

Open Source Matters, Inc
Budget vs. Actuals: OSM 2012 - FY12 P&L
 January - December 2012

	Total		
	Actual	Budget	% of Budget
Income			
4000-01 Individual Donors	3,828.99	5,300.00	72.25%
4010-01 Sponsorship	45,521.80	48,500.00	93.86%
4500-01 Books & Royalties	11,212.68	12,000.00	93.44%
4505-01 Demo Site Hosting	133,236.24	96,000.00	138.79%
4510-01 Advertising Income	250,753.04	252,000.00	99.51%
4520-01 OSM Shop Revenue	1,306.49	3,000.00	43.55%
4540-01 Other Income	0.00	6,000.00	0.00%
4590-01 Conference Registration	125,500.85	127,200.00	98.66%
Total Income	\$ 571,360.09	\$ 550,000.00	103.88%
Gross Profit	\$ 571,360.09	\$ 550,000.00	103.88%
Expenses			
6000-00 Marketing	29,964.00	42,000.00	71.34%
6000-15 Services	204.00	0.00	
6000-20 Promotional Material	4,540.00	0.00	
Total 6000-00 Marketing	\$ 34,708.00	\$ 42,000.00	82.64%
6010-01 Dues & Subscriptions	490.00		
6020-01 Bank Charges	879.81	720.00	122.20%
6020-02 PayPal Fees for Deposits	3,434.43	0.00	
Total 6020-01 Bank Charges	\$ 4,314.24	\$ 720.00	599.20%
6030-01 Insurance	1,100.00	1,200.00	91.67%
6040-00 Legal & Professional Fees			
6040-05 Legal	28,901.87	55,200.00	52.36%
6040-10 Accounting	6,422.99	10,000.00	64.23%
6040-15 Consulting	0.00	2,500.00	0.00%
6040-20 Development Coordinator	0.00	5,000.00	0.00%
Total 6040-00 Legal & Professional Fees	\$ 35,324.86	\$ 72,700.00	48.59%
6050-01 Meals and Entertainment	239.33	0.00	
6060-00 Supplies & Materials			
6060-30 OSM - Supplies & Materials	0.00	588.00	0.00%
Total 6060-00 Supplies & Materials	\$ -	\$ 588.00	0.00%
6065-00 Events	0.00	15,000.00	0.00%
6065-05 Events JIDays	8,452.02	24,996.00	33.81%
6065-10 Events Major	105,141.83	126,407.00	83.18%
6065-20 Conferences	2,761.45	5,004.00	55.18%
Total 6065-00 Events	\$ 116,355.30	\$ 171,407.00	67.88%
6070-00 Travel			
6070-05 OSM & Core Summit - Travel	39,714.75	61,500.00	64.58%
6070-10 Development - Events Travel	1,767.41	20,000.00	8.84%
6070-15 Development - Summit Travel	410.21	25,000.00	1.64%
6070-18 Development - Sprints	597.20	5,000.00	11.94%
6070-20 Documentation - JI Days Travel	0.00	3,000.00	0.00%
6070-38 S&I (CLT) - Travel	315.24	36,000.00	0.88%
6070-40 Translation - Travel	0.00	3,000.00	0.00%
6070-45 Events - JIDays - Travel	1,154.59	24,996.00	4.62%
6070-55 Foundation - Events - Major Events - Travel	921.80	0.00	
6070-70 OSM - Travel	1,691.86	18,000.00	9.40%
Total 6070-00 Travel	\$ 46,573.06	\$ 196,496.00	23.70%
6085-01 Office/General Administrative Expenses	1,350.56	720.00	187.58%
6090-00 S&I (CLT) Websites Expense	0.00	2,400.00	0.00%
6090-05 S&I (CLT) Hosting Expense	1,938.65	600.00	323.11%
6090-10 S&I (CLT) - Website Design & Webmaster Services	0.00	18,000.00	0.00%
6090-15 S&I (CLT) - