Developer (contingent upon exhibit funding and all in Capital Fund). Total Operating Fund budgeted FTE staff members are 31, compared to 26 projected for FY89, and 25 budgeted for FY89. Total Capital Fund budgeted FTE staff members are 6, compared to 5 projected for FY89, and 5 budgeted for FY89. Total Combined Fund budgeted FTE staff members are 37, compared to 31 projected for FY89, and 30 budgeted for FY89.



THE COMPUTER MUSEUM, INC. STATEMENTS OF REVENUES AND EXPENSES

	OPERATING FUND (000's)			CAPITAL FUND (000's)			COMBINED (000's)		
	FY89 Budget	FY89 Forecast	FY90 Budget	FY89 Budget	FY89 Forecast	FY90 Budget	FY89 Budget	FY89 Forecast	FY90 Budget
<b>REVENUES</b>									
Unrestricted Contributions	83	160	217	769	390	700	852	550	917
Restricted Contributions	225	278	385	400	76	575	625	354	960
Corporate Memberships	173	149	188	-	-	-	173	149	188
Individual Memberships	82	60	82	-	-	-	82	60	82
Admissions	238	225	292	-	-	-	238	225	292
Store	159	122	163	-	-	-	159	122	163
Functions	106	98	124	-	-	-	106	98	124
Other	37	46	32	-	-	-	37	46	32
Gain (Loss) on Securities	-	(6)	-	0	0	0	0	(6)	0
<b>TOTAL REVENUE</b>	<b>\$1,103</b>	<b>\$1,132</b>	<b>\$1,483</b>	<b>\$1,169</b>	<b>\$466</b>	<b>\$1,275</b>	<b>\$2,272</b>	<b>\$1,598</b>	<b>\$2,758</b>
<b>EXPENSES</b>									
Exhibits & Education	\$373	\$349	\$351	\$325	\$76	\$494	\$698	\$425	\$845
Marketing & Membership	212	224	298	-	-	-	212	224	298
Management & General	339	370	404	213	209	303	552	579	707
Fundraising	57	105	150	110	126	105	167	231	255
Store	158	127	160	-	-	-	158	127	160
Functions	57	59	70	-	-	-	57	59	70
MW Operating Costs	237	242	258	-	-	-	237	242	258
MW Mortgage	-	-	-	162	162	154	162	162	154
<b>TOTAL EXPENSE</b>	<b>\$1,433</b>	<b>\$1,476</b>	<b>\$1,691</b>	<b>\$810</b>	<b>\$573</b>	<b>\$1,056</b>	<b>\$2,243</b>	<b>\$2,049</b>	<b>\$2,747</b>
<b>NET SURPLUS (DEFICIT)</b>	<b>(\$330)</b>	<b>(\$344)</b>	<b>(\$208)</b>	<b>\$359</b>	<b>\$(107)</b>	<b>\$219</b>	<b>\$29</b>	<b>\$(451)</b>	<b>\$11</b>

Above excludes depreciation, accruals, and restricted balances

19 May 1989

THE COMPUTER MUSEUM  
3rd Quarter Projections

3/31/89

DEPT #		1'st 3 Qtrs Actual	Last Qtr Est	Projected Total	Budget	Variance	Notes from previous projections
115 SITES	Revenue	\$30,000	\$0	\$30,000	\$30,000	\$0	
	Expense	\$16,702	\$0	\$16,702	\$20,824	\$4,122	
	Net	\$13,298	\$0	\$13,298	\$9,176	\$4,122	
160 Exhibit Maintenance	Revenue	\$0	\$0	\$0	\$40,000	-\$40,000	
	Expense	\$42,139	\$16,747	\$58,886	\$73,886	\$15,000	
	Net	-\$42,139	-\$16,747	-\$58,886	-\$33,886	-\$25,000	
161 Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$914	\$914	\$2,478	\$1,564	
	Net	\$0	-\$914	-\$914	-\$2,478	\$1,564	
210 Publicity	Revenue	\$1,375	\$625	\$2,000	\$0	\$2,000	
	Expense	\$51,130	\$21,006	\$72,136	\$72,136	\$0	
	Net	-\$49,755	-\$20,381	-\$70,136	-\$72,136	\$2,000	
240 Promotions	Revenue	\$166,263	\$57,889	\$224,152	\$243,000	-\$18,848	Admissions revenue reduced by 10K. Expenses increased by 5K.
	Expense	\$70,369	\$18,944	\$89,313	\$83,185	-\$6,128	
	Net	\$95,894	\$38,945	\$134,839	\$159,815	-\$24,976	
241 Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$2,365	\$2,365	\$5,689	\$3,324	
	Net	\$0	-\$2,365	-\$2,365	-\$5,689	\$3,324	
250 Newsletters	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$4,274	\$526	\$4,800	\$4,800	\$0	
	Net	-\$4,274	-\$526	-\$4,800	-\$4,800	\$0	
260 Annual	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$4,648	\$1,500	\$6,148	\$3,170	-\$2,978	Expenses increased by 3K.
	Net	-\$4,648	-\$1,500	-\$6,148	-\$3,170	-\$2,978	
Revenue	\$80,721	\$21,000	\$101,721	\$106,000	-\$4,279	Revenue decreased by 20K. Expenses decreased by 3K.	
Net	\$43,953	\$18,204	\$62,157	\$56,383	-\$5,774		
Expense	\$36,768	\$2,796	\$39,564	\$49,617	-\$10,053		
310 General Education	Revenue	\$2,084	\$14	\$2,098	\$25,000	-\$22,902	Expenses decreased by 5K salaries posted to Mass Council
	Expense	\$26,037	\$5,935	\$31,972	\$54,972	\$23,000	
	Net	-\$23,953	-\$5,921	-\$29,874	-\$29,972	\$98	
320 Outreach	Revenue	\$2,745	\$0	\$2,745	\$17,000	-\$14,255	Revenue increased by \$495
	Expense	\$1,045	\$315	\$1,360	\$1,360	\$0	
	Net	\$1,700	-\$315	\$1,385	\$15,640	-\$14,255	
330 PC Resource (Unbudgeted)	Revenue	\$3,500	\$0	\$3,500	\$0	\$3,500	
	Expense	\$3,167	\$0	\$3,167	\$0	-\$3,167	
	Net	\$333	\$0	\$333	\$0	\$333	
340 Mass Council (Unbudgeted)	Revenue	\$20,449	\$11,006	\$31,455	\$0	\$31,455	Expenses decreased by 5K.
	Expense	\$2,205	\$9,343	\$11,548	\$0	-\$11,548	
	Net	\$18,244	\$1,663	\$19,907	\$0	\$19,907	

360 Public Programs	Revenue	\$2,622	\$500	\$3,122	\$0	\$3,122	Revenues increased by 3K.
	Expense	\$2,075	\$1,025	\$3,100	\$6,100	\$3,000	
	Net	\$547	-\$525	\$22	-\$6,100	\$6,122	
410 Store	Revenue	\$84,334	\$22,095	\$106,429	\$141,950	-\$35,521	
	Expense	\$85,072	\$23,993	\$109,065	\$140,025	\$30,960	
	Net	-\$738	-\$1,898	-\$2,636	\$1,925	-\$4,561	
420 Store Catalog	Revenue	\$9,324	\$0	\$9,324	\$17,432	-\$8,108	Revenues increased by \$828 Expenses increased by \$599
	Expense	\$12,911	\$0	\$12,911	\$18,876	\$5,965	
	Net	-\$3,587	\$0	-\$3,587	-\$1,444	-\$2,143	
510 Collection	Revenue	\$7,099	\$1,000	\$8,099	\$8,350	-\$251	Revenues increased by \$449
	Expense	\$26,286	\$10,948	\$37,234	\$37,234	\$0	
	Net	-\$19,187	-\$9,948	-\$29,135	-\$28,884	-\$251	
520 Conservations (unbudgeted)	Revenue	\$7,196	\$0	\$7,196	\$0	\$7,196	Expenses decreased by 2k
	Expense	\$2,272	\$2,924	\$5,196	\$0	-\$5,196	
	Net	\$4,924	-\$2,924	\$2,000	\$0	\$2,000	
530 Siggraph	Revenue	\$39,000	\$0	\$39,000	\$40,000	-\$1,000	Expenses increased by 5K since 6 month projection
	Expense	\$32,303	\$12,697	\$45,000	\$40,000	-\$5,000	
	Net	\$6,697	-\$12,697	-\$6,000	\$0	-\$6,000	
Sub-Total Operating Part 1	Revenue	\$456,712	\$114,129	\$570,841	\$668,732	-\$97,891	
	Expense	\$426,588	\$147,386	\$573,974	\$621,118	\$47,144	
	Net	\$30,124	-\$33,257	-\$3,133	\$47,614	-\$50,747	
610 Capital Development	Revenue	\$374,451	\$24,461	\$398,912	\$769,000	-\$370,088	Expenses increased by 7K.
	Expense	\$85,844	\$38,728	\$124,572	\$109,906	-\$14,666	
	Net	\$288,607	-\$14,267	\$274,340	\$659,094	-\$384,754	
611 Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$979	\$979	\$2,164	\$1,185	
	Net	\$0	-\$979	-\$979	-\$2,164	\$1,185	
612 Dept Head Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$1,930	\$1,930	\$6,325	\$4,395	
	Net	\$0	-\$1,930	-\$1,930	-\$6,325	\$4,395	
620 Exhibit Planning	Revenue	\$0	\$0	\$0	\$400,000	-\$400,000	Expenses increased by 4.5K
	Expense	\$121,183	\$44,813	\$165,996	\$472,930	\$306,934	
	Net	-\$121,183	-\$44,813	-\$165,996	-\$72,930	-\$93,066	
630 Exhibit Enhancement	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$27,107	\$5,975	\$33,082	\$57,543	\$24,461	
	Net	-\$27,107	-\$5,975	-\$33,082	-\$57,543	\$24,461	
640 Building	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$121,370	\$40,148	\$161,518	\$161,518	\$0	
	Net	-\$121,370	-\$40,148	-\$161,518	-\$161,518	\$0	
660 Graphics Gallery(unbudgeted)	Revenue	\$25,700	\$0	\$25,700	\$0	\$25,700	assume full expenditure against revenue
	Expense	\$4,912	\$20,788	\$25,700	\$0	-\$25,700	
	Net	\$20,788	-\$20,788	\$0	\$0	\$0	
670 PCEC (unbudgeted)	Revenue	\$12,000	\$0	\$12,000	\$0	\$12,000	assume full expenditure against revenue
	Expense	\$0	\$12,000	\$12,000	\$0	-\$12,000	
	Net	\$12,000	-\$12,000	\$0	\$0	\$0	

680 SAGE (unbudgeted)	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$0	\$0	\$0	\$0	
	Net	\$0	\$0	\$0	\$0	\$0	
690 Milestones (unbudgeted)	Revenue	\$13,268	\$20,000	\$33,268	\$0	\$33,268	Revenue and Expenses adjusted since 6 month projection assume full expenditure against revenue
	Expense	\$9,791	\$23,477	\$33,268	\$0	-\$33,268	
	Net	\$3,477	-\$3,477	\$0	\$0	\$0	
Sub Total Capital	Revenue	\$425,419	\$44,461	\$469,880	\$1,169,000	-\$699,120	
	Expense	\$370,207	\$188,838	\$559,045	\$810,386	\$251,341	
	Net	\$55,212	-\$144,377	-\$89,165	\$358,614	-\$447,779	
710 General Development	Revenue	\$17,134	\$100,000	\$117,134	\$40,000	\$77,134	Revenue increased by 100K, 2 pledges est. June
	Expense	\$3,320	\$315	\$3,635	\$3,635	\$0	
	Net	\$13,814	\$99,685	\$113,499	\$36,365	\$77,134	
720 Breakfast Seminars	Revenue	\$0	\$8,200	\$8,200	\$8,200	\$0	
	Expense	\$8,718	\$1,872	\$10,590	\$10,050	-\$540	
	Net	-\$8,718	\$6,328	-\$2,390	-\$1,850	-\$540	
730 Annual Fund	Revenue	\$29,055	\$5,945	\$35,000	\$35,000	\$0	
	Expense	\$6,489	\$2,483	\$8,972	\$8,972	\$0	
	Net	\$22,566	\$3,462	\$26,028	\$26,028	\$0	
740 Computer Bowl	Revenue	\$137,944	\$0	\$137,944	\$75,000	\$62,944	Revenue increased 3.5K Expenses increased by \$540
	Expense	\$77,782	\$0	\$77,782	\$34,555	-\$43,227	
	Net	\$60,162	\$0	\$60,162	\$40,445	\$19,717	
750 Computer Bowl 90	Revenue	\$0	\$11,250	\$11,250	\$0	\$11,250	Revenue and expense added since 6 month projection
	Expense	\$0	\$2,500	\$2,500	\$0	-\$2,500	
	Net	\$0	\$8,750	\$8,750	\$0	\$8,750	
810 Corporate Membership	Revenue	\$91,500	\$51,400	\$142,900	\$172,500	-\$29,600	Revenue decreased by 30K since 6 month projection
	Expense	\$5,249	\$4,491	\$9,740	\$9,740	\$0	
	Net	\$86,251	\$46,909	\$133,160	\$162,760	-\$29,600	
820 Individual Membership	Revenue	\$46,783	\$8,717	\$55,500	\$67,500	-\$12,000	Revenue increased by 3K from last projection
	Expense	\$24,740	\$7,803	\$32,543	\$28,343	-\$4,200	
	Net	\$22,043	\$914	\$22,957	\$39,157	-\$16,200	
830 Membership Development	Revenue	\$0	\$0	\$0	\$15,000	-\$15,000	
	Expense	\$73	\$0	\$73	\$5,050	\$4,977	
	Net	-\$73	\$0	-\$73	\$9,950	-\$10,023	
910 General Administration	Revenue	\$15,462	\$3,347	\$18,809	\$21,000	-\$2,191	Revenue increased by 2K since projection
	Expense	\$241,573	\$97,279	\$338,852	\$318,027	-\$20,825	
	Net	-\$226,111	-\$93,932	-\$320,043	-\$297,027	-\$23,016	
911 Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$1,037	\$1,037	\$2,408	\$1,371	
	Net	\$0	-\$1,037	-\$1,037	-\$2,408	\$1,371	
920 Board	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$13,631	\$9,994	\$23,625	\$23,625	\$0	
	Net	-\$13,631	-\$9,994	-\$23,625	-\$23,625	\$0	
930 Executive Office	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$190,392	\$58,448	\$248,840	\$225,880	-\$22,960	Expenses decreased by 1.7K
	Net	-\$190,392	-\$58,448	-\$248,840	-\$225,880	-\$22,960	



931 Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0
	Expense	\$0	\$1,594	\$1,594	\$5,913	\$4,319
	Net	\$0	-\$1,594	-\$1,594	-\$5,913	\$4,319
940 Operations	Revenue	\$0	\$0	\$0	\$0	\$0
	Expense	\$102,965	\$32,987	\$135,952	\$135,952	\$0
	Net	-\$102,965	-\$32,987	-\$135,952	-\$135,952	\$0
Sub-Total Operating Part 2	Revenue	\$337,878	\$188,859	\$526,737	\$434,200	\$92,537
	Expense	\$674,932	\$220,803	\$895,735	\$812,150	-\$83,585
	Net	-\$337,054	-\$31,944	-\$368,998	-\$377,950	\$8,952

		1'st 3 Qtrs Actual	Last Qtr Est	Projected Total	Budget	Variance
TOTALS-OPERATING	Revenue	\$794,590	\$302,988	\$1,097,578	\$1,102,932	-\$5,354
	Expense	\$1,101,520	\$368,189	\$1,469,709	\$1,433,268	-\$36,441
	Net	-\$306,930	-\$65,201	-\$372,131	-\$330,336	-\$41,795
TOTALS-CAPITAL	Revenue	\$425,419	\$44,461	\$469,880	\$1,169,000	-\$699,120
	Expense	\$370,207	\$188,838	\$559,045	\$810,386	\$251,341
	Net	\$55,212	-\$144,377	-\$89,165	\$358,614	-\$447,779
TOTALS-COMBINED	Revenue	\$1,220,009	\$347,449	\$1,567,458	\$2,271,932	-\$704,474
	Expense	\$1,471,727	\$557,027	\$2,028,754	\$2,243,654	\$214,900
	Net	-\$251,718	-\$209,578	-\$461,296	\$28,278	-\$489,574

THE COMPUTER MUSEUM INC  
 PROJECTION CHANGES UPDATE

5/14/89

	P&L VARIANCE PROJECTION	PROJECTION ADJUSTMENTS	WORKING CAPITAL CHANGE	OVERALL NET CHANGE	ORIGINAL CASH BALANCE PROJECTION FY89 END	NEW CASH BALANCE PROJECTION FY89 END	ORIGINAL GAIN/LOSS PROJECTION	NEW GAIN/LOSS PROJECTION
JANUARY 1989	\$10,043	-\$540	\$49,275	\$58,778	-\$18,182	-\$8,139	-\$554,352	-\$544,634
FEBRUARY 1989	\$23,184	\$4,500	\$24,022	\$51,706	-\$8,139	\$92,301	-\$544,634	-\$516,949
MARCH 1989	\$6,799	\$48,854	\$12,422	\$68,075	\$92,301	\$160,377	-\$516,949	-\$461,296
APRIL 1989	\$38,468	-\$28,666	\$2,938	\$12,740	\$160,377	\$173,117	-\$461,296	-\$451,493
MAY 1989								
JUNE 1989								
CUMULATIVE NET	\$78,494	\$24,148	\$88,657	\$191,299				

5/23/89

FY90 MASTER

ACCT#ACCOUNT NAME	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	ANNUAL
3110 Corporate Contributions-Restricted	\$582,513	\$19,382	\$22,500	\$25,881	\$25,000	\$105,000	\$10,000	\$128,500	\$52,500	\$125,000	\$25,000	\$20,000	\$23,750	\$582,513
3115 Government Contributions-Restricted	\$32,957					\$6,542		\$7,000			\$9,000		\$10,415	\$32,957
3120 Foundation Contributions-Restricted														\$0
3130 Individual Contributions-Restricted	\$595,000			\$12,500	\$12,500	\$52,500	\$12,500	\$262,500	\$75,000	\$67,500	\$30,000	\$57,500	\$12,500	\$595,000
3210 Corporate Contributions-Unrestricted	\$275,000		\$2,500	\$2,500	\$5,000	\$5,000	\$30,000	\$32,500	\$45,000	\$45,000	\$35,000	\$35,000	\$37,500	\$275,000
3215 Government Contributions-Unrestricted	\$10,000										\$5,000	\$5,000		\$10,000
3220 Foundation Contributions-Unrestricted	\$50,000		\$2,500	\$2,500	\$5,000	\$5,000	\$5,000	\$7,500	\$10,000	\$10,000			\$2,500	\$50,000
3230 Individual Contributions-Unrestricted	\$328,000	\$1,000	\$1,500	\$1,000	\$28,500	\$52,000	\$47,500	\$30,000	\$39,000	\$36,500	\$40,000	\$25,000	\$26,000	\$328,000
3235 Poster Sales	\$4,000	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$337	\$4,000
3510 Individual Memberships	\$59,500	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,962	\$59,500
3520 Corporate Memberships	\$211,150	\$16,679	\$18,679	\$17,679	\$18,679	\$17,679	\$19,679	\$16,679	\$16,679	\$17,679	\$16,679	\$17,679	\$16,681	\$211,150
3530 Library Memberships	\$16,000	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,337	\$16,000
3550 Matching Memberships	\$6,000	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
3610 Admissions	\$291,629	\$39,513	\$46,212	\$19,634	\$19,867	\$20,386	\$14,837	\$14,489	\$22,036	\$21,100	\$24,632	\$25,170	\$23,753	\$291,629
3710 Functions Income	\$92,340	\$12,850	\$10,855	\$6,560	\$8,740	\$6,560	\$12,845	\$5,450	\$3,330	\$6,560	\$4,390	\$7,620	\$6,580	\$92,340
3720 Caterers Income	\$8,660	\$1,080	\$1,095	\$640	\$910	\$640	\$1,200	\$450	\$270	\$640	\$360	\$830	\$545	\$8,660
3740 Photo Rental	\$4,000	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$337	\$4,000
3750 Video Rental	\$1,000	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$87	\$1,000
3760 Program Income	\$200	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$13	\$200
3770 Research Fees	\$1,800	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
3790 Other Rental Income	\$15,000	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$15,000
3810 Store Sales	\$143,956	\$14,370	\$17,912	\$7,734	\$10,987	\$9,436	\$11,361	\$5,948	\$9,320	\$11,185	\$15,381	\$14,404	\$15,918	\$143,956
3820 Mail Order Sales	\$17,050	\$600	\$600	\$600	\$1,650	\$5,800	\$3,400	\$800	\$720	\$720	\$720	\$720	\$720	\$17,050
3830 Shipping Reimbursements	\$2,217	\$78	\$78	\$78	\$215	\$754	\$442	\$104	\$94	\$94	\$94	\$94	\$92	\$2,217
3910 Interest Income	\$9,000	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$9,000
3920 Investment Income														\$0
3930 Gain/Loss on Securities														\$0
3990 Miscellaneous Income	\$1,500	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$1,500
<b>TOTAL INCOME</b>	<b>\$2,758,472</b>	<b>\$115,384</b>	<b>\$134,263</b>	<b>\$107,138</b>	<b>\$146,880</b>	<b>\$297,129</b>	<b>\$178,596</b>	<b>\$521,752</b>	<b>\$283,781</b>	<b>\$351,810</b>	<b>\$216,088</b>	<b>\$218,849</b>	<b>\$186,802</b>	<b>\$2,758,472</b>

FY90 MASTER

ACCT#ACCOUNT NAME	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	ANNUAL
4005 Salaries/Wages	\$1,064,579	\$95,641	\$88,807	\$87,443	\$88,054	\$88,244	\$88,229	\$87,438	\$86,958	\$87,340	\$88,133	\$88,680	\$89,612	\$1,064,579
4010 FICA-Employer	\$69,187	\$6,548	\$5,328	\$5,256	\$4,897	\$4,580	\$4,530	\$6,300	\$6,276	\$6,280	\$6,358	\$6,375	\$6,459	\$69,187
4015 Unemployment-Insurance	\$5,754	\$522	\$475	\$475	\$475	\$475	\$475	\$475	\$476	\$476	\$475	\$475	\$480	\$5,754
4020 Contract Personnel	\$63,248	\$3,636	\$7,756	\$6,686	\$7,106	\$6,686	\$7,806	\$3,406	\$3,126	\$3,686	\$5,826	\$5,426	\$2,102	\$63,248
4025 Temporaries	\$4,152	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$4,152
4105 Health Insurance	\$64,920	\$5,032	\$5,032	\$5,032	\$5,052	\$5,052	\$5,052	\$5,052	\$5,922	\$5,922	\$5,921	\$5,921	\$5,930	\$64,920
4110 Dental Insurance	\$3,730	\$286	\$286	\$287	\$287	\$287	\$287	\$287	\$345	\$345	\$345	\$344	\$344	\$3,730
4115 Life Insurance	\$5,076	\$423	\$423	\$423	\$423	\$423	\$423	\$423	\$423	\$423	\$423	\$423	\$423	\$5,076
4120 Workers Compensation Insurance	\$8,204	\$716	\$669	\$671	\$673	\$673	\$675	\$682	\$682	\$685	\$689	\$695	\$694	\$8,204
4125 Seminars/Continuing Education	\$5,875	\$411	\$403	\$668	\$668	\$668	\$668	\$403	\$403	\$403	\$578	\$303	\$299	\$5,875
4130 Other Fringe Benefits	\$2,000		\$250			\$750	\$750				\$250			\$2,000
5100 Telephone	\$28,500	\$2,315	\$2,315	\$2,315	\$2,315	\$2,314	\$2,314	\$2,314	\$2,314	\$2,431	\$2,564	\$2,564	\$2,425	\$28,500
5115 Office Supplies	\$17,200	\$1,441	\$1,433	\$1,433	\$1,433	\$1,432	\$1,432	\$1,432	\$1,432	\$1,431	\$1,431	\$1,431	\$1,439	\$17,200
5120 Photocopying	\$6,904	\$561	\$561	\$561	\$561	\$636	\$556	\$556	\$636	\$561	\$561	\$551	\$603	\$6,904
5125 Postage & Mailing	\$25,031	\$1,402	\$1,669	\$3,317	\$2,979	\$1,412	\$2,224	\$2,057	\$3,019	\$1,402	\$1,219	\$3,154	\$1,177	\$25,031
5130 Office Services	\$5,000	\$417	\$417	\$417	\$417	\$418	\$418	\$418	\$418	\$417	\$417	\$421	\$405	\$5,000
5135 Office Equipment Maintenance/Repair	\$7,000	\$581	\$581	\$581	\$581	\$580	\$580	\$580	\$580	\$581	\$581	\$583	\$611	\$7,000
5140 Insurance	\$29,825	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,490	\$29,825
5145 Fees/Commissions	\$25,877	\$832	\$5,903	\$10,849	\$915	\$884	\$922	\$814	\$881	\$919	\$1,002	\$988	\$968	\$25,877
5150 Legal/Accounting	\$23,500	\$378	\$378	\$378	\$378	\$2,878	\$378	\$378	\$2,878	\$378	\$378	\$383	\$14,337	\$23,500
5155 Shipping & Delivery	\$22,614	\$1,356	\$1,669	\$1,356	\$3,766	\$1,940	\$2,039	\$1,974	\$1,670	\$1,367	\$2,280	\$1,473	\$1,724	\$22,614
5160 Computer Resource Service	\$25,695	\$2,141	\$2,141	\$2,141	\$2,141	\$2,141	\$2,141	\$2,141	\$2,141	\$2,141	\$2,145	\$2,145	\$2,136	\$25,695
5165 Mailing Services	\$16,020	\$1,103	\$1,228	\$2,103	\$1,378	\$1,153	\$1,653	\$1,478	\$1,303	\$1,153	\$1,003	\$1,466	\$999	\$16,020
5170 Subscriptions/Dues	\$8,485	\$776	\$901	\$741	\$706	\$656	\$801	\$701	\$576	\$576	\$826	\$606	\$619	\$8,485
5175 Equipment Rental	\$2,500	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$850	\$750	\$0	\$2,500
5180 General & Administrative	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
5185 Storage Fees														\$0
5190 Graphic Design/Typeset	\$60,450	\$1,368	\$2,997	\$1,872	\$5,372	\$3,372	\$4,872	\$3,497	\$4,872	\$8,684	\$7,684	\$11,184	\$4,676	\$60,450
5195 Printing	\$34,100	\$1,052	\$7,681	\$7,806	\$1,056	\$6,056	\$1,056	\$1,381	\$1,056	\$3,368	\$1,868	\$868	\$852	\$34,100
5200 Meals/Food	\$55,130	\$2,391	\$2,461	\$2,391	\$2,391	\$3,461	\$2,391	\$2,441	\$3,511	\$2,541	\$2,595	\$25,430	\$3,126	\$55,130
5205 Travel Expenses	\$17,000	\$2,215	\$1,315	\$1,115	\$1,315	\$1,415	\$1,115	\$2,015	\$1,315	\$1,215	\$1,665	\$1,195	\$1,105	\$17,000
5210 Photo Development	\$27,567	\$1,133	\$683	\$633	\$683	\$883	\$1,433	\$1,133	\$1,683	\$1,633	\$6,033	\$10,785	\$852	\$27,567
5215 Video Development	\$67,100	\$3,883	\$3,883	\$3,883	\$3,883	\$3,883	\$3,883	\$3,883	\$13,883	\$3,883	\$13,883	\$4,133	\$4,137	\$67,100
5220 Advertising	\$68,500	\$7,250	\$6,250	\$5,250	\$7,750	\$3,250	\$5,250	\$4,750	\$9,750	\$3,250	\$5,250	\$5,250	\$5,250	\$68,500
6100 Exhibit Design and Planning	\$16,500	\$1,375	\$1,375	\$1,375	\$1,375	\$1,375	\$1,375	\$1,375	\$1,375	\$1,375	\$1,375	\$1,375	\$1,375	\$16,500
6115 Exhibits Supplies	\$13,710	\$1,479	\$1,378	\$1,075	\$1,075	\$1,075	\$1,075	\$1,175	\$1,075	\$1,075	\$1,075	\$1,075	\$1,078	\$13,710
6120 Exhibit Maintenance/Repair	\$6,700	\$633	\$533	\$533	\$533	\$633	\$533	\$533	\$533	\$633	\$533	\$533	\$537	\$6,700
6125 Exhibit Construction	\$219,300	\$1,716	\$416	\$416	\$416	\$416	\$1,416	\$2,416	\$10,416	\$20,416	\$40,416	\$60,416	\$80,424	\$219,300
6130 Cost of Goods Sold-Store	\$77,280	\$7,185	\$8,886	\$4,000	\$6,066	\$7,313	\$7,085	\$3,239	\$4,820	\$5,714	\$7,729	\$7,259	\$7,984	\$77,280
6135 Freight In-Inventory	\$2,160	\$215	\$269	\$116	\$165	\$142	\$170	\$89	\$140	\$168	\$231	\$216	\$239	\$2,160
6140 Museum Wharf Operations	\$257,800	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,487	\$257,800
6145 Museum Wharf Mortgage	\$154,177	\$13,108	\$13,061	\$13,013	\$12,966	\$12,919	\$12,872	\$12,824	\$12,777	\$12,730	\$12,683	\$12,636	\$12,588	\$154,177
6150 Shortage/Overage														\$0
6155 Interest														\$0
6160 Project Personnel	\$52,266	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$24,766	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$52,266
6165 Other Expense	\$77,000	\$1,709	\$982	\$982	\$982	\$2,482	\$3,982	\$982	\$5,982	\$10,982	\$10,982	\$25,982	\$10,971	\$77,000
7100 Depreciation-Plant														\$0
7200 Depreciation-Exhibits														\$0
7300 Depreciation-Equipment														\$0
7400 Depreciation-Capital Improvements														\$0
<b>TOTAL EXPENSE</b>	<b>\$2,747,616</b>	<b>\$200,144</b>	<b>\$207,709</b>	<b>\$204,507</b>	<b>\$198,147</b>	<b>\$199,871</b>	<b>\$222,041</b>	<b>\$187,956</b>	<b>\$222,561</b>	<b>\$223,748</b>	<b>\$264,821</b>	<b>\$320,308</b>	<b>\$295,803</b>	<b>\$2,747,616</b>

EY90 MASTER

ACCT#ACCOUNT NAME

ANNUAL JUL AUG SEP OCT NOV DEC JAN FEB MAR APR MAY JUN ANNUAL

NET

\$10,856 -\$84,760 -\$73,446 -\$97,369 -\$51,267 \$97,258 -\$43,445 \$333,796 \$61,220 \$128,062 -\$48,733 -\$101,459 -\$109,001 \$10,856

FY90 OPERATING

ACCT#ACCOUNT NAME	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	ANNUAL
3110 Corporate Contributions-Restricted	\$257,513	\$19,382	\$22,500	\$25,881	\$20,000	\$0	\$0	\$118,500	\$32,500	\$0	\$0	\$0	\$18,750	\$257,513
3115 Government Contributions-Restricted	\$32,957					\$6,542		\$7,000			\$9,000		\$10,415	\$32,957
3120 Foundation Contributions-Restricted														\$0
3130 Individual Contributions-Restricted	\$95,000								\$22,500	\$55,000	\$17,500			\$95,000
3210 Corporate Contributions-Unrestricted	\$50,000		\$2,500	\$2,500	\$5,000	\$5,000	\$5,000	\$7,500	\$10,000	\$10,000			\$2,500	\$50,000
3215 Government Contributions-Unrestricted	\$10,000										\$5,000	\$5,000		\$10,000
3220 Foundation Contributions-Unrestricted	\$50,000		\$2,500	\$2,500	\$5,000	\$5,000	\$5,000	\$7,500	\$10,000	\$10,000			\$2,500	\$50,000
3230 Individual Contributions-Unrestricted	\$103,000	\$1,000	\$1,500	\$1,000	\$3,500	\$27,000	\$22,500	\$5,000	\$4,000	\$1,500	\$5,000	\$15,000	\$16,000	\$103,000
3235 Poster Sales	\$4,000	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$337	\$4,000
3510 Individual Memberships	\$59,500	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,958	\$4,962	\$59,500
3520 Corporate Memberships	\$211,150	\$16,679	\$18,679	\$17,679	\$18,679	\$17,679	\$19,679	\$16,679	\$16,679	\$17,679	\$16,679	\$17,679	\$16,681	\$211,150
3530 Library Memberships	\$16,000	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,337	\$16,000
3550 Matching Memberships	\$6,000	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
3610 Admissions	\$291,629	\$39,513	\$46,212	\$19,634	\$19,867	\$20,386	\$14,837	\$14,489	\$22,036	\$21,100	\$24,632	\$25,170	\$23,753	\$291,629
3710 Functions Income	\$92,340	\$12,850	\$10,855	\$6,560	\$8,740	\$6,560	\$12,845	\$5,450	\$3,330	\$6,560	\$4,390	\$7,620	\$6,580	\$92,340
3720 Caterers Income	\$8,660	\$1,080	\$1,095	\$640	\$910	\$640	\$1,200	\$450	\$270	\$640	\$360	\$830	\$545	\$8,660
3740 Photo Rental	\$4,000	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$333	\$337	\$4,000
3750 Video Rental	\$1,000	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$87	\$1,000
3760 Program Income	\$200	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$13	\$200
3770 Research Fees	\$1,800	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
3790 Other Rental Income	\$15,000	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$15,000
3810 Store Sales	\$143,956	\$14,370	\$17,912	\$7,734	\$10,987	\$9,436	\$11,361	\$5,948	\$9,320	\$11,185	\$15,381	\$14,404	\$15,918	\$143,956
3820 Mail Order Sales	\$17,050	\$600	\$600	\$600	\$1,650	\$5,800	\$3,400	\$800	\$720	\$720	\$720	\$720	\$720	\$17,050
3830 Shipping Reimbursements	\$2,217	\$78	\$78	\$78	\$215	\$754	\$442	\$104	\$94	\$94	\$94	\$94	\$92	\$2,217
3910 Interest Income	\$9,000	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$9,000
3920 Investment Income														\$0
3930 Gain/Loss on Securities														\$0
3990 Miscellaneous Income	\$1,500	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$125	\$1,500
<b>TOTAL INCOME</b>	<b>\$1,483,472</b>	<b>\$115,384</b>	<b>\$134,263</b>	<b>\$94,638</b>	<b>\$104,380</b>	<b>\$114,629</b>	<b>\$106,096</b>	<b>\$199,252</b>	<b>\$141,281</b>	<b>\$144,310</b>	<b>\$108,588</b>	<b>\$96,349</b>	<b>\$124,302</b>	<b>\$1,483,472</b>

FY90 OPERATING

ACCT#ACCOUNT NAME	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	ANNUAL
4005 Salaries/Wages	\$782,547	\$65,322	\$66,007	\$64,643	\$65,161	\$65,351	\$65,336	\$64,741	\$64,151	\$64,533	\$65,090	\$65,640	\$66,572	\$782,547
4010 FICA-Employer	\$50,970	\$4,305	\$4,084	\$4,012	\$3,728	\$3,586	\$3,536	\$4,595	\$4,562	\$4,566	\$4,626	\$4,643	\$4,727	\$50,970
4015 Unemployment-Insurance	\$4,692	\$406	\$389	\$389	\$389	\$389	\$389	\$389	\$390	\$390	\$389	\$389	\$394	\$4,692
4020 Contract Personnel	\$48,248	\$3,636	\$4,756	\$3,686	\$4,106	\$3,686	\$4,806	\$3,406	\$3,126	\$3,686	\$5,826	\$5,426	\$2,102	\$48,248
4025 Temporaries	\$4,152	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$346	\$4,152
4105 Health Insurance	\$46,148	\$3,586	\$3,586	\$3,586	\$3,606	\$3,606	\$3,606	\$3,606	\$4,192	\$4,192	\$4,191	\$4,191	\$4,200	\$46,148
4110 Dental Insurance	\$2,758	\$210	\$210	\$211	\$211	\$211	\$211	\$211	\$257	\$257	\$257	\$256	\$256	\$2,758
4115 Life Insurance	\$3,648	\$304	\$304	\$304	\$304	\$304	\$304	\$304	\$304	\$304	\$304	\$304	\$304	\$3,648
4120 Workers Compensation Insurance	\$5,924	\$485	\$486	\$488	\$490	\$490	\$492	\$494	\$494	\$497	\$499	\$505	\$504	\$5,924
4125 Seminars/Continuing Education	\$5,875	\$411	\$403	\$668	\$668	\$668	\$668	\$403	\$403	\$403	\$578	\$303	\$299	\$5,875
4130 Other Fringe Benefits	\$2,000		\$250			\$750	\$750			\$250				\$2,000
5100 Telephone	\$22,500	\$1,815	\$1,815	\$1,815	\$1,815	\$1,814	\$1,814	\$1,814	\$1,814	\$1,931	\$2,064	\$2,064	\$1,925	\$22,500
5115 Office Supplies	\$15,400	\$1,291	\$1,283	\$1,283	\$1,283	\$1,282	\$1,282	\$1,282	\$1,282	\$1,281	\$1,281	\$1,281	\$1,289	\$15,400
5120 Photocopying	\$6,404	\$519	\$519	\$519	\$519	\$594	\$514	\$514	\$594	\$519	\$519	\$509	\$565	\$6,404
5125 Postage & Mailing	\$24,531	\$1,360	\$1,627	\$3,275	\$2,937	\$1,370	\$2,182	\$2,015	\$2,977	\$1,360	\$1,177	\$3,112	\$1,139	\$24,531
5130 Office Services	\$5,000	\$417	\$417	\$417	\$417	\$418	\$418	\$418	\$418	\$417	\$417	\$421	\$405	\$5,000
5135 Office Equipment Maintenance/Repair	\$7,000	\$581	\$581	\$581	\$581	\$580	\$580	\$580	\$580	\$581	\$581	\$583	\$611	\$7,000
5140 Insurance	\$29,825	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,485	\$2,490	\$29,825
5145 Fees/Commissions	\$23,377	\$749	\$5,820	\$10,616	\$682	\$651	\$689	\$581	\$648	\$686	\$769	\$755	\$731	\$23,377
5150 Legal/Accounting	\$23,500	\$378	\$378	\$378	\$378	\$2,878	\$378	\$378	\$2,878	\$378	\$378	\$383	\$14,337	\$23,500
5155 Shipping & Delivery	\$16,114	\$1,065	\$1,378	\$1,065	\$1,475	\$1,649	\$1,748	\$1,183	\$1,379	\$1,076	\$1,489	\$1,182	\$1,425	\$16,114
5160 Computer Resource Service	\$22,025	\$1,835	\$1,835	\$1,835	\$1,835	\$1,835	\$1,835	\$1,835	\$1,835	\$1,835	\$1,839	\$1,839	\$1,832	\$22,025
5165 Mailing Services	\$16,020	\$1,103	\$1,228	\$2,103	\$1,378	\$1,153	\$1,653	\$1,478	\$1,303	\$1,153	\$1,003	\$1,466	\$999	\$16,020
5170 Subscriptions/Dues	\$8,235	\$776	\$901	\$641	\$606	\$606	\$801	\$701	\$576	\$576	\$826	\$606	\$619	\$8,235
5175 Equipment Rental	\$2,500	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$850	\$750	\$0	\$2,500
5180 General & Administrative	-\$65,220	-\$5,436	-\$5,436	-\$5,436	-\$5,436	-\$5,436	-\$5,436	-\$5,436	-\$5,436	-\$5,436	-\$5,436	-\$5,436	-\$5,424	-\$65,220
5185 Storage Fees														\$0
5190 Graphic Design/Typeset	\$17,450	\$534	\$2,163	\$1,038	\$2,038	\$1,538	\$2,538	\$663	\$1,038	\$2,850	\$1,850	\$350	\$850	\$17,450
5195 Printing	\$29,100	\$1,052	\$7,681	\$7,806	\$1,056	\$1,056	\$1,056	\$1,381	\$1,056	\$3,368	\$1,868	\$868	\$852	\$29,100
5200 Meals/Food	\$45,050	\$1,624	\$1,624	\$1,624	\$1,624	\$2,624	\$1,624	\$1,624	\$2,624	\$1,624	\$1,628	\$24,393	\$2,413	\$45,050
5205 Travel Expenses	\$6,950	\$1,328	\$428	\$428	\$428	\$528	\$428	\$1,328	\$428	\$328	\$578	\$308	\$412	\$6,950
5210 Photo Development	\$5,400	\$799	\$349	\$299	\$349	\$549	\$599	\$299	\$349	\$299	\$699	\$451	\$359	\$5,400
5215 Video Development	\$600	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600
5220 Advertising	\$68,000	\$7,250	\$6,250	\$5,250	\$7,750	\$3,250	\$5,250	\$4,250	\$9,750	\$3,250	\$5,250	\$5,250	\$5,250	\$68,000
6100 Exhibit Design and Planning	\$1,000	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$87	\$1,000
6115 Exhibits Supplies	\$11,710	\$1,313	\$1,212	\$909	\$909	\$909	\$909	\$1,009	\$909	\$909	\$909	\$909	\$904	\$11,710
6120 Exhibit Maintenance/Repair	\$6,700	\$633	\$533	\$533	\$533	\$633	\$533	\$533	\$533	\$633	\$533	\$533	\$537	\$6,700
6125 Exhibit Construction	\$2,300	\$1,383	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$87	\$2,300
6130 Cost of Goods Sold-Store	\$77,280	\$7,185	\$8,886	\$4,000	\$6,066	\$7,313	\$7,085	\$3,239	\$4,820	\$5,714	\$7,729	\$7,259	\$7,984	\$77,280
6135 Freight In-Inventory	\$2,160	\$215	\$269	\$116	\$165	\$142	\$170	\$89	\$140	\$168	\$231	\$216	\$239	\$2,160
6140 Museum Wharf Operations	\$257,800	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,483	\$21,487	\$257,800
6145 Museum Wharf Mortgage														\$0
6150 Shortage/Overage														\$0
6155 Interest														\$0
6160 Project Personnel	\$22,266						\$22,266							\$22,266
6165 Other Expense	\$23,500	\$1,584	\$584	\$584	\$584	\$1,084	\$584	\$584	\$584	\$584	\$584	\$15,584	\$576	\$23,500
7100 Depreciation-Plant														\$0
7200 Depreciation-Exhibits														\$0
7300 Depreciation-Equipment														\$0
7400 Depreciation-Capital Improvements														\$0
<b>TOTAL EXPENSE</b>	<b>\$1,691,439</b>	<b>\$134,565</b>	<b>\$147,430</b>	<b>\$144,296</b>	<b>\$133,265</b>	<b>\$132,691</b>	<b>\$156,228</b>	<b>\$125,121</b>	<b>\$135,588</b>	<b>\$129,792</b>	<b>\$135,906</b>	<b>\$171,823</b>	<b>\$144,734</b>	<b>\$1,691,439</b>

