

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

10/31/2011  
 Accrual Basis

	<u>Jan - Oct 11</u>	<u>Budget</u>	<u>% of Budget</u>	<u>Jan - Oct 10</u>	<u>Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
4010-01 · Contributions, unrestricted	7,435.27	20,000.00	37.18%	2,689.29	8,000.00	33.62%
4010-02 · Contributions, restricted	15,515.00	16,500.00	94.03%	14,603.50	16,400.00	89.05%
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	21,803.20	35,000.00	62.3%	22,782.50	34,500.00	66.04%
5181 · Sponsorships	6,461.50	14,000.00	46.15%	434.64	1,000.00	43.46%
5210 · Membership dues	25,447.00	31,000.00	82.09%	24,942.00	31,000.00	80.46%
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	64.53	1,500.00	4.3%	91.82	1,500.00	6.12%
5360 · Endowment proceeds	3,567.00	4,000.00	89.18%	3,033.00	4,000.00	75.83%
5450-01 · Books redistribution	1,789.50			1,956.50	2,000.00	97.83%
5450-02 · Wearables redistribution	160.00			380.00		
5820 · Fundraising, restricted	2,768.18	13,300.00	20.81%	9,572.89	10,500.00	91.17%
<b>Total Income</b>	<b>167,468.78</b>	<b>195,800.00</b>	<b>85.53%</b>	<b>125,279.94</b>	<b>159,900.00</b>	<b>78.35%</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	60,660.15	78,500.00	77.27%	61,706.34	78,471.00	78.64%
8190 · ONA magazine	14,452.59	18,000.00	80.29%	23,847.57	27,000.00	88.32%
8520 · Insurance premiums	14,738.53	26,500.00	55.62%	750.00	30,100.00	2.49%
8570-02 · Website expenses	599.00	900.00	66.56%	899.00	900.00	99.89%
8590 · Elite Athlete Support & Dev	35,048.16	45,200.00	77.54%	30,926.28	33,800.00	91.5%
8594 · Programs for members & clubs	11,872.38	23,300.00	50.95%	445.73	10,700.00	4.17%

	<u>Jan - Oct 11</u>	<u>Budget</u>	<u>% of Budget</u>	<u>Jan - Oct 10</u>	<u>Budget</u>	<u>% of Budget</u>
8599-11 · Executive Director	27,342.50	35,700.00	76.59%	34,263.65	35,400.00	96.79%
8599-12 · Acctg & Mem Services	16,623.90	20,500.00	81.09%	16,571.59	20,660.00	80.21%
8599 · Board & Committees	4,476.13	12,700.00	35.25%	8,945.45	11,125.00	80.41%
<b>Total Expense</b>	<u>187,313.34</u>	<u>261,300.00</u>	<u>71.69%</u>	<u>181,355.61</u>	<u>258,656.00</u>	<u>70.12%</u>
<b>Net Ordinary Income</b>	(19,844.56)	(65,500.00)	30.3%	(56,075.67)	(98,756.00)	56.78%
<b>Other Income/Expense</b>						
<b>Other Income</b>						
6810 · Unrealized Gain/Loss Endowment	0.00			0.00		
<b>Total Other Income</b>	<u>0.00</u>			<u>0.00</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>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 Income</b>	<u><u>(19,844.56)</u></u>	<u><u>(65,500.00)</u></u>	<u><u>30.3%</u></u>	<u><u>(56,075.67)</u></u>	<u><u>(98,756.00)</u></u>	<u><u>56.78%</u></u>