

2011 Orienteering USA Budget

Oct. 4, 2010 Note: Attached memo an integral part of this budget.

**SECTION 1 - BUDGET  
INCOME**

	<u>2011 Budget</u>	<u>2010 Budget</u>	<u>2010 Fund</u>	<u>Strategic Plan Goal(s)</u>
<b>Group: Local Programs</b>				
A meet Sanctioning Fees	\$33,000	\$33,000	Operating	Starts
Kentucky Orienteering Partnership	\$4,000	\$0	NA	Starts, Branding
Epunch Rental Fees	\$1,000	\$1,500	Epunch	Starts
Third Party Sanctioning Fees	\$1,000	\$0	NA	Starts
<b>Group: National Programs</b>				
No Income Planned				
<b>Group: Membership Programs</b>				
Membership Dues	\$31,000	\$31,000	Operating	Membership
Club Dues	\$38,000	\$27,000	Operating	Membership
Insurance Fees from Clubs	\$20,000	\$22,000	Insurance	Membership
<b>Group: Team USA Support/ Development</b>				
<b>SENIOR TEAM</b>				
Contributions	\$7,000	\$7,000	NA	Team USA
Fundraising	\$3,500	\$5,000	NA	Team USA
<b>JUNIOR TEAM</b>				
Contributions	\$3,800	\$3,500	Jr. Team	Team USA
Fundraising	\$3,800	\$3,000	Jr. Team	Team USA
<b>WUOC TEAM</b>				
Contributions	\$0	\$3,000	Operating	Team USA
Fundraising	\$0	\$1,600	Operating	Team USA
<b>SKI O TEAM</b>				
Contributions	\$1,000	\$500	Ski O	Team USA
Fundraising	\$1,000	\$1,700	Ski O	Team USA
<b>TRAIL O TEAM</b>				
Contributions	\$700	\$400	Trail O	Team USA
Fundraising	\$5,000	\$600	Trail O	Team USA
<b>GROUP: Administrative &amp; Governance</b>				
Third Party Grants and Sponsorships	\$10,000	\$2,000	Sponsor & Mktg	Non-starts revenue
Capital Campaign Pledges - Year 3	\$28,200	\$55,000	Operating	Non-starts revenue
Major Gifts	\$1,000	\$0	NA	Non-starts revenue
Annual Fund	\$15,000	\$8,000	Operating	Non-starts revenue
General Contributions	\$5,000	\$0	Operating	Non-starts revenue
Income from Endowment Fund	\$4,000	\$400	Endowment	Non starts revenue
Contributions to Endowment Fund (Transfer in)	\$4,000	\$4,000	Endowment	Non starts revenue
Life Member Dues Received	\$1,500	\$1,500	Endowment	Non-starts revenue
<b>TOTAL INCOME</b>	<b>\$222,500</b>	<b>\$211,700</b>		

**EXPENSES****Group: Local Programs**

Mapping/ Map Grants	\$4,000	\$6,000	Map Grants	Mapping
Mapping/ Pictometry On Line	\$2,000	\$0	NA	Mapping
Mapping/ US State Dept. J Visa Program	\$2,000	\$0	NA	Mapping
Kentucky Orienteering Partnership	\$4,000	\$0	NA	Starts, Branding
Epunch Maintenance	\$500	\$0	NA	Starts
NOD Club Promotional Packets	\$500	\$0	Operating	Starts, Membership, Branding

**Group: National Programs**

Education/ Student Travel Grants	\$1,000	\$0	NA	Starts
Education/ Display Fees	\$1,000	\$0	NA	Starts, Membership, Branding
Education/ Ebsco Insert	\$200	\$200	O' in Schools	Starts, Membership, Branding
Little Troll/ Program Development	\$100	\$0	NA	Starts, Membership, Branding
Competitive Awards/ Medals	\$4,000	\$3,500	Comp Awards	Starts
Marketing/ Conference Fees & Memberships	\$2,500	\$4,000	Operating	Non start revenue
Website Phases 2 & 3	\$7,500	\$0	NA	Membership, Volunteerism
Marketing Labor	\$8,000	\$11,000	Sponsor & Mkt	Starts, Branding
Marketing Publications and Printing	\$3,000	\$3,000	Operating	Starts, Membership, Branding
Online Advertising	\$1,200	\$0	NA	Memb, Vol, Non starts Rev, Brnd

