REVENUE			Projected	Final
Member cor	itributions		\$400,000	\$449,56
Simons Foundation Annual Commitment		\$100,000	\$100,00	
Simons Foundation Matching Fund			\$300,000	\$300,00
Cornell University Library (Direct)			\$75,000	\$75,00
Gifts			\$50,000	\$91,86
TOTAL REVENUE			\$925,000	\$1,016,42
XPENSES				
Personnel (ii	ncluding benefits) <sup>1</sup>			
	Program Director <sup>2</sup> , Membership, Finance, Policy	approx. 1 FTE	Considered Indirect	
	Scientific Director	0.5FTE		
	Operations Manager, User Support & Moderation	3.5 FTE + 0.6 FTE student + Contract		
	CTO, IT Lead, Programming, Systems, UX	1.8 FTE + 1 FTE + Contract		
		Subtotal Personnel <sup>3</sup>	\$834,831	\$622 <i>,</i> 6
Non-Person	nel			
Servers (physical & virtual), hardware maintenance, storage and backup			\$44,000	\$56 <i>,</i> 3
	Staff computers, software, supplies, network, and misc. expenses			\$5,1
	Meetings, workshops, training, consultancy	\$40,000	\$60,1	
		Subtotal Non-Personnel	\$89,500	\$121,6
TOTAL DIRECT EXPENSES			\$924,331	\$744,2
Indirect and	Volunteer Costs			
	College and department administration, staff support (26% of direct costs) <sup>4</sup>		\$240,326	\$193,5
	Facilities (11% of direct costs) <sup>5</sup>		\$101,676	\$81,8
		Subtotal Indirect Costs	\$342,002	\$275,3
TOTAL EXPENSES (direct + indirect)			\$1,266,333	\$1,019,6
ANNUAL OP	ERATING RESERVES <sup>6</sup>		CY16 Final	CY17 Final
Operating Reserves			\$250,000	\$300,0
Development Reserves			\$684,754	\$906,8

## Notes

<sup>1</sup> Some of the staff expenses in this category were not anticipated in the original 5-year business plan (2013-2017), including 1 FTE programmer, 0.5 FTE Scientific Director, 0.5 FTE user support, moderator support, and development support for the 2018-2022 arXiv Business Model. For CY17, the expenses for these lines total \$112,177. Per MAB/SAB board approval, these additional staff costs will be drawn from the development reserves if needed. Reserve-funded staff are shown in red. Please see the reserve policy for more information.

<sup>2</sup> Per MAB decision in 2016, the Program Director will be part of direct arXiv expenses, beginning in 2018. In 2017 and preceding years this essential personnel role has been considered an indirect expense.

<sup>3</sup> During CY17, arXiv had many staff transitions, including the selection of a new Scientific Director, and the reassignment of several programmers to the arXiv-NG budget. Because of these changes, the personnel costs for arXiv were significantly less than anticipated at the start of the year. Beginning in 2018, budgets for arXiv Classic and arXiv-NG will be publicly presented in one document, to reflect their actual overlap in both staff and intention.

<sup>4</sup> Indirect cost percentages are derived from the University negotiated indirect cost rates. These indirect costs include those for Administration (Library and Departmental) and Staff Support (Finance/Budget, Human Resources, Facility staff, and Staff IT). The salaries of the Program Director and Membership Support staff are considered as Cornell's indirect contributions and are not included in the staff salary total. This will change beginning with the 2018 budget, see Footnote 2.

<sup>5</sup> Indirect cost percentages are derived from the University negotiated indirect cost rates. These indirect costs include maintenance, custodial, utility and other facility related costs for the building.