

**U.S. Orienteering Federation, Inc.**  
**Profit & Loss Budget vs. Actual**  
 January through August 2010 vs. 2011

08/31/2011  
 Accrual Basis

	<u>Jan - Aug 11</u>	<u>Budget</u>	<u>% of Budget</u>	<u>Jan - Aug 10</u>	<u>Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
4010-01 · Contributions, unrestricted	2,050.27	20,000.00	10.25%	1,184.29	8,000.00	14.8%
4010-02 · Contributions, restricted	12,055.00	16,500.00	73.06%	12,368.50	16,400.00	75.42%
4010-03 · Contributions, major gifts	15,000.00	1,000.00	1,500.0%	0.00		
4200 · Grants Received	3,700.00			1,000.00	1,000.00	100.0%
5180 · Program Income	16,491.70	35,000.00	47.12%	18,827.50	34,500.00	54.57%
5181 · Sponsorships	6,130.60	14,000.00	43.79%	15.55	1,000.00	1.56%
5210 · Membership dues	19,947.00	31,000.00	64.35%	19,902.00	31,000.00	64.2%
5211 · Life member dues	0.00	1,500.00	0.0%	1,500.00	1,000.00	150.0%
5221 · Club dues	63,551.60	38,000.00	167.24%	24,623.80	27,000.00	91.2%
5222 · Insurance fees from clubs	206.00	20,000.00	1.03%	17,670.00	22,000.00	80.32%
5310 · Interest Income	57.91	1,500.00	3.86%	65.27	1,500.00	4.35%
5360 · Endowment proceeds	2,378.00	4,000.00	59.45%	2,022.00	4,000.00	50.55%
5450-01 · Books redistribution	1,789.50			1,657.50	2,000.00	82.88%
5450-02 · Wearables redistribution	0.00			380.00		
5820 · Fundraising, restricted	1,712.57	13,300.00	12.88%	7,705.87	10,500.00	73.39%
<b>Total Income</b>	<b>145,070.15</b>	<b>195,800.00</b>	<b>74.09%</b>	<b>108,922.28</b>	<b>159,900.00</b>	<b>68.12%</b>
<b>Expense</b>						
7021 · Grants, mapping	0.00			2,000.00	6,000.00	33.33%
7023 · Grants to clubs & orgs	1,000.00			0.00	3,000.00	0.0%
7041 · Grants, program - Indiv	500.00			1,000.00	1,500.00	66.67%
7200 · Payroll	47,966.36	78,500.00	61.1%	48,992.62	78,471.00	62.43%
8190 · ONA magazine	14,452.59	18,000.00	80.29%	17,688.78	27,000.00	65.51%
8520 · Insurance premiums	11,903.73	26,500.00	44.92%	750.00	30,100.00	2.49%
8570-02 · Website expenses	599.00	900.00	66.56%	824.00	900.00	91.56%
8590 · Elite Athlete Support & Dev	34,816.16	45,200.00	77.03%	29,532.03	33,800.00	87.37%

	<b>Jan - Aug 11</b>	<b>Budget</b>	<b>% of Budget</b>	<b>Jan - Aug 10</b>	<b>Budget</b>	<b>% of Budget</b>
<b>8594 - Programs for members &amp; clubs</b>	9,476.35	23,300.00	40.67%	445.73	10,700.00	4.17%
<b>8599-11 - Executive Director</b>	21,409.85	35,700.00	59.97%	26,176.85	35,400.00	73.95%
<b>8599-12 - Acctg &amp; Mem Services</b>	13,447.05	20,500.00	65.6%	13,235.04	20,660.00	64.06%
<b>8599 - Board &amp; Committees</b>	4,266.13	12,700.00	33.59%	6,905.27	11,125.00	62.07%
<b>Total Expense</b>	<b>159,837.22</b>	<b>261,300.00</b>	<b>61.17%</b>	<b>147,550.32</b>	<b>258,656.00</b>	<b>57.05%</b>
<b>Net Ordinary Income</b>	(14,767.07)	(65,500.00)	22.55%	(38,628.04)	(98,756.00)	39.12%