FY90 OPERATING

ACCT#ACCOUNT NAME

ANNUAL JUL AUG SEP OCT NOV DEC JAN FEB MAR APR MAY JUN ANNUAL

NET

-\$207,967 -\$19,181 -\$13,167 -\$49,658 -\$28,885 -\$18,062 -\$50,132 \$74,131 \$5,693 \$14,518 -\$27,318 -\$75,474 -\$20,432 -\$207,967



EY90 CAPITAL

ACCT#ACCOUNT NAME	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	ANNUAL
3110 Corporate Contributions-Restricted	\$325,000				\$5,000	\$105,000	\$10,000	\$10,000	\$20,000	\$125,000	\$25,000	\$20,000	\$5,000	\$325,000
3115 Government Contributions-Restricted														\$0
3120 Foundation Contributions-Restricted														\$0
3130 Individual Contributions-Restricted	\$500,000			\$12,500	\$12,500	\$52,500	\$12,500	\$262,500	\$52,500	\$12,500	\$12,500	\$57,500	\$12,500	\$500,000
3210 Corporate Contributions-Unrestricted	\$225,000						\$25,000	\$25,000	\$35,000	\$35,000	\$35,000	\$35,000	\$35,000	\$225,000
3215 Government Contributions-Unrestricted														\$0
3220 Foundation Contributions-Unrestricted														\$0
3230 Individual Contributions-Unrestricted	\$225,000				\$25,000	\$25,000	\$25,000	\$25,000	\$35,000	\$35,000	\$35,000	\$10,000	\$10,000	\$225,000
3235 Poster Sales														\$0
3510 Individual Memberships														\$0
3520 Corporate Memberships														\$0
3530 Library Memberships														\$0
3550 Matching Memberships														\$0
3610 Admissions														\$0
3710 Functions Income														\$0
3720 Caterers Income														\$0
3740 Photo Rental														\$0
3750 Video Rental														\$0
3760 Program Income														\$0
3770 Research Fees														\$0
3790 Other Rental Income														\$0
3810 Store Sales														\$0
3820 Mail Order Sales														\$0
3830 Shipping Reimbursements														\$0
3910 Interest Income														\$0
3920 Investment Income														\$0
3930 Gain/Loss on Securities														\$0
3990 Miscellaneous Income														\$0
<b>TOTAL INCOME</b>	<b>\$1,275,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$12,500</b>	<b>\$42,500</b>	<b>\$182,500</b>	<b>\$72,500</b>	<b>\$322,500</b>	<b>\$142,500</b>	<b>\$207,500</b>	<b>\$107,500</b>	<b>\$122,500</b>	<b>\$62,500</b>	<b>\$1,275,000</b>

FY90 CAPITAL

ACCT#ACCOUNT NAME	ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	ANNUAL
4005 Salaries/Wages	\$282,032	\$30,319	\$22,800	\$22,800	\$22,893	\$22,893	\$22,893	\$22,697	\$22,807	\$22,807	\$23,043	\$23,040	\$23,040	\$282,032
4010 FICA-Employer	\$18,217	\$2,243	\$1,244	\$1,244	\$1,169	\$994	\$994	\$1,705	\$1,714	\$1,714	\$1,732	\$1,732	\$1,732	\$18,217
4015 Unemployment-Insurance	\$1,062	\$116	\$86	\$86	\$86	\$86	\$86	\$86	\$86	\$86	\$86	\$86	\$86	\$1,062
4020 Contract Personnel	\$15,000		\$3,000	\$3,000	\$3,000	\$3,000	\$3,000							\$15,000
4025 Temporaries														\$0
4105 Health Insurance	\$18,772	\$1,446	\$1,446	\$1,446	\$1,446	\$1,446	\$1,446	\$1,446	\$1,730	\$1,730	\$1,730	\$1,730	\$1,730	\$18,772
4110 Dental Insurance	\$972	\$76	\$76	\$76	\$76	\$76	\$76	\$76	\$88	\$88	\$88	\$88	\$88	\$972
4115 Life Insurance	\$1,428	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$1,428
4120 Workers Compensation Insurance	\$2,280	\$231	\$183	\$183	\$183	\$183	\$183	\$188	\$188	\$188	\$190	\$190	\$190	\$2,280
4125 Seminars/Continuing Education														\$0
4130 Other Fringe Benefits														\$0
5100 Telephone	\$6,000	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
5115 Office Supplies	\$1,800	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
5120 Photocopying	\$500	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$38	\$500
5125 Postage & Mailing	\$500	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$38	\$500
5130 Office Services														\$0
5135 Office Equipment Maintenance/Repair														\$0
5140 Insurance														\$0
5145 Fees/Commissions	\$2,500	\$83	\$83	\$233	\$233	\$233	\$233	\$233	\$233	\$233	\$233	\$233	\$237	\$2,500
5150 Legal/Accounting														\$0
5155 Shipping & Delivery	\$6,500	\$291	\$291	\$291	\$2,291	\$291	\$291	\$791	\$291	\$291	\$791	\$291	\$299	\$6,500
5160 Computer Resource Service	\$3,670	\$306	\$306	\$306	\$306	\$306	\$306	\$306	\$306	\$306	\$306	\$306	\$304	\$3,670
5165 Mailing Services														\$0
5170 Subscriptions/Dues	\$250			\$100	\$100	\$50								\$250
5175 Equipment Rental														\$0
5180 General & Administrative	\$65,220	\$5,436	\$5,436	\$5,436	\$5,436	\$5,436	\$5,436	\$5,436	\$5,436	\$5,436	\$5,436	\$5,436	\$5,424	\$65,220
5185 Storage Fees														\$0
5190 Graphic Design/Typeset	\$43,000	\$834	\$834	\$834	\$3,334	\$1,834	\$2,334	\$2,834	\$3,834	\$5,834	\$5,834	\$10,834	\$3,826	\$43,000
5195 Printing	\$5,000					\$5,000								\$5,000
5200 Meals/Food	\$10,080	\$767	\$837	\$767	\$767	\$837	\$767	\$817	\$887	\$917	\$967	\$1,037	\$713	\$10,080
5205 Travel Expenses	\$10,050	\$887	\$887	\$687	\$887	\$887	\$687	\$687	\$887	\$887	\$1,087	\$887	\$693	\$10,050
5210 Photo Development	\$22,167	\$334	\$334	\$334	\$334	\$334	\$834	\$834	\$1,334	\$1,334	\$5,334	\$10,334	\$493	\$22,167
5215 Video Development	\$66,500	\$3,833	\$3,833	\$3,833	\$3,833	\$3,833	\$3,833	\$3,833	\$13,833	\$3,833	\$13,833	\$4,083	\$4,087	\$66,500
5220 Advertising	\$500							\$500						\$500
6100 Exhibit Design and Planning	\$15,500	\$1,292	\$1,292	\$1,292	\$1,292	\$1,292	\$1,292	\$1,292	\$1,292	\$1,292	\$1,292	\$1,292	\$1,288	\$15,500
6115 Exhibits Supplies	\$2,000	\$166	\$166	\$166	\$166	\$166	\$166	\$166	\$166	\$166	\$166	\$166	\$174	\$2,000
6120 Exhibit Maintenance/Repair														\$0
6125 Exhibit Construction	\$217,000	\$333	\$333	\$333	\$333	\$333	\$1,333	\$2,333	\$10,333	\$20,333	\$40,333	\$60,333	\$80,337	\$217,000
6130 Cost of Goods Sold-Store														\$0
6135 Freight In-Inventory														\$0
6140 Museum Wharf Operations														\$0
6145 Museum Wharf Mortgage	\$154,177	\$13,108	\$13,061	\$13,013	\$12,966	\$12,919	\$12,872	\$12,824	\$12,777	\$12,730	\$12,683	\$12,636	\$12,588	\$154,177
6150 Shortage/Overage														\$0
6155 Interest														\$0
6160 Project Personnel	\$30,000	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
6165 Other Expense	\$53,500	\$125	\$398	\$398	\$398	\$1,398	\$3,398	\$398	\$5,398	\$10,398	\$10,398	\$10,398	\$10,395	\$53,500
7100 Depreciation-Plant														\$0
7200 Depreciation-Exhibits														\$0
7300 Depreciation-Equipment														\$0
7400 Depreciation-Capital Improvements														\$0
TOTAL EXPENSE	\$1,056,177	\$65,579	\$60,279	\$60,211	\$64,882	\$67,180	\$65,813	\$62,835	\$86,973	\$93,956	\$128,915	\$148,485	\$151,069	\$1,056,177

EY90 CAPITAL

ACCT#ACCOUNT NAME

ANNUAL	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	ANNUAL
\$218,823	-\$65,579	-\$60,279	-\$47,711	-\$22,382	\$115,320	\$6,687	\$259,665	\$55,527	\$113,544	-\$21,415	-\$25,985	-\$88,569	\$218,823

NET

THE COMPUTER MUSEUM INC  
BUDGET FLUX

3/31

	FY89 BUDGET	FY89 PROJECTED	FY89 DEC PROPOSAL	FY90 BUDGET	FY90 DEC PROPOSAL
<b>OPERATING:</b>					
REVENUE	\$1,102,932	\$1,097,578	\$1,038,000	\$1,483,472	\$1,209,000
EXPENSE	\$1,433,268	\$1,469,709	\$1,333,000	\$1,691,439	\$1,399,000
NET	-\$330,336	-\$372,131	-\$295,000	-\$207,967	-\$190,000
<b>CAPITAL:</b>					
REVENUE	\$1,169,000	\$469,880	\$769,000	\$1,275,000	\$781,000
EXPENSE	\$810,386	\$559,045	\$444,000	\$1,056,177	\$453,000
NET	\$358,614	-\$89,165	\$325,000	\$218,823	\$328,000
<b>COMBINED:</b>					
REVENUE	\$2,271,932	\$1,567,458	\$1,807,000	\$2,758,472	\$1,990,000
EXPENSE	\$2,243,654	\$2,028,754	\$1,777,000	\$2,747,616	\$1,852,000
NET	\$28,278	-\$461,296	\$30,000	\$10,856	\$138,000

NOTES:

- 1) FY89 PROJECTION DOES NOT INCLUDE RESTRICTED BALANCES FROM OPERATING AND CAPITAL ACCOUNTS, DEPRECIATION, AND ACCRUALS (VACATION).
- 2) CASH BALANCE AT 4-30-89 IS 307K.
- 3) DEC PROPOSAL DATED 1-28-88; FY89 & FY90 DOES NOT INCLUDE 204K IN INTEREST EXPENSE.
- 4) CAPITAL EXHIBITS INCLUDED IN THE ABOVE PROJECTION AND BUDGET.

OPERATING:

REVENUE	\$1,102,932	\$1,097,578	\$1,038,000	\$1,483,472	\$1,209,000
EXPENSE	\$1,433,268	\$1,469,709	\$1,333,000	\$1,691,439	\$1,399,000
NET	-\$330,336	-\$372,131	-\$295,000	-\$207,967	-\$190,000

CAPITAL W/O EXHIBITS:

REVENUE	\$769,000	\$398,880	\$769,000	\$700,000	\$781,000
EXPENSE	\$485,386	\$488,045	\$444,000	\$562,260	\$453,000
NET	\$283,614	-\$89,165	\$325,000	\$137,740	\$328,000

COMBINED:

REVENUE	\$1,871,932	\$1,496,458	\$1,807,000	\$2,183,472	\$1,990,000
EXPENSE	\$1,918,654	\$1,957,754	\$1,777,000	\$2,253,699	\$1,852,000
NET	-\$46,722	-\$461,296	\$30,000	-\$70,227	\$138,000

NOTE:

- 1) CAPITAL EXHIBIT REVENUE AND EXPENSE EXCLUDED FROM THE ABOVE.
- 2) DEC PROPOSAL DATED 1-28-88; FY89 & FY90 DOES NOT INCLUDE 204K IN INTEREST EXPENSE.

THE COMPUTER MUSEUM INC  
OPERATING FUND BUDGET TRACKING SHEET

3/31

	FY 89 BUDGET	FY 89 PROJECTED	FY89 DEC PROPOSAL	FY90 BUDGET	FY90 DEC PROPOSAL
<b>REVENUES</b>					
UNRESTRICTED CONTRIBUTIONS	\$83,000	\$171,500	\$163,000	\$217,000	\$100,000
RESTRICTED CONTRIBUTIONS	\$225,000	\$255,500	\$75,000	\$385,470	\$183,000
CORPORATE MEMBERSHIPS	\$172,500	\$142,900	\$181,000	\$188,150	\$199,000
INDIVIDUAL MEMBERSHIPS	\$82,500	\$55,500	\$79,000	\$81,500	\$95,000
ADMISSIONS	\$238,000	\$221,152	\$254,000	\$291,629	\$314,000
STORE	\$159,382	\$115,753	\$160,000	\$163,223	\$179,000
FUNCTIONS	\$106,000	\$98,500	\$79,000	\$124,000	\$87,000
OTHER	\$36,550	\$42,773	\$47,000	\$32,500	\$52,000
GAIN/LOSS ON SECURITIES	\$0	-\$6,000	\$0	\$0	\$0
<b>TOTAL OPERATING REVENUES</b>	<b>\$1,102,932</b>	<b>\$1,097,578</b>	<b>\$1,038,000</b>	<b>\$1,483,472</b>	<b>\$1,209,000</b>
<b>EXPENSES</b>					
<b>EXHIBITS &amp; EDUCATION</b>					
DEPT 115 SITES	\$20,824	\$16,702		\$0	
DEPT 160 EXHIBIT MAINTENANCE	\$73,886	\$58,886		\$44,801	
DEPT 161 SALARY POOL	\$2,478	\$914		\$0	
DEPT 170 KITS	\$0	\$0		\$1,347	
DEPT 310 GENERAL EDUCATION	\$54,972	\$31,972		\$67,150	
DEPT 320 OUTREACH	\$1,360	\$1,360		\$500	
DEPT 330 PC RESOURCE CENTER	\$0	\$3,167		\$0	
DEPT 340 MASS COUNCIL	\$0	\$11,548		\$2,500	
DEPT 360 PUBLIC PROGRAMS	\$6,100	\$3,100		\$6,076	
DEPT 510 COLLECTIONS	\$37,234	\$37,234		\$40,040	
DEPT 520 CONSERVATION GRANT	\$0	\$5,196		\$500	
DEPT 530 SIGGRAPH	\$40,000	\$45,000		\$22,266	
DEPT 940 OPERATIONS	\$135,952	\$135,952		\$166,115	
<b>TOTAL EXHIBITS &amp; EDUCATION</b>	<b>\$372,806</b>	<b>\$351,031</b>	<b>\$322,000</b>	<b>\$351,295</b>	<b>\$338,000</b>
<b>MARKETING &amp; MEMBERSHIPS</b>					
DEPT 210 PUBLICITY	\$72,136	\$72,136		\$119,047	
DEPT 240 PROMOTIONS	\$83,185	\$89,313		\$105,742	
DEPT 241 SALARY POOL	\$5,689	\$2,365		\$0	
DEPT 250 NEWSLETTERS	\$4,800	\$4,800		\$5,200	
DEPT 260 ANNUAL REPORT	\$3,170	\$6,148		\$4,300	
DEPT 810 CORPORATE MEMBERSHIPS	\$9,740	\$9,740		\$28,489	
DEPT 820 INDIVIDUAL MEMBERSHIPS	\$28,343	\$32,543		\$35,311	
DEPT 830 MEMBERSHIP DEVELOPMENT	\$5,050	\$73		\$0	
<b>TOTAL MARKETING &amp; MEMBERSHIPS</b>	<b>\$212,113</b>	<b>\$217,118</b>	<b>\$174,000</b>	<b>\$298,089</b>	<b>\$183,000</b>
<b>MANAGEMENT &amp; GENERAL</b>					
DEPT 910 GENERAL ADMINISTRATION	\$80,227	\$96,201		\$118,635	
DEPT 911 SALARY POOL	\$2,408	\$1,037		\$0	
DEPT 920 BOARD	\$23,625	\$23,625		\$22,100	
DEPT 930 EXECUTIVE OFFICE	\$226,880	\$248,840		\$263,460	
DEPT 931 SALARY POOL	\$5,913	\$1,594		\$0	

THE COMPUTER MUSEUM INC  
OPERATING FUND BUDGET TRACKING SHEET

	FY 89 BUDGET	FY 89 PROJECTED	FY89 DEC PROPOSAL	FY90 BUDGET	FY90 DEC PROPOSAL
TOTAL MANAGEMENT & GENERAL	\$339,053	\$371,297	\$366,000	\$404,195	\$384,000
FUNDRAISING					
DEPT 710 GENERAL DEVELOPMENT	\$3,635	\$3,635		\$28,542	
DEPT 720 BREAKFAST SEMINARS	\$10,050	\$10,590		\$19,800	
DEPT 730 ANNUAL FUND	\$8,972	\$8,972		\$14,534	
DEPT 740 COMPUTER BOWL	\$34,555	\$77,782		\$0	
DEPT 750 COMPUTER BOWL 90	\$0	\$2,500		\$86,750	
TOTAL FUNDRAISING	\$57,212	\$103,479	\$37,000	\$149,626	\$39,000
STORE					
DEPT 410 STORE SALES	\$140,025	\$109,065		\$143,753	
DEPT 420 CATALOG SALES	\$18,876	\$12,911		\$16,653	
TOTAL STORE	\$158,901	\$121,976	\$143,000	\$160,406	\$152,000
FUNCTIONS	\$56,383	\$62,157	\$41,000	\$70,028	\$43,000
MUSEUM WHARF OPERATIONS	\$236,800	\$242,651	\$250,000	\$257,800	\$260,000
TOTAL OPERATING EXPENSES	\$1,433,268	\$1,469,709	\$1,333,000	\$1,691,439	\$1,399,000
NET	-\$330,336	-\$372,131	-\$295,000	-\$207,967	-\$190,000

NOTES:

1) THE DEC PROPOSAL DATED 1-28-88

2) FY89 PROJECTION DOES NOT INCLUDE RESTRICTED BALANCES, ACCRUALS(VACATION), OR DEPRECIATION.

