

**United States Orienteering Federation, Inc.**  
**Statement of Financial Position**  
As of December 31, 2013

Accrual Basis

	<u>Dec 31, 13</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1010 · BankAmerica checking	56,292.50
1011 · BankAmerica contribs	3,252.33
1040 · Petty Cash	200.00
1070 · Vanguard	127,834.68
<b>Total Checking/Savings</b>	<u>187,579.51</u>
<b>Accounts Receivable</b>	
1110 · Accounts Receivable	1,048.00
<b>Total Accounts Receivable</b>	<u>1,048.00</u>
<b>Other Current Assets</b>	
1451 · Prepaid Expenses	1,524.36
<b>Total Other Current Assets</b>	<u>1,524.36</u>
<b>Total Current Assets</b>	190,151.87
<b>Other Assets</b>	
1320 · Map Loans Receivable	250.00
1581 · Endowment Fund, BOD designated	127,020.26
1582 · Endowment Fund, perm restricted	70,568.91
<b>Total Other Assets</b>	<u>197,839.17</u>
<b>TOTAL ASSETS</b>	<b><u>387,991.04</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Credit Cards</b>	
2550 · PNC Visa	239.11
<b>Total Credit Cards</b>	<u>239.11</u>
<b>Other Current Liabilities</b>	
2150 · Accrued Expenses	93.37
2350 · Deferred Revenue - Club dues	2,771.00
<b>Total Other Current Liabilities</b>	<u>2,864.37</u>
<b>Total Current Liabilities</b>	<u>3,103.48</u>
<b>Total Liabilities</b>	3,103.48
<b>Equity</b>	
3010 · Net Assets, unrestricted	150,144.68
3020 · Endowments, Board designated	127,020.26
3100 · Net Assets, temp restricted	31,491.03
3210 · Endowments, perm restricted	70,568.91
Net Income	5,662.68
<b>Total Equity</b>	<u>384,887.56</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>387,991.04</u></b>

# United States Orienteering Federation, Inc.

## Profit & Loss Budget vs. Actual

January through December 2013 vs. 2012

Accrual Basis

	<u>Jan - Dec 13</u>	<u>Budget</u>	<u>% of Budget</u>	<u>Jan - Dec 12</u>	<u>Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
4010-01 · Contributions, unrestricted	22,341.10	34,000.00	65.71%	27,416.49	25,000.00	109.67%
4010-02 · Contributions, restricted	50,094.10	25,850.00	193.79%	37,549.96	21,050.00	178.39%
4010-03 · Contributions, major gifts	40,000.00	12,500.00	320.0%	30,000.00	10,000.00	300.0%
4200 · Grants Received	1,500.00			0.00		
5180 · Program Income	30,235.71	24,600.00	122.91%	35,556.52	34,900.00	101.88%
5181 · Sponsorships	22,385.17	20,000.00	111.93%	11,338.54	15,000.00	75.59%
5210 · Membership dues	28,968.00	31,000.00	93.45%	30,495.00	32,000.00	95.3%
5211 · Life member dues	3,000.00			800.00	1,500.00	53.33%
5221 · Club dues	69,362.50	70,000.00	99.09%	66,428.00	65,000.00	102.2%
5222 · Insurance fees from clubs	208.06			0.00		
5310 · Interest Income	29.76	100.00	29.76%	65.00	1,500.00	4.33%
5360 · Endowment proceeds	5,908.00	4,500.00	131.29%	4,928.00	4,000.00	123.2%
5450-01 · Books redistribution	1,324.50	2,000.00	66.23%	853.50		
5450-02 · Wearables redistribution	0.00	500.00	0.0%	0.00	2,000.00	0.0%
5820 · Fundraising, restricted	12,286.20	22,850.00	53.77%	14,613.21	9,400.00	155.46%
5822 · Fundraising, unrestricted	374.50			0.00		
<b>Total Income</b>	<b>288,017.60</b>	<b>247,900.00</b>	<b>116.18%</b>	<b>260,044.22</b>	<b>221,350.00</b>	<b>117.48%</b>
<b>Expense</b>						
7021 · Grants, mapping	0.00			0.00		
7023 · Grants to clubs & orgs	5,000.00	5,000.00	100.0%	3,250.00		
7041 · Grants, program - Indiv	0.00			0.00		
7200 · Payroll	84,033.61	78,500.00	107.05%	80,159.13	78,500.00	102.11%
8190 · ONA magazine	18,456.32	20,500.00	90.03%	19,441.97	19,500.00	99.7%
8520 · Insurance premiums	25,449.36	15,000.00	169.66%	14,279.82	16,200.00	88.15%
8590 · Elite Athlete Support & Dev	75,107.01	66,900.00	112.27%	43,097.85	44,900.00	95.99%
8594 · Programs for members & clubs	15,824.48	16,900.00	93.64%	34,023.68	22,100.00	153.95%