**Group: Membership Programs**

Insurance Premiums	\$27,400	\$30,100	Insurance	Starts, Membership
ONA Magazine	\$18,000	\$24,000	Operating	Membership

**Group: Team USA Support/ Development****SENIOR TEAM**

WOC Fees, Accomodations and Board	\$12,000	\$13,000	Team	Team USA
Athlete Travel Support	\$3,000	\$0	NA	Team USA
Team Sponsored Training Camps	\$1,000	\$6,000	Team	Team USA
Uniforms	\$300	\$0	NA	Team USA

**JUNIOR TEAM**

JWOC Expenses	\$11,000	\$10,000	Jr. Team	Team USA
JWOC Travel Grants	\$2,000	\$0	Jr. Team	Team USA
Training Camp	\$1,000	\$0	Jr. Team	Team USA
JWOC Uniforms	\$400	\$0	Jr. Team	Team USA

**WUOC TEAM**

WUOC Payments	\$0	\$6,400	Operating	Team USA
WUOC Team Payments	\$0	\$2,600	Operating	Team USA

**SKI O TEAM**

World Ski O Championships	\$4,000	\$0	Ski O	Team USA
Junior World Ski O Championships	\$4,000	\$0	Ski O	Team USA
Travel Grants	\$1,000	\$1,000	Ski O	Team USA

**TRAIL O TEAM**

WTOC Expenses	\$5,000	\$1,000	Trail O	Team USA
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**Group: Administrative & Governance**

## 2011 Orienteering USA Budget

October 4, 2010

B&C/ Board Meeting and Committee Expenses	\$2,000	\$900	Operating	Starts, Mbrs, Vol, Maps
B&C/ President's Fund	\$1,300	\$1,300	Operating	NA
ED/ Salary & Benefits	\$71,400	\$71,400	Operating	All
ED/ Travel & Office Expenses	\$15,800	\$15,800	Operating	All
ED/ Payroll Insurance, Service and Taxes	\$7,100	\$7,100	Operating	NA
M&A/ Office Support	\$18,000	\$18,000	Operating	Starts, Membership
M&A/ Office Expenses	\$2,500	\$2,500	Operating	Starts, Membership
Dues, Fees & Corporate Charters	\$4,800	\$3,000	Operating	NA
Fundraising Expenses	\$4,000	\$2,000	Operating	Non starts revenue
Background Checks	\$300	\$300	Operating	Volunteerism, Team USA
Transfer out to Endowment Fund	\$4,000	\$400		
Transfer out to Life Member Dues	\$1,500	\$1,500		
<b>TOTAL EXPENSES</b>	<b>\$264,300</b>	<b>\$246,000</b>		
<b>NET INCOME (OPERATING DEFICIT)</b>	<b>(\$41,800)</b>	<b>(\$34,300)</b>		

**SECTION 2 - OUT OF BUDGET REQUESTS**

Map Grants	\$2,000	\$6,000	Mapping	Mapping
Education/ Display Fees	\$1,000	\$0	NA	Starts, Membership, Branding
Program Development Grants	\$6,000	\$1,400	O' in Schools	Starts, Membership, Branding
Coaching Manual Reprint	\$4,200	\$0	O' in Schools	Starts, Membership, Branding
Student Travel Grants	\$1,000	\$0	NA	Starts
Wearables for Redistribution	\$1,000	\$1,000	Sponsor & Mkt	Branding
Vocus Public Relations Tool	\$11,000	\$0	NA	Starts, Branding
Membership Packets	\$3,000	\$0	NA	Membership, Brand
ED/ Bonus	\$7,500	\$0	NA	Non starts revenue
Lobbyist Retainer	\$3,600	\$0	NA	Starts, Membership, Brand
Internal Audit Retainer	\$1,000	\$4,500	Operating	NA
Litigation Retainer	\$1,000	\$0	NA	Brand, Environment
<b>TOTAL OUT OF BUDGET ITEMS</b>	<b>\$42,300</b>			

**SECTION 3 - OTHER CONSIDERATIONS**

2011 Map Loans (New during 2011)	(\$18,000)	\$10,000	Map Loan	Mapping
2011 Map Loan Repayments (From prior years)	\$6,000	\$2,550	Map Loan	Mapping
Education/ Map Games For Teachers (Inventory)	(\$3,900)	\$5,200	O' in Schools	Starts, Membership, Branding
Redistribution of Education/Map Games	\$1,700	\$0	O' In Schools	Starts, Branding