THE COMPUTER MUSEUM INC  
CAPITAL FUND TRACKING SHEET

3/31

	FY 89 BUDGET	FY 89 PROJECTED	FY 89 DEC PROPOSAL	FY 90 BUDGET	FY 90 DEC PROPOSAL
<b>REVENUE</b>					
CONTRIBUTIONS	\$769,000	\$398,912	\$769,000	\$700,000	\$781,000
EXHIBIT FUNDING	\$400,000	\$70,968	\$0	\$575,000	\$0
<b>TOTAL CAPITAL REVENUE</b>	<b>\$1,169,000</b>	<b>\$469,880</b>	<b>\$769,000</b>	<b>\$1,275,000</b>	<b>\$781,000</b>
<b>EXPENSE</b>					
<b>EXHIBITS</b>					
DEPT 660 GRAPHICS GALLERY	\$0	\$25,700		\$0	
DEPT 675 WALK THROUGH	\$0	\$12,000		\$373,695	
DEPT 690 MILESTONES	\$0	\$33,268		\$120,222	
<b>TOTAL EXHIBITS EXPENSE</b>	<b>\$325,000</b>	<b>\$70,968</b>	<b>\$0</b>	<b>\$493,917</b>	<b>\$0</b>
<b>EXHIBIT ADMINISTRATION</b>					
DEPT 620 EXHIBIT PLAN/DEVELOPMENT	\$147,930	\$165,996		\$223,510	
DEPT 630 EXHIBIT ENHANCEMENT	\$57,543	\$33,082		\$79,541	
<b>TOTAL EXHIBIT ADMINISTRATION</b>	<b>\$205,473</b>	<b>\$199,078</b>	<b>\$193,000</b>	<b>\$303,051</b>	<b>\$203,000</b>
<b>FUNDRAISING</b>					
DEPT 610 CAPITAL CAMPAIGN	\$109,906	\$124,572		\$105,032	
DEPT 611 SALARY POOL	\$2,164	\$979		\$0	
DEPT 612 SALARY POOL	\$6,325	\$1,930		\$0	
<b>TOTAL FUNDRAISING</b>	<b>\$118,395</b>	<b>\$127,481</b>	<b>\$86,000</b>	<b>\$105,032</b>	<b>\$90,000</b>
MUSEUM WHARF MORTGAGE	\$161,518	\$161,518	\$165,000	\$154,177	\$160,000
<b>TOTAL CAPITAL EXPENSE</b>	<b>\$810,386</b>	<b>\$559,045</b>	<b>\$444,000</b>	<b>\$1,056,177</b>	<b>\$453,000</b>
<b>NET</b>	<b>\$358,614</b>	<b>-\$89,165</b>	<b>\$325,000</b>	<b>\$218,823</b>	<b>\$328,000</b>

NOTE:

- 1) DEC PROPOSAL DATED 1-28-88
- 2) THE DEC PROPOSAL FIGURES EXCLUDES THE INTEREST EXPENSE OF 204K, AND ANY DIRECT EXHIBIT EXPENSE.
- 3) FY89 PROJECTION DOES NOT INCLUDE RESTRICTED BALANCES OR ACCRUALS (VACATION).
- 4) FY90 BUDGET DOES NOT INCLUDE RETROACTIVE SALARY ADJUSTMENTS TO EXHIBIT ACCOUNTS.

5/19/89

CASH FLOW PROJECTION REPORT FOR DEPARTMENTS 100-999

ACCT	ACCOUNT NAME	YTD TOTALS	MAY PROJ	JUN PROJ	FY89 TOTAL	JUL BUDGET	AUG BUDGET	SEP BUDGET	OCT BUDGET	NOV BUDGET	DEC BUDGET	JAN BUDGET	FEB BUDGET	MAR BUDGET	APR BUDGET	Total 12 Month	
5175	Equipment Rental	534	188	187	909	100	100	100	100	100	100	100	100	100	850	2125	FY89 Projection & FY90 Budget
5190	Graphic Design/Typeset	16437	1221	771	18429	1368	2997	1872	5372	3372	4872	3497	4872	8684	7684	46582	FY89 Projection & FY90 Budget
5195	Printing	36267	1106	607	37980	1052	7681	7806	1056	6056	1056	1381	1056	3368	1868	34093	FY89 Projection & FY90 Budget
5200	Meals/Food	30781	2273	1262	34316	2391	2461	2391	2391	3461	2391	2441	3511	2541	2595	30109	FY89 Projection & FY90 Budget
5205	Travel Expenses	4447	422	598	5467	2215	1315	1115	1315	1415	1115	2015	1315	1215	1665	15720	FY89 Projection & FY90 Budget
5210	Photo Development	3653	295	245	4193	1133	683	633	683	883	1433	1133	1683	1633	6033	16470	FY89 Projection & FY90 Budget
5215	Video Development	204	49	41	294	3883	3883	3883	3883	3883	3883	3883	13883	3883	13883	58920	FY89 Projection & FY90 Budget
5220	Advertising	43281	4716	4587	52584	7250	6250	5250	7750	3250	5250	4750	9750	3250	5250	67303	FY89 Projection & FY90 Budget
6100	Exhibit Design and Plan	4677	500	0	5177	1375	1375	1375	1375	1375	1375	1375	1375	1375	1375	14250	FY89 Projection & FY90 Budget
6115	Exhibits Supplies	12607	905	905	14417	1479	1378	1075	1075	1075	1075	1175	1075	1075	1075	13367	FY89 Projection & FY90 Budget
6120	Exhibit Maintenance/Rep	4247	0	1520	5767	633	533	533	533	633	533	533	533	633	533	7150	FY89 Projection & FY90 Budget
6125	Construction	1051	100	400	1551	1716	416	416	416	416	1416	2416	10416	20416	40416	78960	FY89 Projection & FY90 Budget
6130	Cost of Goods Sold-Stor	50624	5104	5473	61201	7185	8886	4000	6066	7313	7085	3239	4820	5714	7729	72614	FY89 Projection & FY90 Budget
6135	Freight In-Inventory	1563	254	345	2162	215	269	116	165	142	170	89	140	168	231	2304	FY89 Projection & FY90 Budget
6140	Museum Wharf Operations	202385	20133	20137	242655	21483	21483	21483	21483	21483	21483	21483	21483	21483	21483	255100	FY89 Projection & FY90 Budget
6145	Museum Wharf Mortgage	134619	13202	13155	160976	13108	13061	13013	12966	12919	12872	12824	12777	12730	12683	155310	FY89 Projection & FY90 Budget
6150	Shortage/Overage	-59	0	0	-59	0	0	0	0	0	0	0	0	0	0	0	FY89 Projection & FY90 Budget
6160	Project Personnel	0	0	0	0	2500	2500	2500	2500	2500	24766	2500	2500	2500	2500	47266	FY89 Projection & FY90 Budget
6165	Other Expense	43917	22844	47510	114271	1709	982	982	982	2482	3982	982	5982	10982	10982	110401	FY89 Projection & FY90 Budget
	TOTAL EXPENSE	1629097	190100	228985	2048182	209607	205224	213970	195662	197386	231504	185471	220076	221263	262336	2561584	
	NET		-89406	-44354	-451494	-94223	-70961	-106832	-48782	99743	-52908	336281	63705	130547	-46248	76562	
	CUMULATIVE NET	-317734	-407140	-451494		-94223	-165184	-272016	-320798	-221055	-273963	62318	126023	256570	210322	286884	
	CHANGE TO WORKING CAPITAL	2938															
	CASH BALANCE	306877	217471	173117		78894	7933	-98899	-147681	-47938	-100846	235435	299140	429687	383439		



CASH FLOW PROJECTION REPORT FOR DEPARTMENTS 100-999

ACCT	ACCOUNT NAME	FY89 YTD TOTALS	FY89 MAY PROJ	FY89 JUN PROJ	FY89 YTD TOTAL	FY90 JUL BUDGET	FY90 AUG BUDGET	FY90 SEP BUDGET	FY90 OCT BUDGET	FY90 NOV BUDGET	FY90 DEC BUDGET	FY90 JAN BUDGET	FY90 FEB BUDGET	FY90 MAR BUDGET	FY90 APR BUDGET	TOTAL 12 MONTH	COMMENTS:
3110	Corporate Restricted-Co	242210	20000	0	262210	19382	22500	25881	25000	105000	10000	128500	52500	125000	25000	558763	FY89 Projection & FY90 Budget
3115	Government Restricted-Co	0	0	0	0	0	0	0	0	6542	0	7000	0	0	9000	22542	FY89 Projection & FY90 Budget
3120	Foundation Restricted C	20953	0	0	20953	0	0	0	0	0	0	0	0	0	0	0	FY89 Projection & FY90 Budget
3130	Individual Restricted C	47842	0	0	47842	0	0	12500	12500	52500	12500	262500	75000	67500	30000	525000	FY89 Projection & FY90 Budget
3210	Corporate Unrestricted	71625	2000	0	73625	0	2500	2500	5000	5000	30000	32500	45000	45000	35000	204500	FY89 Projection & FY90 Budget
3215	Government Unrestricted	0	0	11006	11006	0	0	0	0	0	0	0	0	0	5000	16006	FY89 Projection & FY90 Budget
3220	Foundation Unrestricted	0	0	0	0	0	2500	2500	5000	5000	5000	7500	10000	10000	0	47500	FY89 Projection & FY90 Budget
3230	Individual Unrestricted	348359	21000	111929	481288	1000	1500	1000	28500	52000	47500	30000	39000	36500	40000	409929	FY89 Projection & FY90 Budget
3235	Poster Sales	2636	296	296	3228	333	333	333	333	333	333	333	333	333	333	3922	FY89 Projection & FY90 Budget
3510	Individual Memberships	46643	3000	2717	52360	4958	4958	4958	4958	4958	4958	4958	4958	4958	4958	55297	FY89 Projection & FY90 Budget
3520	Corporate Memberships	132500	17133	17134	166767	16679	18679	17679	18679	17679	19679	16679	16679	17679	16679	211057	FY89 Projection & FY90 Budget
3530	Library Memberships	1000	0	0	1000	1333	1333	1333	1333	1333	1333	1333	1333	1333	1333	13330	FY89 Projection & FY90 Budget
3550	Matching Memberships	6063	0	0	6063	500	500	500	500	500	500	500	500	500	500	5000	FY89 Projection & FY90 Budget
3610	Admissions	187099	19000	19001	225100	39513	46212	19634	19867	20386	14837	14489	22036	21100	24632	280707	FY89 Projection & FY90 Budget
3710	Functions Income	61640	9300	5100	76040	12850	10855	6560	8740	6560	12845	5450	3330	6560	4390	92540	FY89 Projection & FY90 Budget
3720	Caterers Income	6914	0	400	7314	1080	1095	640	910	640	1200	450	270	640	360	7685	FY89 Projection & FY90 Budget
3740	Photo Rental	4724	333	334	5391	333	333	333	333	333	333	333	333	333	333	3997	FY89 Projection & FY90 Budget
3750	Video Rental	680	0	0	680	83	83	83	83	83	83	83	83	83	83	830	FY89 Projection & FY90 Budget
3760	Loan Fees	100	0	0	100	17	17	17	17	17	17	17	17	17	17	170	FY89 Projection & FY90 Budget
3770	Research Fees	3088	0	0	3088	150	150	150	150	150	150	150	150	150	150	1500	FY89 Projection & FY90 Budget
3790	Other Rental Income	2900	0	0	2900	1250	1250	1250	1250	1250	1250	1250	1250	1250	1250	12500	FY89 Projection & FY90 Budget
3810	Store Sales	97432	7365	7365	112162	14370	17912	7734	10987	9436	11361	5948	9320	11185	15381	128364	FY89 Projection & FY90 Budget
3820	Mail Order Sales	10504	0	0	10504	600	600	600	1650	5800	3400	800	720	720	720	15610	FY89 Projection & FY90 Budget
3830	Shipping Reimbursements	15	0	0	15	78	78	78	215	754	442	104	94	94	94	2031	FY89 Projection & FY90 Budget
3910	Interest Income	14801	1000	1000	16801	750	750	750	750	750	750	750	750	750	750	9500	FY89 Projection & FY90 Budget
3930	Gain/Loss on Securities	-5711	0	0	-5711	0	0	0	0	0	0	0	0	0	0	0	
3990	Miscellaneous Income	7346	267	8349	15962	125	125	125	125	125	125	125	125	125	125	9866	FY89 Projection & FY90 Budget
	<b>TOTAL INCOME</b>	<b>1311363</b>	<b>100694</b>	<b>184631</b>	<b>1596688</b>	<b>115384</b>	<b>134263</b>	<b>107138</b>	<b>146880</b>	<b>297129</b>	<b>178596</b>	<b>521752</b>	<b>283781</b>	<b>351810</b>	<b>216088</b>	<b>2638146</b>	
4005	Salaries/Wages	673821	83703	89176	846700	95641	88807	87443	88054	88244	88229	87438	86958	87340	88133	1059166	FY89 Projection & FY90 Budget
4010	FICA-Employer	44515	4446	4471	53432	6548	5328	5256	4897	4580	4530	6300	6276	6280	6358	65270	FY89 Projection & FY90 Budget
4015	Unemployment-Insurance	493	634	636	1763	522	475	475	475	475	475	475	476	476	475	6069	FY89 Projection & FY90 Budget
4020	Contract Personnel	112726	4232	4232	121190	3636	7756	6686	7106	6686	7806	3406	3126	3686	5826	64184	FY89 Projection & FY90 Budget
4025	Temporaries	7358	167	163	7688	346	346	346	346	346	346	346	346	346	346	3790	FY89 Projection & FY90 Budget
4105	Health Insurance	33136	3944	3951	41031	5032	5032	5032	5052	5052	5052	5052	5922	5922	5921	60964	FY89 Projection & FY90 Budget
4110	Dental Insurance	1947	292	302	2541	286	286	287	287	287	287	287	345	345	345	3636	FY89 Projection & FY90 Budget
4115	Life Insurance	1645	318	321	2284	423	423	423	423	423	423	423	423	423	423	4869	FY89 Projection & FY90 Budget
4120	Workers Compensation In	3804	489	494	4787	716	669	671	673	673	675	682	682	685	689	7798	FY89 Projection & FY90 Budget
4125	Seminars/Continuing Edu	1180	766	64	2010	411	403	668	668	668	668	403	403	403	578	6103	FY89 Projection & FY90 Budget
4130	Other Fringe Benefits	0	0	0	0	0	250	0	0	750	750	0	0	250	0	2000	FY89 Projection & FY90 Budget
5100	Telephone	27019	2546	2534	32099	2315	2315	2315	2315	2314	2314	2314	2314	2431	2564	28591	FY89 Projection & FY90 Budget
5115	Office Supplies	13365	1486	1490	16341	1441	1433	1433	1433	1432	1432	1432	1432	1431	1431	17306	FY89 Projection & FY90 Budget
5120	Photocopying	2586	419	631	3636	561	561	561	561	636	556	556	636	561	561	6800	FY89 Projection & FY90 Budget
5125	Postage & Mailing	17839	1473	1266	20578	1402	1669	3317	2979	1412	2224	2057	3019	1402	1219	23439	FY89 Projection & FY90 Budget
5130	Office Services	4116	424	428	4968	417	417	417	417	418	418	418	418	417	417	5026	FY89 Projection & FY90 Budget
5135	Office Equipment Mainte	4703	573	605	5881	581	581	581	581	580	580	580	580	581	581	6984	FY89 Projection & FY90 Budget
5140	Insurance	25202	2987	2979	31168	11948	0	11948	0	0	11948	0	0	0	0	41810	FY89 Projection & FY90 Budget
5145	Fees/Commissions	5527	2694	2702	10923	832	5903	10849	915	884	922	814	881	919	1002	29317	FY89 Projection & FY90 Budget
5150	Legal/Accounting	8794	0	10000	18794	378	378	378	378	2878	378	378	2878	378	378	18780	FY89 Projection & FY90 Budget
5155	Shipping & Delivery	9039	1222	1219	11480	1356	1669	1356	3766	1940	2039	1974	1670	1367	2280	21858	FY89 Projection & FY90 Budget
5160	Computer Resource Servi	21919	2151	2135	26205	2141	2141	2141	2141	2141	2141	2141	2141	2141	2145	25700	FY89 Projection & FY90 Budget
5165	Mailing Services	10167	1250	850	12267	1103	1228	2103	1378	1153	1653	1478	1303	1153	1003	15655	FY89 Projection & FY90 Budget
5170	Subscriptions/Dues	6961	572	593	8126	776	901	741	706	656	801	701	576	576	826	8425	FY89 Projection & FY90 Budget

The Computer Museum  
 Last Quarter Projections  
 Operating Fund FY 89

	Act. 7/88	Act. 8/88	Act. 9/88	Act. 10/88	Act. 11/88	Act. 12/88	Act. 1/89	Act. 2/89	Act. 3/89	Act. 4/89	Proj. 5/89	Proj. 6/89	Proj. Total	FY89 Budget	Variance
<b>Revenues:</b>															
Unrestricted Contributions	1	4	0	1	-2	13	9	5	19	3	7	100	160	83	93%
Restricted Contributions	22	22	36	71	7	56	16	-1	16	11	11	11	278	225	24%
Corporate Memberships	4	2	24	14	13	9	3	13	9	24	17	17	149	173	(14%)
Individual Memberships	3	6	6	3	9	5	6	4	5	7	3	3	60	82	(27%)
Admissions	29	33	15	14	15	12	11	18	17	23	19	19	225	238	(5%)
Store	10	16	8	10	12	13	5	9	11	14	7	7	122	159	(23%)
Functions	6	14	7	11	8	17	7	3	8	5	6	6	98	106	(8%)
Other	3	5	3	2	3	1	3	5	4	4	3	10	46	37	24%
Gain/Loss on Securities	0	-5	-1	0	0	0	0	0	0	0	0	0	-6	0	(100%)
<b>Total Revenues</b>	<b>78</b>	<b>97</b>	<b>98</b>	<b>126</b>	<b>65</b>	<b>126</b>	<b>60</b>	<b>56</b>	<b>89</b>	<b>91</b>	<b>73</b>	<b>173</b>	<b>1132</b>	<b>1103</b>	<b>3%</b>
<b>Expenses:</b>															
Exhibits & Education	27	50	15	29	26	28	25	22	35	27	33	32	349	373	6%
Marketing & Memberships	33	15	22	14	9	12	19	20	17	12	27	24	224	212	(6%)
Management & General	22	27	31	33	28	31	31	27	34	30	29	47	370	338	(11%)
Fundraising	1	7	13	55	7	4	3	3	3	3	2	4	105	57	(84%)
Store	10	15	11	13	11	13	6	10	9	13	9	7	127	159	20%
Functions	5	5	7	4	5	5	6	4	3	3	6	6	59	57	(4%)
Museum Wharf Expenses	20	19	20	20	21	22	20	20	20	20	20	20	242	237	(2%)
<b>Total Expenses</b>	<b>118</b>	<b>138</b>	<b>119</b>	<b>168</b>	<b>107</b>	<b>115</b>	<b>110</b>	<b>106</b>	<b>121</b>	<b>108</b>	<b>126</b>	<b>140</b>	<b>1476</b>	<b>1433</b>	<b>(3%)</b>
<b>Net Revenues(Expenses)</b>	<b>-40</b>	<b>-41</b>	<b>-21</b>	<b>-42</b>	<b>-42</b>	<b>11</b>	<b>-50</b>	<b>-50</b>	<b>-32</b>	<b>-17</b>	<b>-53</b>	<b>33</b>	<b>-344</b>	<b>-330</b>	<b>(6%)</b>