	<u>Jan - Dec 13</u>	<u>Budget</u>	<u>% of Budget</u>	<u>Jan - Dec 12</u>	<u>Budget</u>	<u>% of Budget</u>
8598-01 · Coach, Junior Team	36,340.12	35,000.00	103.83%	8,600.50		
8599-11 · Executive Director	27,692.20	26,150.00	105.9%	20,885.05	19,300.00	108.21%
8599-12 · Acctg & Mem Services	20,998.40	21,000.00	99.99%	21,024.07	21,000.00	100.12%
8599 · Board & Committees	13,505.67	12,800.00	105.51%	6,245.55	12,900.00	48.42%
<b>Total Expense</b>	<u>322,407.17</u>	<u>297,750.00</u>	<u>108.28%</u>	<u>251,007.62</u>	<u>234,400.00</u>	<u>107.09%</u>
<b>Net Ordinary Income</b>	(34,389.57)	(49,850.00)	68.99%	9,036.60	(13,050.00)	(69.25%)
<b>Other Income/Expense</b>						
<b>Other Income</b>						
6810 · Unrealized Gain/Loss Endowment	40,052.25			13,834.03		
<b>Total Other Income</b>	<u>40,052.25</u>			<u>13,834.03</u>		
<b>Other Expense</b>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>Net Other Income</b>	<u>40,052.25</u>	<u>0.00</u>	<u>100.0%</u>	<u>13,834.03</u>	<u>0.00</u>	<u>100.0%</u>
<b>Net Income</b>	<u><u>5,662.68</u></u>	<u><u>(49,850.00)</u></u>	<u><u>(11.36%)</u></u>	<u><u>22,870.63</u></u>	<u><u>(13,050.00)</u></u>	<u><u>(175.25%)</u></u>

**United States Orienteering Federation, Inc.**  
**Statement of Activities & Functional Expenses**  
**December 2013**

Accrual Basis

	Endowment	Fundraising	General Reve...	Iain Wilson A...	Junior Team	Management	MBO Team
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4010-01 · Contributions, unrestricted	0.00	0.00	10,750.00	0.00	0.00	0.00	0.00
4010-02 · Contributions, restricted	5,255.00	0.00	0.00	675.00	2,745.00	0.00	125.00
5180 · Program Income	0.00	0.00	4,701.00	0.00	0.00	0.00	0.00
5181 · Sponsorships	0.00	0.00	-1,279.80	0.00	0.00	0.00	0.00
5210 · Membership dues	0.00	0.00	2,085.00	0.00	0.00	0.00	0.00
5820 · Fundraising, restricted	0.00	0.00	0.00	0.00	1,007.74	0.00	48.70
5822 · Fundraising, unrestricted	0.00	0.00	7.50	0.00	0.00	0.00	0.00
<b>Total Income</b>	<b>5,255.00</b>	<b>0.00</b>	<b>16,263.70</b>	<b>675.00</b>	<b>3,752.74</b>	<b>0.00</b>	<b>173.70</b>
<b>Expense</b>							
7200 · Payroll	0.00	650.25	0.00	0.00	0.00	916.66	0.00
8590 · Elite Athlete Support & Dev	0.00	0.00	0.00	0.00	-560.00	0.00	0.00
8594 · Programs for members & clubs	0.00	0.00	0.00	0.00	0.00	49.03	0.00
8598-01 · Coach, Junior Team	0.00	0.00	0.00	0.00	971.50	0.00	0.00
8599-11 · Executive Director	0.00	2,478.68	0.00	0.00	0.00	1,362.91	0.00
8599-12 · Acctg & Mem Services	0.00	0.00	0.00	0.00	0.00	2,153.35	0.00
8599 · Board & Committees	0.00	124.00	0.00	0.00	0.00	0.00	0.00
<b>Total Expense</b>	<b>0.00</b>	<b>3,252.93</b>	<b>0.00</b>	<b>0.00</b>	<b>411.50</b>	<b>4,481.95</b>	<b>0.00</b>
<b>Net Ordinary Income</b>	<b>5,255.00</b>	<b>-3,252.93</b>	<b>16,263.70</b>	<b>675.00</b>	<b>3,341.24</b>	<b>-4,481.95</b>	<b>173.70</b>
<b>Net Income</b>	<b>5,255.00</b>	<b>-3,252.93</b>	<b>16,263.70</b>	<b>675.00</b>	<b>3,341.24</b>	<b>-4,481.95</b>	<b>173.70</b>