Notes:

Revenues assume no new contributions  
 Expenses do not include year-end accruals and are subject to current assumptions

The Computer Museum  
 Last Quarter Projections  
 Capital Fund FY 89

	Act. 7/88	Act. 8/88	Act. 9/88	Act. 10/88	Act. 11/88	Act. 12/88	Act. 1/89	Act. 2/89	Act. 3/89	Act. 4/89	Proj. 5/89	Proj. 6/89	Proj. Total	FY89 Budget	Variance
<b>Revenues:</b>															
Contributions	3	14	17	1	10	32	41	271	-15	-4	8	12	390	769	(49%)
Exhibit Funding	0	0	20	15	0	3	12	0	1	5	20	0	76	400	(81%)
Gain/Loss on Securities	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%
<b>Total Revenues</b>	<b>3</b>	<b>14</b>	<b>37</b>	<b>16</b>	<b>10</b>	<b>35</b>	<b>53</b>	<b>271</b>	<b>-14</b>	<b>1</b>	<b>28</b>	<b>12</b>	<b>466</b>	<b>1169</b>	<b>(60%)</b>
<b>Expenses:</b>															
Exhibits	0	0	0	1	2	1	4	3	4	3	16	42	76	325	77%
Exhibit Administration	15	19	17	14	15	18	20	14	15	25	16	21	209	205	2%
Fundraising	7	8	14	13	5	11	11	10	7	13	14	13	126	118	(7%)
Wharf Mortgage	14	13	14	13	14	13	14	13	14	14	13	13	162	162	0%
<b>Total Expenses</b>	<b>36</b>	<b>40</b>	<b>45</b>	<b>41</b>	<b>36</b>	<b>43</b>	<b>49</b>	<b>40</b>	<b>40</b>	<b>55</b>	<b>59</b>	<b>89</b>	<b>573</b>	<b>810</b>	<b>29%</b>
<b>Net Revenues(Expenses)</b>	<b>-33</b>	<b>-26</b>	<b>-8</b>	<b>-25</b>	<b>-26</b>	<b>-8</b>	<b>4</b>	<b>231</b>	<b>-54</b>	<b>-54</b>	<b>-31</b>	<b>-77</b>	<b>-107</b>	<b>359</b>	<b>(130%)</b>

Notes:

Revenues do not include new pledges or proposed funding  
 Expenses do not include year-end accruals and are subject to current assumptions

FY90 BUDGET/FINANCIALS

	A	B	C	D	E	F	G	H
1	<b>THE COMPUTER MUSEUM FINANCIAL COMPARISONS (\$- THOUSANDS)</b>							
2								
3			FY89	FY89	FY89	FY89	FY90	FY90
4			YTD (10 mos.)	Forecast	Budget	DEC Proposal	Budget	DEC Proposal
5	<b>OPERATING</b>							
6	Revenues		886	1132	1103	1038	1483	1209
7	Expenses		1210	1476	1433	1333	1691	1399
8								
9	Net Surplus/Deficit		-324	-344	-330	-295	-208	-190
10								
11	<b>CAPITAL</b>							
12	Revenues		426	466	1169	769	1275	781
13	Expenses		419	573	810	444	1056	453
14								
15	Net Surplus/Deficit		7	-107	359	325	219	328
16								
17	<b>TOTAL MUSEUM</b>							
18	Revenues		1312	1598	2272	1807	2758	1990
19	Expenses		1629	2049	2433	1777	2747	1852
20								
21	Net Surplus/Deficit		-317	-451	-29	30	11	138
22								
23								
24	Note- DEC figures exclude Interest Expense and Exhibit Funding/Expense							

FY90 BUDGET/FINANCIALS

	I	J	K	L	M
1					
2					
3			FY91	FY92	FY93
4			DEC Proposal	DEC Proposal	DEC Proposal
5	<b>OPERATING</b>				
6	Revenues		1369	1560	1726
7	Expenses		1477	1564	1656
8					
9	Net Surplus/Deficit		-108	-4	70
10					
11	<b>CAPITAL</b>				
12	Revenues		754	989	508
13	Expenses		463	473	484
14					
15	Net Surplus/Deficit		291	516	24
16					
17	<b>TOTAL MUSEUM</b>				
18	Revenues		2123	2549	2234
19	Expenses		1940	2037	2140
20					
21	Net Surplus/Deficit		183	512	94
22					
23					
24					

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
COMBINED OPERATING AND CAPITAL FUNDS  
( \$ - Thousands )

	4/30/88 ACTUAL	FOR THE TEN MONTHS ENDED			ANNUAL FY1989 BUDGET
		BUDGET	-----4/30/89----- ACTUAL	FAV(UNFAV)	
REVENUES:					
Operating Fund:	1,080	944	886	(58) (6%)	1,103
Capital Fund	606	978	426	(552) (56%)	1,169
Total Revenues	1,686	1,922	1,312	(610) (32%)	2,272
EXPENSES:					
Operating Fund	1,044	1,213	1,210	3 0%	1,433
Capital Fund	380	667	419	248 37%	810
Total Expenses	1,424	1,880	1,629	251 13%	2,243
NET REVENUES (EXPENSES)	\$262	\$42	(\$317)	(\$359) (385%)	\$29

SUMMARY:  
-----

For the 10 months ended April 30, 1989 the museum operated at a deficit of (317K) compared to a budgeted surplus of 42K. As of April 30, 1989 the total cash and cash equivalents (short-term investments) amounts to 307K.

OPERATING: Revenues were 6% below budget despite strong Computer Bowl(Restricted) and Functions revenues. Expenses were held at budget despite higher Computer Bowl related expenses.

CAPITAL: Revenues were 56% below budget due to optimistic contribution expectations. Expenses were 37% below budget mainly due to budgeted Exhibit related expenses not incurred.

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
OPERATING FUND  
( \$ - Thousands )

	4/30/88 ACTUAL	FOR THE TEN MONTHS ENDED				ANNUAL FY1989 BUDGET
		BUDGET	4/30/89 ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Unrestricted contributions:	196	\$63	53	(10)	(16%)	\$83
Restricted contributions	81	225	256	31	14%	225
Corporate memberships	129	138	115	(23)	(17%)	173
Individual memberships	58	72	54	(18)	(25%)	82
Admissions	170	204	187	(17)	(8%)	238
Store	108	133	108	(25)	(19%)	159
Functions	71	85	86	1	1%	106
Other	36	24	33	9	38%	37
Museum Wharf funded by DEC	231	0	0	0	0%	0
Gain/Loss on Securities	0	0	(6)	(6)	(100%)	0
<b>Total Revenues</b>	<b>1,080</b>	<b>944</b>	<b>886</b>	<b>(58)</b>	<b>(6%)</b>	<b>1,103</b>
<b>EXPENSES:</b>						
Exhibits & education	224	325	284	41	13%	373
Marketing & memberships	132	180	173	7	4%	212
Management & general	282	277	294	(17)	(6%)	338
Fundraising	7	54	99	(45)	(83%)	57
Store	106	133	111	22	17%	159
Functions	36	47	47	0	0%	57
Museum Wharf expenses	257	197	202	(5)	(3%)	237
<b>Total Expenses</b>	<b>1,044</b>	<b>1,213</b>	<b>1,210</b>	<b>3</b>	<b>0%</b>	<b>1,433</b>
<b>NET REVENUES(EXPENSES)</b>	<b>\$36</b>	<b>(\$269)</b>	<b>(\$324)</b>	<b>(\$55)</b>	<b>(20%)</b>	<b>(\$330)</b>

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
CAPITAL FUND  
( \$ - Thousands )

	4/30/88 ACTUAL	FOR THE TEN MONTHS ENDED			ANNUAL FY1989 BUDGET	
		BUDGET	-----4/30/89----- ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Contributions	\$480	\$678	\$370	(\$308)	(45%)	\$769
Exhibit Funding	0	300	56	(244)	(81%)	400
Gain (Loss) on securities	0	-	0	0	0%	-
Wharf mortgage funded by DEC	126	0	0	0	0%	0
	-----	-----	-----	-----	-----	-----
Total Revenues	606	978	426	(552)	(56%)	1,169
<b>EXPENSES:</b>						
Exhibits	32	260	18	242	93%	325
Exhibit Administration	143	173	167	6	3%	205
Fundraising	65	99	99	0	0%	118
Wharf mortgage	140	135	135	0	0%	162
	-----	-----	-----	-----	-----	-----
Total Expenses	380	667	419	248	37%	810
<b>NET REVENUES (EXPENSES)</b>	<u>\$226</u>	<u>\$311</u>	<u>\$7</u>	<u>(\$304)</u>	<u>(97%)</u>	<u>\$359</u>



THE COMPUTER MUSEUM  
BALANCE SHEET  
4/30/89

	OPERATING FUND	CAPITAL FUND	PLANT FUND	TOTAL 4/30/89	TOTAL 6/30/88
<b>ASSETS:</b>					
<b>Current:</b>					
Cash	\$88,210			\$88,210	\$253,424
Cash Equivalents	218,667			218,667	303,951
Investments	0	\$37,500		37,500	118,673
Receivables	8,202			8,202	30,773
Inventory	47,190			47,190	39,697
Prepaid expenses	10,154	771		10,925	8,709
Interfund receivable		547,364		547,364	462,349
	-----	-----	-----	-----	-----
<b>TOTAL</b>	<b>372,423</b>	<b>585,635</b>	<b>0</b>	<b>958,058</b>	<b>1,217,576</b>
<b>Property &amp; Equipment (net):</b>					
Equipment & furniture	-		\$29,281	29,281	29,281
Capital improvements	-		748,833	748,833	748,833
Exhibits	-		541,734	541,734	541,734
Construction in Process	-	3,511		3,511	3,511
Land	-		24,000	24,000	24,000
	-----	-----	-----	-----	-----
<b>Total</b>	<b>0</b>	<b>3,511</b>	<b>1,343,848</b>	<b>1,347,359</b>	<b>1,347,359</b>
 <b>TOTAL ASSETS</b>	 <b>\$372,423</b>	 <b>\$589,146</b>	 <b>\$1,343,848</b>	 <b>\$2,305,417</b>	 <b>\$2,564,935</b>
<b>LIABILITIES AND FUND BALANCES:</b>					
<b>Current:</b>					
Accounts payable and accrued expenses	\$42,017	\$16,554		\$58,571	\$88,048
Deferred income	16,928	-		16,928	14,250
Line of credit	-	-		0	0
Interfund payable	547,364	-		547,364	462,349
	-----	-----	-----	-----	-----
<b>Total</b>	<b>606,309</b>	<b>16,554</b>	<b>0</b>	<b>622,863</b>	<b>564,647</b>
<b>Fund Balances:</b>					
Operating	(233,886)			(233,886)	89,902
Capital		572,592		572,592	566,538
Plant			\$1,343,848	1,343,848	1,343,848
	-----	-----	-----	-----	-----
<b>Total</b>	<b>(233,886)</b>	<b>572,592</b>	<b>1,343,848</b>	<b>1,682,554</b>	<b>2,000,288</b>
 <b>TOTAL LIABILITIES AND FUND BALANCES</b>	 <b>\$372,423</b>	 <b>\$589,146</b>	 <b>\$1,343,848</b>	 <b>\$2,305,417</b>	 <b>\$2,564,935</b>

THE COMPUTER MUSEUM  
STATEMENT OF CHANGES IN CASH POSITION  
4/30/89

	OPERATING FUND	CAPITAL FUND	PLANT FUND	TOTAL 4/30/89	TOTAL 6/30/88
Cash provide by/(used for) operations:					
Excesss/(deficiency) of support and revenue	(\$323,788)	\$6,054		(\$317,734)	\$613,048
Depreciation				0	109,871
Cash from operations	(323,788)	6,054	0	(317,734)	722,919
Cash provided by/(used for) working capital:					
Receivables	22,571			22,571	(6,742)
Inventory	(7,493)			(7,493)	7,505
Investments	0	81,173		81,173	37,979
Accounts payable & other current liabs	(28,036)	(1,441)		(29,477)	174,080
Deferred income	2,678			2,678	3,707
Prepaid expenses	(1,445)	(771)		(2,216)	(3,601)
Cash from working capital	(11,725)	78,961	0	67,236	212,928
Cash provided by/(used for) Fixed assets	-			0	(505,765)
Net increase/(decrease) in cash before financing	(335,513)	85,015	0	(250,498)	430,082
Financing:					
Interfund rec. & pay.	85,015	(85,015)		0	-
Transfer to Plant				0	-
Line of credit	-			0	(85,000)
Cash from financing	85,015	(85,015)	0	0	(85,000)
Net increase/(decrease) in cash & investments	(250,498)	0	0	(250,498)	345,082
Cash, beginning of year	557,375	0	0	557,375	56,748
Cash, end of period	\$306,877		\$0	\$306,877	\$401,830



Office of the Vice Chairman of the Board

Armonk, New York 10504

May 15, 1989

Mr. Joseph F. Cashen  
Executive Director  
The Computer Museum  
300 Congress Street  
Boston, Massachusetts 02210

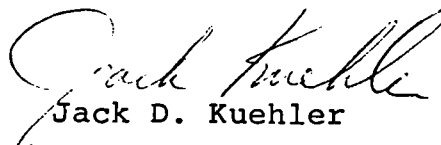
Dear Joe:

It is with great interest that I have been monitoring IBM's interaction with the Boston Computer Museum during the last several months. Mr. Thomas J. Burke, manager of corporate exhibits, has been keeping me informed regarding both exhibit proposals and community activities. While skeptical at first, I am very pleased that initial hurdles have been overcome and compliment you on the direction of making the museum a balanced, industry-wide showplace for the evolution of computer technology.

Since the departure of IBM's representative from the museum's board of directors, I have given careful consideration to future participation. I feel both organizations would be well served by a replacement nominee who you would find a true asset and contributor of outstanding caliber. I can think of no one better than Mr. Richard P. Case, director of systems analysis. From his enclosed resume, you'll see that Dick has a long and colorful history with IBM. His awareness of the industry is superb, and I rely on his insight extensively. You may contact Dick directly on (914) 696-7307, and he would welcome the opportunity to contribute.

I look forward to visiting the museum at some point and seeing the ongoing fruits of your labor. I know future proposals are still being reviewed by IBM, but you are working with exactly the right people. Both you and the museum have my best wishes.

Sincerely,



Jack D. Kuehler

JDK:dkc

cc: Mr. R. P. Case

# The Computer Museum

300 Congress Street  
Boston, MA 02210

(617) 426-2800

+-----+  
\*  
\* THE COMPUTER MUSEUM \*  
\* MEMORANDUM \*  
\*  
+-----+

300 Congress Street  
Boston, MA 02210  
(617) 426-2800

TO: The Computer Museum Executive Committee  
FROM: Joseph F. Cashen  
DATE: May 23, 1989  
RE: May 30th Meeting

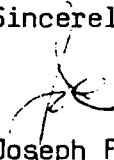
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The next scheduled meeting of the Committee is on Tuesday, May 30th at 8:00 A.M. in the fifth floor conference room here at the Museum. The planned agenda items are as follows.

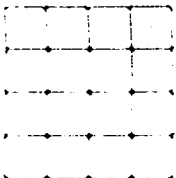
1. JFC general update
2. Evaluation of direct reports to Executive Director
3. Proposed admission rate increase
4. Proposed FY 1990 budget (enclosure)
5. Nominating Committee activities( Jan Del Sesto)
6. Proposed agenda for 6/23/89 Annual Meeting
7. Other business

Although this is a full agenda, we still aim to wrap up the meeting by 10:00 A.M.

Sincerely,

  
Joseph F. Cashen  
Executive Director

JFC/vf



## Min. Costs-3/5/89

	A	B	C	D
1				
2		Budget	Min.-Doors Open	Min.-Doors Closed
3				
4	Wages+Benefits	938	300	50
5	Office O.H.	84	25	5
6	Equip. Main.	33	33	10
7	Legal/Auditor	19	10	5
8	Insurance	36	36	36
9	MW Mortgage	162	162	162
10	MW Operating	237	237	237
11				
12	Total-Fixed	1509	803	505
13				
14	*Total-Variable	375	100	10
15				
16	*Total	1884	903	515
17				
18	Per Mo.=	157	75	43
19				
20	*Excludes 325K			
21	of "Profitable"			
22	Exhibit Costs			

3/13/89

Gardner / Ed,

- These are annual costs and include both operating & Capital expenses.
- I asked Nick to look at this independently, and his results are very close to mine.
- A rough cut at revenue for "Doors Open" case comes out at \$365K.
- I think the conclusions are fairly obvious.

Joe

5/24/89

The Computer Museum

Direct Reports to Executive Director

Mark Allio - Director of F & A

- Slightly weak financial skills
- Good administrative skills
- High level of integrity
- By his nature is loyal and committed to employer
- Fair interpersonal skills
- Very process oriented; tends to get frustrated when process is not followed
- Sometimes loses "forest" for "trees"

Gwen Bell - Founding President

- Covered extensively in the past

Janice Del Sesto - Director of Development & PR

- Confidence level of evaluation limited by short term of Jan's employment
- Excellent development skills; good PR skills
- Tends to work as "one man band" because of job history
- Bright plus high level of "street smarts"
- Hard worker
- Very good at dealing with people

Mark Hunt - Director of Marketing

- Leaving the Museum

Adeline Naiman - Director of Education

- Excellent knowledge of computers in education
- Personal passion to bridge the gap to the public
- Bright; somewhat naive/idealistic

- Very people oriented
- Highly respected in education community
- Tends to work as "one man band" because of job history
- High level of integrity
- Hates confrontation
- Tends to fluster under pressure
- Hard worker

### Oliver Strimpel - Curator

- Very bright
- Knowledge of computers and museums is a rare combination
- Improving awareness of what appeals to the public
- Very articulate
- Management skills somewhat weak
- Sometimes questionable integrity

# The Computer Museum

## I N T E R O F F I C E M E M O R A N D U M

300 Congress Street  
Boston, MA 02210

(617) 552-6200  
Boston Childrens Museum  
a n d  
The Computer Museum

Date: 17-May-1989 11:05am EST  
From: Antje Luhl-Archibald  
ARCHIBALD  
Title: Personnel/Office Manager  
Dept: Computer Museum  
Tel No: Ext. 349

TO: Mark Allio  
TO: Antje Luhl-Archibald

( ALLIO )  
( ARCHIBALD )

Subject: RE: Salary Histories

Mark Allio - hired 10/1/87 at \$38,000. Salary increase 4/1/88 to \$41,000, salary increase 10/1/88 to \$43,000.

Gwen Bell - hired full time 6/10/82 at \$30,000. Salary Increase 4/1/84 to \$40,000. She decided to reduce it to \$20,000 as of 5/1/89.

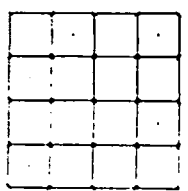
Joe Cashen - hired 2/18/87 at \$90,000. There have been no changes.

Jan DelSesto - hired 3/20/89 at \$80,000. No changes so far.

Mark Hunt - hired 3/11/85 as Marketing Manager at \$25,000. Salary increase 7/1/85 to \$26,000. Salary increase effective 1/1/86 to \$28,080. Salary increase 5/4/87 to \$35,100. Salary increase 4/4/88 to \$40,000. Bonus of \$10,000 awarded 8/26/88 effective April 1989 to be paid in 4 installments of \$2,500 each.

Adeline Naiman - hired 8/1/88 at \$60,000. No changes so far.

Oliver Strimpel - hired 1/1/84 at \$40,000. Salary increase 1/1/85 to \$50,000. Salary increase 1/1/86 to \$54,000. Salary increase 1/1/87 to \$60,000. Salary increase 1/1/88 to \$65,000. Salary increase 1/1/89 to \$75,000. Bonus of \$7,500 awarded 1/1/89 to be paid 7/1/89.





171  
87  
322

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
COMBINED OPERATING AND CAPITAL FUNDS  
( \$ - Thousands )

	12/31/87 ACTUAL	FOR THE SIX MONTHS ENDED			ANNUAL FY1989 BUDGET
		BUDGET	-----12/31/88----- ACTUAL	FAV(UNFAV)	
REVENUES:					
Operating Fund:	657	621	590	(31) (5%)	1,103
Capital Fund	412	515	115	(400) (77%)	1,169
Total Revenues	1,069	1,136	705	(431) (38%)	2,272
EXPENSES:					
Operating Fund	623	769	765	4 1%	1,433
Capital Fund	235	248	241	7 3%	810
Total Expenses	858	1,017	1,006	11 1%	2,243
NET REVENUES (EXPENSES)	\$211	\$119	(\$301)	(\$420) (353%)	\$29

SUMMARY:  
-----

For the 6 months ended December 31, 1988 the museum operated at a deficit of (301K) compared to a budgeted surplus of 119K. As of December 31, 1988 the total cash and cash equivalents (short-term investments) amounts to 233K.

OPERATING: Revenues were 5% below budget despite strong Computer Bowl and Functions revenues. Expenses were held at 1% below budget despite higher Computer Bowl related expense.

CAPITAL: Revenues were 77% below budget overall (85% below budget for unrestricted contributions- receipt of a major contribution budgeted for December (now expected in January) would reduce this variance to 37% below budget). Expenses were held at 3% below budget due to tight spending control.

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
OPERATING FUND  
( \$ - Thousands )

	12/31/87 ACTUAL	FOR THE SIX MONTHS ENDED				ANNUAL FY1989 BUDGET
		BUDGET	-----12/31/88----- ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Unrestricted contributions:	116	\$42	17	(25)	(60%)	\$83
Restricted contributions	6	145	214	69	48%	225
Corporate memberships	80	85	66	(19)	(22%)	173
Individual memberships	44	48	32	(16)	(33%)	82
Admissions	113	137	118	(19)	(14%)	238
Store	77	96	69	(27)	(28%)	159
Functions	42	54	63	9	17%	106
Other	25	14	17	3	21%	37
Museum Wharf funded by DEC	154	0	0	0	0%	0
Gain/Loss on Securities	0	0	(6)	(6)	(100%)	0
<b>Total Revenues</b>	<b>657</b>	<b>621</b>	<b>590</b>	<b>(31)</b>	<b>(5%)</b>	<b>1,103</b>
<b>EXPENSES:</b>						
Exhibits & education	116	203	175	28	14%	373
Marketing & memberships	79	116	105	11	9%	212
Management & general	174	164	172	(8)	(5%)	338
Fundraising	11	46	87	(41)	(89%)	57
Store	68	93	73	20	22%	159
Functions	21	29	31	(2)	(7%)	57
Museum Wharf expenses	154	118	122	(4)	(3%)	237
<b>Total Expenses</b>	<b>623</b>	<b>769</b>	<b>765</b>	<b>4</b>	<b>1%</b>	<b>1,433</b>
<b>NET REVENUES(EXPENSES)</b>	<b>\$34</b>	<b>(\$148)</b>	<b>(\$175)</b>	<b>(\$27)</b>	<b>(18%)</b>	<b>(\$330)</b>

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
CAPITAL FUND  
( \$ - Thousands )

	12/31/87 ACTUAL	FOR THE SIX MONTHS ENDED			ANNUAL FY1989 BUDGET	
		BUDGET	-----12/31/88----- ACTUAL	FAV(UNFAV)		
<b>REVENUES:</b>						
Contributions	\$328	\$515	\$77	(\$438)	(85%)	\$769
Exhibit Funding	0	0	38	0	100%	400
Gain (Loss) on securities	0	-	0	0	0%	-
Wharf mortgage funded by DEC	84	0	0	0	0%	0
	-----	-----	-----	-----	-----	-----
Total Revenues	412	515	115	(400)	(77%)	1,169
<b>EXPENSES:</b>						
Exhibits	33	0	4	(4)	100%	325
Exhibit Administration	80	108	98	10	9%	205
Fundraising	38	59	58	1	2%	118
Wharf mortgage	84	81	81	0	0%	162
	-----	-----	-----	-----	-----	-----
Total Expenses	235	248	241	7	3%	810
<b>NET REVENUES (EXPENSES)</b>	<u>\$177</u>	<u>\$267</u>	<u>(\$126)</u>	<u>(\$393)</u>	<u>(147%)</u>	<u>\$359</u>

Paul Severino couldn't be here so I will cover the development issues

In the short term we have commitments of  $x$  to ~~partially~~ cover the deficit this fiscal year

Several pledge negotiations are underway

~~At the Belts~~ <sup>there</sup> are ~~planning~~ several development dinners in the planning stages

However, the principal means for fundraising in an institution like this is the board:

1) 12 of the 33 board members have made a contribution this fiscal year - we need 100% backing

I would like to see ~~see~~ everyone make a pledge to the capital campaign but at the minimum support the annual operating costs. ~~I will be~~ a member of the executive

2) we need to increase the corporate membership <sup>committee will be contacting each of you personally over next 2 wks.</sup> program

I'm asking every board member to help us bring in \$10,000 in new corporate memberships this fiscal year (by June 30th) -

lists have been distributed - take a look to see who you have contacts with whom we can ask - we need your help specifically

~~Jan DeSesto~~

Jan Del Sesto, our development coordinator will call in the next 2 weeks ~~to ask~~ to discuss ~~you~~ possible prospects members of the staff & the ~~development~~ <sup>executive</sup> committee will be available to make the call with you & do the actual asking

Plan to follow up with missing board members

Paul Severino couldn't be here so I will cover dev. issues

The fundamental problem is that the capital campaign has come to a standstill

Goal for FY '89 ending June 30th  
pledges of \$1,100  
current \$51

We have short term commitments of  $x$  on 500K we are trying to raise from current supporters give us some breathing room but the long term goal is to ~~restructure~~ ~~our development efforts~~ to build up a base of ~~annual giving and corporate support memberships~~ to ~~cover our operating expenses~~

Several additional commitments are under negotiation & development dinners have already been scheduled

new dev. director  
fund raising ~~activities~~ dinners

# The Computer Museum

300 Congress Street  
Boston, MA 02210  
(617) 426-2800

Executive Comm. becomes Dev. Committee for  
next 3 mos.  
Joe causes ~~development~~ a market survey  
of perception  
Get rid of Tim Davis - save \$50K inside (Joe's goal)  
Separate Bank Act for exhibits \$  
THE COMPUTER MUSEUM

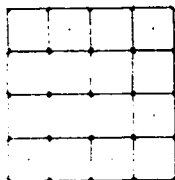
## BOARD OF DIRECTORS MEETING - FEBRUARY 17, 1989

### AGENDA

Call to Order	G. Hendrie
Executive Director's Report	J. Cashen
Financial Situation/Plan	G. Hendrie/ J. Cashen
Lunch	
Nominating Committee Report	E. Schwartz
Education Programs	A. Naiman
Adjournment	
Exhibit Session	O. Strimpel
Education Session	A. Naiman

Chapman's suggestion { survey of understanding of the museum  
packets - Joe get  
send CM letter  
board member letter  
~~broadsheet given at dinners~~

<del>3/8</del>	Gwen & Gordon Dev. Assoc.
3/8	
4/11	— u —
3/10	Reg. 3 McKenna breakfast seminar



M E M O R A N D U M 1

To: Gardner C. Hendrie  
Joseph F. Cashen

From: James S. Davis

Date: November 3, 1988

Since the November 4th meeting is not the "annual" meeting at which we elect officers, directors, etc. and approve the budget, it is procedurally much simpler. Also, it is only once a year at the annual meeting where we go through the ritual of first having a meeting of the members of the corporation, adjourning, and reconvening as a meeting of the board of directors.

Accordingly, the only formal points tomorrow would be:

1. Call meeting to order and ascertain from the clerk whether there is a quorum present.

2. Ask for a motion to approve the minutes of the last meeting of the board of directors and for the motion to be seconded. (This could come initially to get it out of the way, or just before adjournment.)

3. Prior to the adjournment, repeat the schedule of the next year's meetings. I am presently aware of a meeting on February 24, 1989 at 10:00 a.m. and the next annual meeting on June 16, 1989 at 9:00 a.m.

4. Ask for a motion to adjourn (and a second to the motion).

At these meetings votes have normally not been taken to approve reports of the executive committee, finance committee, etc., although sometimes an issue arises on which a vote is taken to approve or commend a particular action or approach: for example, a vote in February which commended the analysis of the financial situation relating to DEC.

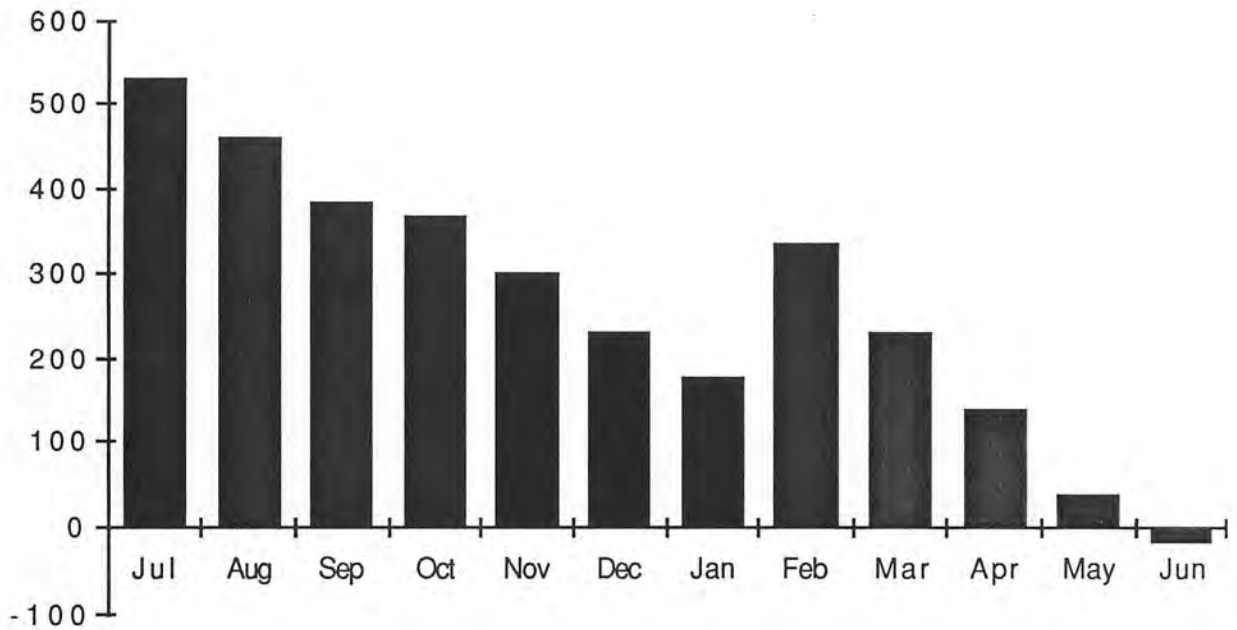
Notes for GCH

- next meeting (annual) is <sup>J.S.D.</sup> Friday 6/23/89 @ 9<sup>00</sup> A.M.
- following meeting is Friday 11/3/89 @ 10<sup>00</sup> A.M.
- how about Friday 2/16/90 @ 10<sup>00</sup> A.M.??
- late day meetings? 9<sup>00</sup> → 5<sup>00</sup>?

2/18/89

### CASH REQUIREMENTS-FY 89

- Net Available Cash



- Net Cash Change ( \$K)

July	Oct -17	Jan -53	Apr -91
Aug -71	Nov -67	Feb 158	May -101
Sept-76	Dec -68	Mar -105	Jun -59

Ave=-50K

- If short term action plan gets 6/30/89 cash balance to 100K, need at least 50K per month unrestricted contributions to avoid DEC trigger level.



per Jan DeSesto 2/23/89

5 Pledges

Dave Nelson 5K  
Pat Nelson 12.5K this yr 12.5 next yr.  
Ed Swantz 2.5K  
Paul Severino 2,250  
Hal Shear 1,024  
Bill Spencer 1,000

no \$ in '89

Bell's  
Fredkin (3K @ bowl) CCH, Gwen  
Green (500 to annual fund)  
Humphreys nothing since 1985  
Conner Mead - move to trustee - nothing since '87  
Hopper - 0  
Kline - 0 since '85 when furnished capital campaign  
Nafsker - 0 since '87 - maybe move to trustee  
Poduska  
Seligman - 0

Seligman  
Gerrity company  
pledge

Rotenberg - last '85  
Smart - " -

**The Computer Museum  
Board Meeting  
February 17, 1989**

**RSVP**

Gardner Hendrie	508-393-7396
Lynda Schubert Bodman	617-338-0930
David Chapman	508-650-3500
David Donaldson	617-423-6100
Jon Eklund	202-357-2089
William Foster	508-460-2000
Edward Fredkin	617-277-1310
Thomas Gerrity	617-492-1500
Richard Greene	203-926-1801
Max Hopper	817-963-2072
Sir Arthur Humphreys	ENGLAND
Theodore Johnson	508-369-2640
Mithcell Kapor	617-225-2545
August Klein	
Robert Lucky	201-949-4477
James McKenney	617-495-6595
Carver Mead	818-356-6841
Laura Barker Morse	617-523-1111
Dave Nelson	508-872-4084
Russell Noftsker	617-484-5474
Nicholas Pettinella	617-576-3266
Bill Poduska	617-493-1436
Jonathan Rotenberg	617-367-8080
Jean Sammet	301-493-1436
Edward Schwartz	617-259-1027
Naomi Seligman	212-486-9240
Paul Severino	617-275-2400
Hal B. Shear	617-439-6700
Irv Sitkin	203-273-3483
Ron Smart	508-493-7012
Bill Spencer	203-968-3750
James Davis	617-951-8000

*brief on bal mfg.*  
 Yes  
 JWP No  
 Gwen-WCall *yes*  
 Yes  
 WCB *yes*  
 GCH No Hawaii  
 WCB *yes*  
 McK No  
 Swartz No  
 McK No  
 No (?)  
 WCB *yes*  
 GCH No  
 JC No  
 Yes  
 Yes  
 Gwen No  
 Yes  
 Yes  
 Yes  
 WCB *yes*  
 No *yes*  
 Yes  
 Yes  
 Yes  
 JC No  
 GCH No  
 GCH ~~WCB~~ no  
 Swartz No  
 Swartz ~~WCB~~ no  
 JC No  
 WCB *yes*

14 ~~17~~ NO  
 18+3 YES incl. Davis, Bell & Cashen  
 27 WCB

Dave Chapman 508-650-3500  
 Karen 508-875-0639 \$901.45  
 KJ  
 Jack Dawd  
 Jeff Jarvis - all gone  
 Charlie 862-3370 651-1792

1/30/89

Projection report for departments 100 - 999 through December

run 24-jan-1989

ACCT	ACCOUNT NAME	JUL ACTUAL	AUG ACTUAL	SEP ACTUAL	OCT ACTUAL	NOV ACTUAL	DEC ACTUAL	JAN BUDGET	FEB BUDGET	MAR BUDGET	APR BUDGET	MAY BUDGET	JUN BUDGET	ANNUAL BUDGET	ANNUAL PRJCTD	PRJCTD VARIANCE
3110	Corporate Restricted-Co	21874	21787	30257	77010	5200	57700	18200	0	0	0	0	0	625000	232028	-392972
3120	Foundation Restricted C	0	0	20000	0	0	953	0	0	0	0	0	0	0	20953	20953
3130	Individual Restricted C	2862	1000	5250	8410	1679	650	0	0	0	0	0	0	0	19851	19851
3210	Corporate Unrestricted	0	13992	13540	1000	6668	200	24000	2900	2900	2900	2900	2900	160000	73900	-86100
3215	Government Unrestricted	0	0	0	0	0	0	0	7500	0	8000	0	10915	0	26415	26415
3220	Foundation Unrestricted	0	0	0	0	0	0	0	0	0	0	0	0	20000	0	-20000
3230	Individual Unrestricted	1324	3825	3248	125	640	45028	24387	252500	7235	5300	10000	10576	667000	364188	-302812
3235	Poster Sales	100	250	255	460	150	200	250	250	250	250	250	250	5000	2915	-2085
3510	Individual Memberships	3119	5834	5465	2968	4643	4586	2250	2250	2250	2250	2250	2250	74500	40115	-34385
3520	Corporate Memberships	4500	5500	24000	15500	17000	12000	13860	14860	18200	18200	16060	25220	187500	184900	-2600
3530	Library Memberships	0	0	0	0	0	0	166	166	166	166	166	174	2000	1004	-996
3550	Matching Memberships	360	50	0	50	4962	360	500	500	500	500	3097	500	6000	11379	5379
3610	Admissions	28730	32778	14984	14848	15040	11328	14289	18704	19512	24974	19391	19574	238000	234152	-3848
3710	Functions Income	4900	10525	5900	8185	4157	12745	2885	4216	9636	11308	10285	9285	81000	94027	13027
3720	Caterers Income	43	0	2042	501	97	880	450	400	500	700	500	500	10000	6613	-3387
3740	Photo Rental	525	175	1050	125	300	75	333	333	333	333	333	335	4000	4250	250
3750	Video Rental	0	75	200	0	0	0	0	0	0	0	0	0	1000	275	-725
3760	Loan Fees	0	0	100	0	0	0	0	0	0	0	0	0	200	100	-100
3770	Research Fees	0	1000	0	0	0	0	0	0	0	0	0	0	150	1000	850
3790	Other Rental Income	1250	1650	-750	0	0	0	0	0	0	0	0	0	15000	2150	-12850
3810	Store Sales	10069	15456	6950	9843	8367	10451	4046	6899	5866	8815	7931	10786	141950	105479	-36471
3820	Mail Order Sales	302	433	448	1063	3433	2246	250	250	250	250	250	250	16445	9425	-7020
3830	Shipping Reimbursements	9	0	6	0	0	0	41	41	41	41	41	43	987	263	-724
3910	Interest Income	1344	1644	1513	1616	1372	1043	1000	1000	1000	1000	1000	1000	6000	14532	8532
3930	Gain/Loss on Securities	0	-5400	-311	0	-240	0	0	0	0	0	0	0	0	-5951	-5951
3990	Miscellaneous Income	431	85	749	231	1228	429	150	150	200	200	200	8350	10200	12403	2203
	TOTAL INCOME	81742	110659	134896	141935	74696	160874	107057	312919	68839	85187	74654	102908	2271932	1456366	-815566
4005	Salaries/Wages	58115	72226	62717	68321	61850	67524	70168	70978	70900	70900	71203	71446	764104	816348	-52244
4010	FICA-Employer	4297	5379	3486	3738	3332	4058	4637	4398	4392	4392	4446	4431	52413	50986	1427
4015	Unemployment-Insurance	0	-3940	0	1501	-1927	0	634	634	634	509	634	636	7682	-685	8367
4020	Contract Personnel	6171	21782	6435	12478	7753	17860	11690	3535	4455	4845	4505	4559	84934	106068	-21134
4025	Temporaries	406	675	1956	3490	830	0	167	167	167	167	167	163	4500	8355	-3855
4105	Health Insurance	3623	2976	3028	3242	2863	2848	3495	3944	3944	3944	3944	3951	46434	41802	4632
4110	Dental Insurance	169	140	166	173	222	247	232	292	292	292	292	302	3100	2819	281
4115	Life Insurance	180	142	161	326	161	161	260	311	318	318	318	321	3406	2977	429
4120	Workers Compensation In	375	374	373	374	374	375	490	490	490	490	489	494	5910	5188	722
4125	Seminars/Continuing Edu	0	235	110	223	0	0	1184	566	466	682	766	64	8260	4296	3964
4130	Other Fringe Benefits	0	0	0	0	0	0	1000	0	0	0	0	0	2000	1000	1000
5100	Telephone	2556	5403	2352	2918	3419	2275	2755	2555	2556	2556	2546	2534	26045	34425	-8380
5115	Office Supplies	416	1450	1036	1620	493	964	1705	1505	1506	1506	1486	1490	19324	15177	4147
5120	Photocopying	282	226	821	302	78	79	704	629	454	429	419	631	7090	5054	2036
5125	Postage & Mailing	1124	2228	3671	1247	2047	1664	2626	1272	1473	1273	1473	1266	26210	21364	4846
5130	Office Services	20	480	270	540	280	360	415	415	414	414	424	428	5000	4460	540
5135	Office Equipment Mainte	471	92	305	520	350	690	582	582	583	583	573	605	7000	5936	1064
5140	Insurance	2485	2485	2585	2733	2485	2485	2987	2987	2987	2987	2987	2979	35836	33172	2664
5145	Fees/Commissions	348	449	2682	111	1792	501	194	194	194	4194	194	202	3000	11055	-8055
5150	Legal/Accounting	78	124	835	119	958	2100	102	3000	1000	0	0	10000	19000	18316	684
5155	Shipping & Delivery	463	9017	-6185	1027	1397	907	1317	1327	1307	1307	1222	1219	18200	14325	3875
5160	Computer Resource Servi	2158	2969	7227	994	0	6017	2141	2141	2141	2141	2151	2135	25695	32215	-6520
5165	Mailing Services	599	339	922	3131	228	384	2361	850	950	850	1250	850	6305	12714	-6409
5170	Subscriptions/Dues	679	44	1162	458	1335	510	712	632	612	612	572	593	7995	7921	74
5175	Equipment Rental	300	0	0	0	0	0	188	188	188	188	188	187	3055	1427	1628

Projection report for departments 100 - 999 through December

run 24-jan-1989

ACCT	ACCOUNT NAME	JUL ACTUAL	AUG ACTUAL	SEP ACTUAL	OCT ACTUAL	NOV ACTUAL	DEC ACTUAL	JAN BUDGET	FEB BUDGET	MAR BUDGET	APR BUDGET	MAY BUDGET	JUN BUDGET	ANNUAL BUDGET	ANNUAL PRJCTD	PRJCTD VARIANCE
5180	General & Administrativ	1	1	1	0	0	1	0	0	0	0	0	0	0	4	-4
5190	Graphic Design/Typeset	871	990	2998	3287	300	0	1221	771	1221	771	1221	771	12450	14422	-1972
5195	Printing	18600	0	413	6246	5017	965	1731	1439	606	731	1106	607	43375	37461	5914
5200	Meals/Food	0	71	1250	19932	2810	2306	1055	3324	949	1006	2273	1262	25775	36238	-10463
5205	Travel Expenses	507	343	49	31	91	522	1536	889	447	747	422	598	11000	6182	4818
5210	Photo Development	109	246	576	286	390	56	295	245	295	245	295	245	5370	3283	2087
5215	Video Development	0	0	0	11	0	0	49	49	49	49	49	41	580	297	283
5220	Advertising	6942	7663	8630	1782	674	550	4817	4683	4683	4683	4716	4587	61400	54410	6990
6100	Exhibit Design and Plan	853	3064	0	0	14	0	0	500	0	0	500	0	5000	4931	69
6115	Exhibits Supplies	294	3820	237	504	771	916	905	95	905	905	905	905	22110	11162	10948
6120	Exhibit Maintenance/Rep	88	337	967	176	167	564	0	0	1520	0	0	1520	6080	5339	741
6125	Construction	0	0	0	0	291	205	0	0	361	0	100	400	3100	1357	1743
6130	Cost of Goods Sold-Stor	5215	9345	3295	5145	3799	5716	2110	3537	3021	4495	5104	5473	79691	56255	23436
6135	Freight In-Inventory	158	238	86	87	240	150	129	221	188	282	254	345	3407	2378	1029
6140	Museum Wharf Operations	19733	19733	19733	19733	21333	21587	20133	20133	20133	20133	20133	20137	236800	242654	-5854
6145	Museum Wharf Mortgage	13674	13627	13580	13532	13485	13438	13931	13344	13297	13250	13202	13155	161518	161515	3
6150	Shortage/Overage	32	16	-13	11	12	10	0	0	0	0	0	0	0	68	-68
6160	Other Expenses	498	1399	4236	28653	3149	3296	442	1992	23053	23053	23053	163	373500	112987	260513
7100	Depreciation-Plant	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	TOTAL EXPENSE	152890	186188	152153	209002	142863	162291	161100	154814	173151	175929	175582	161695	2243654	2007658	235996
	NET	-71148	-75529	-17257	-67067	-68167	-1417	-54043	158105	-104312	-90742	-100928	-58787	28278	-551292	579570
	CUMULATIVE NET	-71148	-146677	-163934	-231001	-299168	-300585	-354628	-196523	-300835	-391577	-492505	-551292			

1/20/89 - 2/16/89

THE COMPUTER MUSEUM  
Mid-Year Projections

DEPT #		1'st Half Actual	2'nd Half Est	Projected Total	Budget	Variance	Notes
115 SITES	Revenue	\$30,000	\$0	\$30,000	\$30,000	\$0	
	Expense	\$16,702	\$0	\$16,702	\$20,824	\$4,122	
	Net	\$13,298	\$0	\$13,298	\$9,176	\$4,122	
160 Exhibit Maintenance	Revenue	\$0	\$0	\$0	\$40,000	-\$40,000	deduct 40K in Restricted Corp
	Expense	\$26,728	\$32,158	\$58,886	\$73,886	\$15,000	deduct 15K in associated expense
	Net	-\$26,728	-\$32,158	-\$58,886	-\$33,886	-\$25,000	
161 Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$1,826	\$1,826	\$2,478	\$652	Match 2'nd half budget
	Net	\$0	-\$1,826	-\$1,826	-\$2,478	\$652	
210 Publicity	Revenue	\$1,375	\$625	\$2,000	\$0	\$2,000	
	Expense	\$33,700	\$38,436	\$72,136	\$72,136	\$0	
	Net	-\$32,325	-\$37,811	-\$70,136	-\$72,136	\$2,000	
240 Promotions	Revenue	\$119,124	\$115,028	\$234,152	\$243,000	-\$8,848	2'nd half admissions 83.9K (.85 of budget) + 1.5K Poste
	Expense	\$49,085	\$35,228	\$84,313	\$83,185	-\$1,128	Revenue projection raised 30K per Hunt analysis
	Net	\$70,039	\$79,800	\$149,839	\$159,815	-\$9,976	(6K) Printing/29K left in ad budget
241 Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$3,828	\$3,828	\$5,689	\$1,861	Match 2'nd half budget
	Net	\$0	-\$3,828	-\$3,828	-\$5,689	\$1,861	
250 Newsletters	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$2,381	\$2,419	\$4,800	\$4,800	\$0	
	Net	-\$2,381	-\$2,419	-\$4,800	-\$4,800	\$0	
260 Annual	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$623	\$2,547	\$3,170	\$3,170	\$0	
	Net	-\$623	-\$2,547	-\$3,170	-\$3,170	\$0	
280 Functions	Revenue	\$62,978	\$59,000	\$121,978	\$106,000	\$15,978	2'nd half revenues up 17% from budget (same as first ha
	Net	\$30,510	\$34,647	\$65,157	\$56,383	-\$8,774	Revenue projection dropped 2K per Hunt analysis on cate
	Expense	\$32,468	\$24,353	\$56,821	\$49,617	\$7,204	2'nd half expenses up 7% (like first half) + 5.5K perso
310 General Education	Revenue	\$1,598	\$500	\$2,098	\$25,000	-\$22,902	deduct 25K in restricted corp
	Expense	\$18,066	\$18,906	\$36,972	\$54,972	\$18,000	deduct 20K in associated expense/add 2K salary variance
	Net	-\$16,468	-\$18,406	-\$34,874	-\$29,972	-\$4,902	
320 Outreach	Revenue	\$1,750	\$500	\$2,250	\$17,000	-\$14,750	deduct 15K restricted corp
	Expense	\$838	\$522	\$1,360	\$1,360	\$0	no associated expense
	Net	\$912	-\$22	\$890	\$15,640	-\$14,750	
330 PC Resource (Unbudgeted)	Revenue	\$3,500	\$0	\$3,500	\$0	\$3,500	New Program
	Expense	\$3,167	\$0	\$3,167	\$0	-\$3,167	
	Net	\$333	\$0	\$333	\$0	\$333	
340 Mass Council (Unbudgeted)	Revenue	\$5,040	\$26,415	\$31,455	\$0	\$31,455	89 Program (10,915 to be received in fy90)
	Expense	\$698	\$15,850	\$16,548	\$0	-\$16,548	
	Net	\$4,342	\$10,565	\$14,907	\$0	\$14,907	includes 10K in shelter income

Gail & Linda

Admissions  
Advertising

Mike Charlock

Misc education programs



360 Public Programs	Revenue	\$237	\$0	\$237	\$0	\$237	
	Expense	\$672	\$2,428	\$3,100	\$6,100	\$3,000	Estimate half expense budget
	Net	-\$435	-\$2,428	-\$2,863	-\$6,100	\$3,237	
410 Store	Revenue	\$62,087	\$44,342	\$106,429	\$141,950	-\$35,521	2'nd half estimate (.75 of budget)
	Expense	\$61,477	\$47,588	\$109,065	\$140,025	\$30,960	expense reduced by (25%) cost of goods factor
	Net	\$610	-\$3,246	-\$2,636	\$1,925	-\$4,561	
420 Store Catalog	Revenue	\$6,996	\$1,500	\$8,496	\$17,432	-\$8,936	2'nd half estimated sales
	Expense	\$11,312	\$1,000	\$12,312	\$18,876	\$6,564	2'nd half est expense
	Net	-\$4,316	\$500	-\$3,816	-\$1,444	-\$2,372	
510 Collection	Revenue	\$2,650	\$5,000	\$7,650	\$8,350	-\$700	2'nd half 3K (Bell?) + 2K rentals
<i>Allison</i>	Expense	\$17,998	\$19,236	\$37,234	\$37,234	\$0	salary variance offset by shipping, other variances, co
	Net	-\$15,348	-\$14,236	-\$29,584	-\$28,884	-\$700	
520 Conservations (unbudgeted)	Revenue	\$0	\$7,196	\$7,196	\$0	\$7,196	
	Expense	\$0	\$7,196	\$7,196	\$0	-\$7,196	
	Net	\$0	\$0	\$0	\$0	\$0	
530 Siggraph	Revenue	\$40,000	\$0	\$40,000	\$40,000	\$0	Remaining restricted obligation 20K
	Expense	\$23,266	\$16,734	\$40,000	\$40,000	\$0	remaining restricted obligation estimated at 20K
	Net	\$16,734	-\$16,734	\$0	\$0	\$0	
Sub-Total Operating Part 1	Revenue	\$337,335	\$260,106	\$597,441	\$668,732	-\$71,291	
	Expense	\$297,223	\$280,549	\$577,772	\$621,118	\$43,346	
	Net	\$17,200	-\$54,721	\$19,669	\$47,614	-\$27,945	
610 Capital Development	Revenue	\$76,812	\$322,100	\$398,912	\$769,000	-\$370,088	2'nd half est. 38.5K corp, 273.6 ind (pledged) + 10K EI
<i>Michael, Jane, Janice</i>	Expense	\$57,960	\$59,946	\$117,906	\$109,906	-\$8,000	personnel variances est (8K)
	Net	\$18,852	\$262,154	\$281,006	\$659,094	-\$378,088	
611 Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$1,960	\$1,960	\$2,164	\$204	Match 2'nd half budget
	Net	\$0	-\$1,960	-\$1,960	-\$2,164	\$204	
612 Dept Head Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$5,373	\$5,373	\$6,325	\$952	Match 2'nd half budget
	Net	\$0	-\$5,373	-\$5,373	-\$6,325	\$952	
620 Exhibit Planning	Revenue	\$0	\$0	\$0	\$400,000	-\$400,000	new accounts created for exhibit funding
<i>Oliver, 25% - L. Gwan Tom Merrill</i>	Expense	\$80,128	\$81,302	\$161,430	\$472,930	\$311,500	new personnel salary variance (13.5K)
	Net	-\$80,128	-\$81,302	-\$161,430	-\$72,930	-\$88,500	deducted 325K in direct exhibit expense (same as 400K a
630 Exhibit Enhancement	Revenue	\$0	\$0	\$0	\$0	\$0	
<i>Dan</i>	Expense	\$17,689	\$15,393	\$33,082	\$57,543	\$24,461	2'nd half budget less 6k salary variance, less 5K exhib
	Net	-\$17,689	-\$15,393	-\$33,082	-\$57,543	\$24,461	
640 Building	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$81,338	\$80,180	\$161,518	\$161,518	\$0	
	Net	-\$81,338	-\$80,180	-\$161,518	-\$161,518	\$0	
660 Graphics Gallery (unbudgeted)	Revenue	\$25,700	\$0	\$25,700	\$0	\$25,700	
	Expense	\$4,087	\$21,613	\$25,700	\$0	-\$25,700	assume full expenditure against revenue
	Net	\$21,613	-\$21,613	\$0	\$0	\$0	
670 PCEC (unbudgeted)	Revenue	\$12,000	\$0	\$12,000	\$0	\$12,000	
	Expense	\$0	\$12,000	\$12,000	\$0	-\$12,000	assume full expenditure against revenue
	Net	\$12,000	-\$12,000	\$0	\$0	\$0	

680 SAGE (unbudgeted)	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$0	\$0	\$0	\$0	
	Net	\$0	\$0	\$0	\$0	\$0	
690 Milestones (unbudgeted)	Revenue	\$0	\$12,500	\$12,500	\$0	\$12,500	
	Expense	\$0	\$12,500	\$12,500	\$0	-\$12,500	assume full expenditure against revenue
	Net	\$0	\$0	\$0	\$0	\$0	
Sub Total Capital	Revenue	\$114,512	\$334,600	\$449,112	\$1,169,000	-\$719,888	
	Expense	\$241,202	\$290,267	\$531,469	\$810,386	\$278,917	
	Net	-\$126,690	\$44,333	-\$82,357	\$358,614	-\$440,971	
710 General Development	Revenue	\$0	\$0	\$0	\$40,000	-\$40,000	
	Expense	\$2,181	\$1,454	\$3,635	\$3,635	\$0	deduct 20K unrestricted corp, 20K in unrestricted found no associated expense
	Net	-\$2,181	-\$1,454	-\$3,635	\$36,365	-\$40,000	
720 Breakfast Seminars	Revenue	\$0	\$8,200	\$8,200	\$8,200	\$0	
	Expense	\$4,993	\$5,057	\$10,050	\$10,050	\$0	reimbursement (cash expected) in fy90
	Net	-\$4,993	\$3,143	-\$1,850	-\$1,850	\$0	
730 Annual Fund	Revenue	\$15,565	\$19,435	\$35,000	\$35,000	\$0	
	Expense	\$3,662	\$5,310	\$8,972	\$8,972	\$0	meet budget
	Net	\$11,903	\$14,125	\$26,028	\$26,028	\$0	
740 Computer Bowl	Revenue	\$128,704	\$5,700	\$134,404	\$75,000	\$59,404	
	Expense	\$76,672	\$570	\$77,242	\$34,555	-\$42,687	assumes receipt of 5.7K in a/r
	Net	\$52,032	\$5,130	\$57,162	\$40,445	\$16,717	
810 Corporate Membership	Revenue	\$65,500	\$97,400	\$162,900	\$172,500	-\$9,600	
	Expense	\$3,889	\$5,851	\$9,740	\$9,740	\$0	2'nd half budget discounted by 1'st half variance (22%) Revenue increased 27K, 18K new, 9K renewals per Hunt an
	Net	\$61,611	\$91,549	\$153,160	\$162,760	-\$9,600	
820 Individual Membership	Revenue	\$32,399	\$20,101	\$52,500	\$67,500	-\$15,000	
	Expense	\$15,862	\$16,681	\$32,543	\$28,343	-\$4,200	Revenue dropped 15K per Hunt analysis add 4.2K for neis services (unbudgeted)
	Net	\$16,537	\$3,420	\$19,957	\$39,157	-\$19,200	
830 Membership Development	Revenue	\$0	\$0	\$0	\$15,000	-\$15,000	
	Expense	\$67	\$0	\$67	\$5,050	\$4,983	no campaign
	Net	-\$67	\$0	-\$67	\$9,950	-\$10,017	
910 General Administration <i>Museum Annual 2 people</i>	Revenue	\$10,809	\$6,000	\$16,809	\$21,000	-\$4,191	
	Expense	\$162,259	\$176,593	\$338,852	\$318,027	-\$20,825	assuming no rental income (13,250) add 6K for interest personnel variances (10.5), Fees (4K), MW (2.4K)
	Net	-\$151,450	-\$170,593	-\$322,043	-\$297,027	-\$25,016	
911 Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$2,069	\$2,069	\$2,408	\$339	Match 2'nd half budget
	Net	\$0	-\$2,069	-\$2,069	-\$2,408	\$339	
920 Board <i>Jim Davis \$2K/bd. part of liability</i>	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$10,028	\$13,597	\$23,625	\$23,625	\$0	
	Net	-\$10,028	-\$13,597	-\$23,625	-\$23,625	\$0	
930 Executive Office <i>all dept heads 75% of Owen</i>	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$121,607	\$128,900	\$250,507	\$225,880	-\$24,627	salary variances (16K)
	Net	-\$121,607	-\$128,900	-\$250,507	-\$225,880	-\$24,627	
931 Salary Pool	Revenue	\$0	\$0	\$0	\$0	\$0	
	Expense	\$0	\$5,163	\$5,163	\$5,913	\$750	Match 2'nd half budget
	Net	\$0	-\$5,163	-\$5,163	-\$5,913	\$750	

		\$0	\$0	\$0	\$0	\$0
940 Operations	Revenue					
<i>interpreters</i>	Expense	\$66,907	\$69,045	\$135,952	\$135,952	\$0
	Net	-\$66,907	-\$69,045	-\$135,952	-\$135,952	\$0
Sub-Total Operating Part 2	Revenue	\$252,977	\$156,836	\$409,813	\$434,200	-\$24,387
	Expense	\$468,127	\$430,290	\$898,417	\$812,150	-\$86,267
	Net	-\$215,150	-\$273,454	-\$488,604	-\$377,950	-\$110,654
		1'st Half Actual	2'nd Half Est	Projected Total	Budget	Variance
TOTALS-OPERATING	Revenue	\$590,312	\$416,942	\$1,007,254	\$1,102,932	-\$95,678
	Expense	\$765,350	\$710,839	\$1,476,189	\$1,433,268	-\$42,921
	Net	-\$197,950	-\$328,175	-\$468,935	-\$330,336	-\$138,599
TOTALS-CAPITAL	Revenue	\$114,512	\$334,600	\$449,112	\$1,169,000	-\$719,888
	Expense	\$241,202	\$290,267	\$531,469	\$810,386	\$278,917
	Net	-\$126,690	\$44,333	-\$82,357	\$358,614	-\$440,971
TOTALS-COMBINED	Revenue	\$704,824	\$751,542	\$1,456,366	\$2,271,932	-\$815,566
	Expense	\$1,006,552	\$1,001,106	\$2,007,658	\$2,243,654	\$235,996
	Net	-\$324,640	-\$283,842	-\$551,292	\$28,278	-\$579,570