**United States Orienteering Federation, Inc.**  
**Statement of Activities & Functional Expenses**  
**December 2013**

Accrual Basis

	<u>Program Serv...</u>	<u>Senior Team</u>	<u>Ski O Team</u>	<u>Trail O Team</u>	<u>WUOC Team</u>	<u>TOTAL</u>
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
4010-01 · Contributions, unrestricted	0.00	0.00	0.00	0.00	0.00	10,750.00
4010-02 · Contributions, restricted	0.00	3,615.00	1,060.00	175.00	30.00	13,680.00
5180 · Program Income	0.00	0.00	0.00	0.00	0.00	4,701.00
5181 · Sponsorships	0.00	0.00	0.00	0.00	0.00	-1,279.80
5210 · Membership dues	0.00	0.00	0.00	0.00	0.00	2,085.00
5820 · Fundraising, restricted	0.00	0.00	0.00	0.00	0.00	1,056.44
5822 · Fundraising, unrestricted	0.00	0.00	0.00	0.00	0.00	7.50
<b>Total Income</b>	<u>0.00</u>	<u>3,615.00</u>	<u>1,060.00</u>	<u>175.00</u>	<u>30.00</u>	<u>31,000.14</u>
<b>Expense</b>						
7200 · Payroll	2,197.87	0.00	0.00	0.00	0.00	3,764.78
8590 · Elite Athlete Support & Dev	0.00	0.00	0.00	0.00	0.00	-560.00
8594 · Programs for members & clubs	1,819.92	0.00	0.00	0.00	0.00	1,868.95
8598-01 · Coach, Junior Team	2,750.00	0.00	0.00	0.00	0.00	3,721.50
8599-11 · Executive Director	159.42	0.00	0.00	0.00	0.00	4,001.01
8599-12 · Acctg & Mem Services	0.00	0.00	0.00	0.00	0.00	2,153.35
8599 · Board & Committees	88.78	0.00	0.00	0.00	0.00	212.78
<b>Total Expense</b>	<u>7,015.99</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>15,162.37</u>
<b>Net Ordinary Income</b>	<u>-7,015.99</u>	<u>3,615.00</u>	<u>1,060.00</u>	<u>175.00</u>	<u>30.00</u>	<u>15,837.77</u>
<b>Net Income</b>	<u><b>-7,015.99</b></u>	<u><b>3,615.00</b></u>	<u><b>1,060.00</b></u>	<u><b>175.00</b></u>	<u><b>30.00</b></u>	<u><b>15,837.77</b></u>

**United States Orienteering Federation, Inc.**  
**Statement of Activities & Functional Expenses**  
January through December 2013

Accrual Basis

	Endowment	Fundraising	General Rev...	Iain Wilson ...	Junior Team	Management	MBO Team
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4010-01 · Contributions, unrestricted	0.00	0.00	22,341.10	0.00	0.00	0.00	0.00
4010-02 · Contributions, restricted	6,980.00	0.00	0.00	7,774.22	13,747.88	0.00	5,529.00
4010-03 · Contributions, major gifts	0.00	0.00	33,000.00	0.00	7,000.00	0.00	0.00
4200 · Grants Received	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
5180 · Program Income	0.00	0.00	30,235.71	0.00	0.00	0.00	0.00
5181 · Sponsorships	0.00	0.00	21,385.17	0.00	0.00	0.00	0.00
5210 · Membership dues	0.00	0.00	28,968.00	0.00	0.00	0.00	0.00
5211 · Life member dues	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00
5221 · Club dues	0.00	0.00	69,362.50	0.00	0.00	0.00	0.00
5222 · Insurance fees from clubs	0.00	0.00	208.06	0.00	0.00	0.00	0.00
5310 · Interest Income	0.00	0.00	29.76	0.00	0.00	0.00	0.00
5360 · Endowment proceeds	0.00	0.00	5,908.00	0.00	0.00	0.00	0.00
5450-01 · Books redistribution	0.00	0.00	1,324.50	0.00	0.00	0.00	0.00
5820 · Fundraising, restricted	0.00	0.00	0.00	0.00	9,465.67	0.00	235.53
5822 · Fundraising, unrestricted	0.00	0.00	374.50	0.00	0.00	0.00	0.00
<b>Total Income</b>	<b>9,980.00</b>	<b>0.00</b>	<b>213,137.30</b>	<b>7,774.22</b>	<b>30,213.55</b>	<b>0.00</b>	<b>7,264.53</b>
<b>Expense</b>							
7023 · Grants to clubs & orgs	0.00	2,500.00	0.00	0.00	0.00	0.00	0.00
7200 · Payroll	0.00	18,215.44	0.00	0.00	0.00	14,454.69	0.00
8190 · ONA magazine	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8520 · Insurance premiums	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8590 · Elite Athlete Support & Dev	0.00	0.00	0.00	0.00	23,510.66	0.00	11,945.30
8594 · Programs for members & clubs	0.00	2,762.44	0.00	0.00	0.00	383.27	0.00
8598-01 · Coach, Junior Team	0.00	0.00	0.00	0.00	5,590.12	0.00	0.00
8599-11 · Executive Director	0.00	8,014.43	0.00	0.00	0.00	13,610.97	0.00
8599-12 · Acctg & Mem Services	0.00	0.00	0.00	0.00	0.00	20,998.40	0.00
8599 · Board & Committees	0.00	1,665.78	0.00	0.00	0.00	7,589.23	0.00
<b>Total Expense</b>	<b>0.00</b>	<b>33,158.09</b>	<b>0.00</b>	<b>0.00</b>	<b>29,100.78</b>	<b>57,036.56</b>	<b>11,945.30</b>
<b>Net Ordinary Income</b>	<b>9,980.00</b>	<b>-33,158.09</b>	<b>213,137.30</b>	<b>7,774.22</b>	<b>1,112.77</b>	<b>-57,036.56</b>	<b>-4,680.77</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
6810 · Unrealized Gain/Loss Endowment	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>9,980.00</b>	<b>-33,158.09</b>	<b>213,137.30</b>	<b>7,774.22</b>	<b>1,112.77</b>	<b>-57,036.56</b>	<b>-4,680.77</b>

**United States Orienteering Federation, Inc.**  
**Statement of Activities & Functional Expenses**  
January through December 2013

Accrual Basis

	<u>Program Ser...</u>	<u>Senior Team</u>	<u>Ski O Team</u>	<u>Trail O Team</u>	<u>WUOC Team</u>	<u>Unclassified</u>	<u>TOTAL</u>
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4010-01 · Contributions, unrestricted	0.00	0.00	0.00	0.00	0.00	0.00	22,341.10
4010-02 · Contributions, restricted	0.00	9,250.00	5,508.00	1,075.00	230.00	0.00	50,094.10
4010-03 · Contributions, major gifts	0.00	0.00	0.00	0.00	0.00	0.00	40,000.00
4200 · Grants Received	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
5180 · Program Income	0.00	0.00	0.00	0.00	0.00	0.00	30,235.71
5181 · Sponsorships	0.00	0.00	1,000.00	0.00	0.00	0.00	22,385.17
5210 · Membership dues	0.00	0.00	0.00	0.00	0.00	0.00	28,968.00
5211 · Life member dues	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
5221 · Club dues	0.00	0.00	0.00	0.00	0.00	0.00	69,362.50
5222 · Insurance fees from clubs	0.00	0.00	0.00	0.00	0.00	0.00	208.06
5310 · Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	29.76
5360 · Endowment proceeds	0.00	0.00	0.00	0.00	0.00	0.00	5,908.00
5450-01 · Books redistribution	0.00	0.00	0.00	0.00	0.00	0.00	1,324.50
5820 · Fundraising, restricted	0.00	1,543.00	1,042.00	0.00	0.00	0.00	12,286.20
5822 · Fundraising, unrestricted	0.00	0.00	0.00	0.00	0.00	0.00	374.50
<b>Total Income</b>	<b>0.00</b>	<b>10,793.00</b>	<b>7,550.00</b>	<b>1,075.00</b>	<b>230.00</b>	<b>0.00</b>	<b>288,017.60</b>
<b>Expense</b>							
7023 · Grants to clubs & orgs	2,500.00	0.00	0.00	0.00	0.00	0.00	5,000.00
7200 · Payroll	51,363.48	0.00	0.00	0.00	0.00	0.00	84,033.61
8190 · ONA magazine	18,456.32	0.00	0.00	0.00	0.00	0.00	18,456.32
8520 · Insurance premiums	25,449.36	0.00	0.00	0.00	0.00	0.00	25,449.36
8590 · Elite Athlete Support & Dev	696.05	22,638.07	15,084.95	1,231.98	0.00	0.00	75,107.01
8594 · Programs for members & clubs	12,678.77	0.00	0.00	0.00	0.00	0.00	15,824.48
8598-01 · Coach, Junior Team	30,750.00	0.00	0.00	0.00	0.00	0.00	36,340.12
8599-11 · Executive Director	6,066.80	0.00	0.00	0.00	0.00	0.00	27,692.20
8599-12 · Acctg & Mem Services	0.00	0.00	0.00	0.00	0.00	0.00	20,998.40
8599 · Board & Committees	4,250.66	0.00	0.00	0.00	0.00	0.00	13,505.67
<b>Total Expense</b>	<b>152,211.44</b>	<b>22,638.07</b>	<b>15,084.95</b>	<b>1,231.98</b>	<b>0.00</b>	<b>0.00</b>	<b>322,407.17</b>
<b>Net Ordinary Income</b>	<b>-152,211.44</b>	<b>-11,845.07</b>	<b>-7,534.95</b>	<b>-156.98</b>	<b>230.00</b>	<b>0.00</b>	<b>-34,389.57</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
6810 · Unrealized Gain/Loss Endowment	0.00	0.00	0.00	0.00	0.00	40,052.25	40,052.25
<b>Total Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>40,052.25</b>	<b>40,052.25</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>40,052.25</b>	<b>40,052.25</b>
<b>Net Income</b>	<b>-152,211.44</b>	<b>-11,845.07</b>	<b>-7,534.95</b>	<b>-156.98</b>	<b>230.00</b>	<b>40,052.25</b>	<b>5,662.68</b>