OPERATING FUND PROJ.-\$K

	A	B	C	D	E	F	G	H	I
1		FY '87	BUDGET '88	PROJ. '88	FY '89	FY '90	FY '91	FY '92	FY '93
2									
3	REVENUES								
4					<i>1/30 projections</i>				
5	UNRESTRICTED CONT.								
6	----DEC	200	0	120	0	0	0	0	0
7	----OTHER	93	156	146	66 163	183	205	230	260
8	RESTRICTED CONT.	46	180	95	228 75	100	150	175	200
9	CORP.MEMBERSHIPS	133	170	165	164 181	199	219	241	265
10	INDIV.MEMBERSHIPS	74	75	75	52 79	95	101	107	123
11	ADMISSIONS	192	242	234	233 254	314	341	415	450
12	STORE	138	152	146	115 160	179	200	223	242
13	FUNCTIONS	65	70	71	122 79	87	96	106	117
14	MW FUNDED BY DEC	312	231	231	0	0	0	0	0
15	OTHER	90	52	43	33 47	52	57	63	69
16									
17	TOTAL	1343	1328	1326	1007 1038	1209	1369	1560	1726
18									
19	EXPENSES								
20									
21	EXHIBITS&EDUC.	334	340	307	358 322	338	355	373	392
22	MKT.&MEMBER.	224	224	166	211 174	183	192	202	212
23	MNGT.&GENERAL	295	441	349	378 366	384	403	423	444
24	FUNDRAISING	9	50	35	99 37	39	41	43	45
25	STORE	136	146	136	122 143	152	161	171	179
26	FUNCTIONS	32	36	39	66 41	43	45	47	49
27	MW OPER.COSTS	312	294	294	242 250	260	280	305	335
28									
29	TOTAL	1342	1531	1326	1476 1333	1399	1477	1564	1656
30									
31									
32	NET SURPLUS	1	-203	0	-295	-190	-108	-4	70

The Computer Museum Capital Campaign Summary												
Phases I and II												
As of Feb. 7, 1989												
	FY 1984	FY 1985	FY 1986	FY 1987	FY 1988	FY 1989	FY 1990	FY 1991	FY 1992	FY 1993	FY 1994	TOTAL
PHASE I - Restricted and Unrestricted												
Pledged	404,036	1,774,709	568,684	573,658	20,236							3,341,323
Pledged Due	302,114	1,345,334	425,957	740,820	190,123	63,396	50,848	9,920	2,274	1,250		3,132,036
Receipts	300,355	1,351,313	421,153	694,329	165,942	47,635						2,980,727
G/L Receipts	299,294	1,342,949	395,026	557,262	164,906	46,648						2,806,085
Amount Due*	N/A	N/A	N/A	N/A	24,521	24,822						49,343
Total Donations	299,294	1,342,949	395,026	557,262	164,906	46,648						2,806,085
Reported Gain (Loss)**	Realized	(\$6,109)	(\$289)	(\$21,342)	(\$581)							(\$28,321)
	Unrealized		(\$208,539)		(\$40,621)							(\$249,160)
* Not calculated												
** From audited statement												
	FY 1984	FY 1985	FY 1986	FY 1987	FY 1988	FY 1989	FY 1990	FY 1991	FY 1992	FY 1993	FY 1994	TOTAL
PHASE II - Unrestricted only												
Pledge Goal				\$580,000	\$1,270,000	\$1,100,000	\$900,000	\$1,050,000	\$1,850,000			6,750,000
Pledged*				\$265,250	\$691,996	\$18,669 <sup>①</sup>						975,915
Pledged Due				\$192,500	\$410,299	\$306,693	\$24,024	\$21,542	\$15,250	\$5,000		975,308
Receipts				\$192,500	\$409,637	\$291,733						893,870
G/L Receipts				\$192,250	\$407,974	\$291,497						891,721
Difference**				\$250	\$1,663	\$236						
Amount Due***				\$250	\$2,325	\$15,196	\$24,024	\$21,542	\$15,250	\$5,000	\$0	83,587
Projected Cash (Plan)				\$290,000	\$780,000	\$1,012,500	\$1,042,500	\$1,025,000	\$1,412,500	\$725,000	\$462,500	6,750,000
Total G/L Receipts	299,294	1,342,949	395,026	\$749,512	\$572,880	\$338,145	\$0	\$0	\$0	\$0	\$0	3,697,806
PH I and II												
PH II Budget (70% of Projected Cash Plan)						\$708,750	\$729,750	\$717,500	\$988,750	\$507,500	\$323,750	3,976,000
Total Budget (PH II Budget + PH I Pledges Due)						\$772,146	\$780,598	\$727,420	\$991,024	\$508,750	\$323,750	4,103,688
*Figure does not include value of stock pledges												
** Difference between Receipts & G/L Receipts reflects gains, losses and commissions on stock												
*** Pledge Due less Receipts												

① \* 750,000 = 928 from Foster = 21K on 39K total

The Computer Museum  
 Mid-Year Projections  
 Operating Fund FY 89

	Act. 7/88	Act. 8/88	Act. 9/88	Act. 10/88	Act. 11/88	Act. 12/88	Proj. 1/89	Proj. 2/89	Proj. 3/89	Proj. 4/89	Proj. 5/89	Proj. 6/89	Proj. Total	FY89 Budget	Variance
<b>Revenues:</b>															
Unrestricted Contributions	1	4	0	1	-2	13	0	11	2	8	9	19	66	83	(26%)
Restricted Contributions — <i>Computer Bowl Education</i>	22	22	36	71	7	56	14	0	0	0	0	0	228	225	1%
Corporate Memberships	4	2	24	14	13	9	14	15	16	16	15	22	164	173	(5%)
Individual Memberships	3	6	6	3	9	5	3	3	4	3	3	4	52	82	(37%)
Admissions	29	33	15	14	15	12	13	18	20	25	19	20	233	238	(2%)
Store	10	16	8	10	12	13	4	7	6	9	9	11	115	159	(28%)
Functions	6	14	7	11	8	17	3	7	12	14	11	12	122	106	15%
Other	3	5	3	2	3	1	2	1	1	1	1	10	33	37	(11%)
Gain/Loss on Securities	0	-5	-1	0	0	0	0	0	0	0	0	0	-6	0	(100%)
<b>Total Revenues</b>	<b>78</b>	<b>97</b>	<b>98</b>	<b>126</b>	<b>65</b>	<b>126</b>	<b>53</b>	<b>62</b>	<b>61</b>	<b>76</b>	<b>67</b>	<b>98</b>	<b>1007</b>	<b>1103</b>	<b>(9%)</b>
<b>Expenses:</b>															
Exhibits & Education	27	50	15	29	26	28	39	36	28	28	26	26	358	373	4%
Marketing & Memberships	33	15	22	14	9	12	22	16	17	16	18	17	211	212	1%
Management & General	22	27	31	33	28	31	34	35	31	33	30	43	378	338	(12%)
Fundraising — <i>Computer Bowl</i>	1	7	13	55	7	4	2	2	2	2	2	2	99	57	(74%)
Store	10	15	11	13	11	13	7	8	7	8	9	10	122	159	23%
Functions	5	5	7	4	5	5	5	6	6	6	6	6	66	57	(16%)
Museum Wharf Expenses	20	19	20	20	21	22	20	20	20	20	20	20	242	237	(2%)
<b>Total Expenses</b>	<b>118</b>	<b>138</b>	<b>119</b>	<b>168</b>	<b>107</b>	<b>115</b>	<b>129</b>	<b>123</b>	<b>111</b>	<b>113</b>	<b>111</b>	<b>124</b>	<b>1476</b>	<b>1433</b>	<b>(3%)</b>
<b>Net Revenues(Expenses)</b>	<b>-40</b>	<b>-41</b>	<b>-21</b>	<b>-42</b>	<b>-42</b>	<b>11</b>	<b>-76</b>	<b>-61</b>	<b>-50</b>	<b>-37</b>	<b>-44</b>	<b>-26</b>	<b>-469</b>	<b>330</b>	<b>(42%)</b>

*Dept*  
 100,300,940  
 200's except 280  
 900 except 940  
 810, 820, 830  
 700's

Notes:  
 Revenues assume no new contributions  
 Expenses do not include year-end accruals and are subject to current assumptions

The Computer Museum  
 Mid-Year Projections  
 Capital Fund FY 89

	Act. 7/88	Act. 8/88	Act. 9/88	Act. 10/88	Act. 11/88	Act. 12/88	Proj. 1/89	Proj. 2/89	Proj. 3/89	Proj. 4/89	Proj. 5/89	Proj. 6/89	Proj. Total	FY89 Budget	Variance
<b>Revenues:</b>															
Contributions															
Exhibit Funding	610														
Gain/Loss on Securities	660, 670, 680, 690														
<b>Total Revenues</b>	<b>3</b>	<b>14</b>	<b>17</b>	<b>1</b>	<b>10</b>	<b>32</b>	<b>44</b>	<b>252</b>	<b>8</b>	<b>8</b>	<b>5</b>	<b>5</b>	<b>399</b>	<b>769</b>	<b>(93%)</b>
<b>Expenses:</b>															
Exhibits															
Exhibit Administration	660, 670, 680, 690														
Fundraising	620, 630														
Wharf Mortgage	610, 611, 612														
<b>Total Expenses</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>16</b>	<b>15</b>	<b>15</b>	<b>0</b>	<b>50</b>	<b>325</b>	<b>85%</b>
<b>Net Revenues(Expenses)</b>	<b>36</b>	<b>40</b>	<b>45</b>	<b>41</b>	<b>36</b>	<b>43</b>	<b>44</b>	<b>40</b>	<b>56</b>	<b>54</b>	<b>56</b>	<b>40</b>	<b>531</b>	<b>810</b>	<b>34%</b>
	<b>-33</b>	<b>-26</b>	<b>-8</b>	<b>-25</b>	<b>-26</b>	<b>-8</b>	<b>12</b>	<b>212</b>	<b>-48</b>	<b>-46</b>	<b>-51</b>	<b>-35</b>	<b>-82</b>	<b>359</b>	<b>(123%)</b>

Notes:

Revenues do not include new pledges or proposed funding  
 Expenses do not include year-end accruals and are subject to current assumptions

THE COMPUTER MUSEUM

Financial Position

-Situation

- Capital fund contributions well below budget
- Admissions, memberships, store below budget
- Expenses slightly below budget
- The issue is a revenue problem

-Fiscal 1989 Summary- ( In \$ K )

	<u>1st half actual</u>	<u>1st half Budget</u>	<u>Full year projected</u>	<u>Budget</u>
• Operating Fund Net	(175)	(148)	(469)	(330)
• Capital Fund Net	(126)	267	(83)	359
• Total Museum Net	(301)	119	(552)	29

132  
139  
-----  
271

-Short Term Goal

• Given our available cash of 232K entering the 2nd half, we need 139K of additional unrestricted contributions by mid-April to

- (a) Meet budgeted Operating Fund deficit of 330K
- (b) Maintain net available cash of 100K (DEC trigger).

## **EXPLANATION**

Led by Joe Cashen

- 50% increase in operating costs
- Insufficient planning and implementation on the part of staff and committee
- Lack of appropriate staff resources and support to back up board efforts
- Lack of sufficient board activity in fundraising

## **PLAN**

Led by Gardner Hendrie

### **Short Term:**

Announce commitments from board covering potential short fall of \$207,000. Staff is pursuing all overdue pledges. Other activity includes the committee's work to finalize several pledge negotiations underway; Ed Schwartz has joined the development committee taking an active leadership role; the Bells and I (Hendrie) are planning several cultivation dinners at the Museum.

Ask for leadership - 100% of the board **must** contribute to the Museum - time to do it is now.

Ask everyone to consider a Capital Campaign pledge or minimally a contribution to support the annual operating costs.this fiscal year.

Ask if everyone would consider bringing in \$10,000 by the end of the fiscal year through corporate or individual memberships, annual fund or capital gifts (We'll provide them with current list of corporate members. Let them know that we will follow up with them Suggest that they check in with Jane Stanhope if they have any questions about the current status of individuals or companies they are considering approaching. Announce the board member <Schwartz or Severino?>who will oversee efforts).

Announce that new staff will be hired to manage fundraising efforts.

Consultant has worked with staff to review current development operations and systems. Significant progress has been made in creating more efficient and effective operations and activity.

Proposal activity for funding has increased as well as research and identification of potential prospects to solicit for exhibits, capital campaign, as well as ongoing and new educational programs.

## **Long Term:**

Will work with board and staff to develop long-range plan that will relate vision to financial needs

Will work with the development committee and staff to develop a strategic fundraising plan that includes all development activity- not just the capital campaign. New emphasis will be placed on building the base of annual supporters through membership development, and annual fund solicitations. Need to expand the base of annual support so that capital funds raised can be allocated to building procurement, exhibit development, and a much-needed endowment that will provide both income and the solid foundation to ensure the Museum's future.

Will develop a strategic communications plan necessary to compliment and enhance the fundraising and outreach efforts

Will develop better communications with the board. Need to identify ways to utilize the skills and talents of the board while offering members the opportunity to take a real leadership role in areas their interest and expertise.



## SURVEY

## SUMMARY of RESULTS

Board believes in purpose and viability of the institution

For the most part, finds exhibits and programs good, but finds that progress is too slow in developing much needed new attractions including new and/or updated exhibits and educational programs. Understand that the Museum is in a "Catch 22" situation - it needs new exhibits and programs to attract visitors and funders, but doesn't have the funds to develop new attractions.

Board believes that a vision for the institution as well as a long-range plan to bring it to fruition is lacking

Board believes that its membership is fairly well-balanced in representation but is not as effective as it might and should be.

Most would prefer to participate in more substantive planning and decision-making and feel under-utilized.

Many misunderstand their role to be as an advisor which is critical but need to understand that this must be balanced with a minimal time commitment as well as financial support. (Free advice is easy to come by, it's work and support that is critical).

Most believe that the Museum has a serious visibility problem. and that it is not promoted or marketed adequately.

Many believe that unless the Museum develops programs and activities that are recognized nationally, it will not succeed.

Confusion exists about the fundraising needs and activities. Many were unsure of how much and to what they had given. There is mixed opinion and ideas about potential sources of funding

The majority felt the critical issues for the Museum in the coming year were:

- Money
- Leadership
- Visibility
- Strategic Planning

THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
COMBINED OPERATING AND CAPITAL FUNDS  
( \$ - Thousands )

	12/31/87 ACTUAL	FOR THE SIX MONTHS ENDED			ANNUAL FY1989 BUDGET
		BUDGET	-----12/31/88----- ACTUAL	FAV(UNFAV)	
REVENUES:					
Operating Fund:	657	621	590	(31) (5%)	1,103
Capital Fund	412	515	115	(400) (77%)	1,169
Total Revenues	<u>1,069</u>	<u>1,136</u>	<u>705</u>	<u>(431) (38%)</u>	<u>2,272</u>
EXPENSES:					
Operating Fund	623	769	765	4 1%	1,433
Capital Fund	235	248	241	7 3%	810
Total Expenses	<u>858</u>	<u>1,017</u>	<u>1,006</u>	<u>11 1%</u>	<u>2,243</u>
NET REVENUES (EXPENSES)	<u>\$211</u>	<u>\$119</u>	<u>(\$301)</u>	<u>(\$420) (353%)</u>	<u>\$29</u>

SUMMARY:  
-----

For the 6 months ended December 31, 1988 the museum operated at a deficit of (301K) compared to a budgeted surplus of 119K. As of December 31, 1988 the total cash and cash equivalents (short-term investments) amounts to 233K.

OPERATING: Revenues were 5% below budget despite strong Computer Bowl and Functions revenues. Expenses were held at 1% below budget despite higher Computer Bowl related expense.

CAPITAL: Revenues were 77% below budget overall (85% below budget for unrestricted contributions- receipt of a major contribution budgeted for December (now expected in January) would reduce this variance to 37% below budget). Expenses were held at 3% below budget due to tight spending control.



THE COMPUTER MUSEUM  
STATEMENT OF REVENUES AND EXPENSES  
CAPITAL FUND  
( \$ - Thousands )

	12/31/87 ACTUAL	FOR THE SIX MONTHS ENDED			ANNUAL FY1989 BUDGET
		BUDGET	-----12/31/88----- ACTUAL	FAV(UNFAV)	
<b>REVENUES:</b>					
Contributions	\$328	\$515	\$77	(\$438) (85%)	\$769
Exhibit Funding	0	0	38	0 100%	400
Gain (Loss) on securities	0	-	0	0 0%	-
Wharf mortgage funded by DEC	84	0	0	0 0%	0
	-----	-----	-----	-----	-----
Total Revenues	412	515	115	(400) (77%)	1,169
<b>EXPENSES:</b>					
Exhibits	33	0	4	(4) 100%	325
Exhibit Administration	80	108	98	10 9%	205
Fundraising	38	59	58	1 2%	118
Wharf mortgage	84	81	81	0 0%	162
	-----	-----	-----	-----	-----
Total Expenses	235	248	241	7 3%	810
<b>NET REVENUES (EXPENSES)</b>	<u>\$177</u>	<u>\$267</u>	<u>(\$126)</u>	<u>(\$393) (147%)</u>	<u>\$359</u>

SCALE OF GIFTS  
 1954  
 Goal \$3,000,000

\$500,000



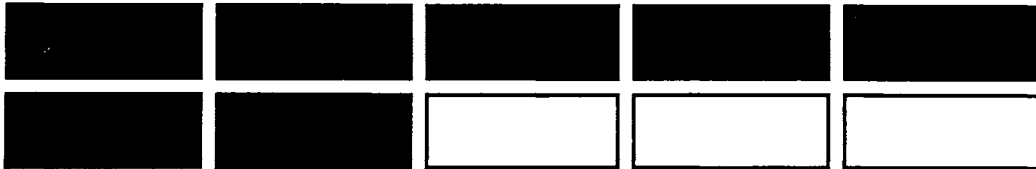
0/500K

\$250,000



0/250K

\$100,000



700K/1000K

\$50,000



150K/300K

\$25,000



175K/300K

\$10,000



170K/300K

\$5,000



70K/225K

?/175K

Total \$1,709,794  
 As of 2/15/89

## FY89 - WORST CASE SCENARIO

1/15/89

--- Fiscal 1989 Projection

	<u>1st Half</u>	<u>2nd Half Proj</u>	<u>Total</u>	<u>Budget</u>	<u>Variance</u>
Operating Rev.	590.3K	376.9	967.2	1102.9	(135.7)
Exp.	765.4	714.4	1479.8	1433.3	(46.5)
Net	(175.1)	(337.5)	(512.6)	(330.3)	(182.2)
Capital Rev.	114.5	327.1	441.6	1169.0	(727.4)
Exp.	241.2	309.9	551.1	810.4	259.3
Net	(126.7)	17.2	(109.5)	358.6	(468.1)
Combined Rev.	704.8	704.0	1408.8	2271.9	(863.1)
Exp.	1006.6	1024.3	2030.9	2243.7	212.8
Net	(301.8)	(320.3)	(622.1)	28.2	(650.3)

--- Cash needs=339K; 320K deficit + 19K in receivables

--- Currently available cash=232K

--- Cash shortfall=107K

--- Primary fiscal objectives

(a) Don't let available cash fall below 100K (DEC trigger)

(b) Meet budgeted operating deficit

--- Required cash=207K (within approx. 3 mos.); if it is unrestricted we also meet objective (b) since 182K can be used to bring operating deficit back to budget.