**United States Orienteering Federation, Inc.**  
**Statement of Cash Flows**  
January through December 2013

	<b>Jan - Dec 13</b>
<b>OPERATING ACTIVITIES</b>	
Net Income	5,662.68
Adjustments to reconcile Net Income to net cash provided by operations:	
1110 · Accounts Receivable	1,901.50
1451 · Prepaid Expenses	3,035.87
2550 · PNC Visa	-460.07
2110 · Accrued Payroll	-6,595.87
2350 · Deferred Revenue - Club dues	-701.50
2150 · Accrued Expenses	-117.33
Net cash provided by Operating Activities	2,725.28
<b>INVESTING ACTIVITIES</b>	
6810 · Unrealized Gain/Loss Endowment	-40,052.25
1581 · Endowment Fund, BOD designated	-35,614.28
1582 · Endowment Fund, perm restricted	25,809.28
Net cash provided by Investing Activities	-49,857.25
<b>FINANCING ACTIVITIES</b>	
3010 · Net Assets, unrestricted	-48,088.48
3020 · Endowments, Board designated	54,773.94
3100 · Net Assets, temp restricted	-1,964.77
3210 · Endowments, perm restricted	-4,916.69
Net cash provided by Financing Activities	-196.00
Net cash increase for period	-47,327.97
Cash at beginning of period	234,907.48
Cash at end of period	<b>187,579.51</b>



United States Orienteering Federation, Inc.  
dba Orienteering USA

**Accounting Notes for the 2013 Financial Statements**

The accompanying financial statements are presented in accordance with accounting principles generally accepted in the United States of America (GAAP).

**Note 1:** Temporarily Restricted Net Assets:  
as of 12/31/2013

Ian Wilson Award	7,774
College Development	475
Junior Team	7,568
Map Loans & Grants	50
Mtn Bike O Team	561
Senior Team	5,547
Ski O Team	5,247
Trail O Team	3,939
WUOC Team	330
totals	<u><u>\$31,491</u></u>

**Note 2:** Major Comparisons 2013 vs. 2012

- Net worth rose 1.4%
- Current assets (cash & receivables) decreased by 22.2%
- Total spending rose 28.5%
- Team USA spending rose 96.8%
- Team USA contributions & fundraising rose 20.6%
- Unrestricted contributions rose 8.6%
- Endowment Fund value increased 27.1%

**Note 3:** Contributions include one Major Gift of \$40,000 which is being used to fund a full-time Junior Team coach.

**Note 4:** The Endowment Fund asset and equity balances reflect the Fair Market Value of the endowment assets held and invested by USOF Endowment Fund, Inc. as of 12/31/2013. The Unrealized Gain below the Income/Expense line on the P&L statement shows the change in the value of those endowment investments during 2013.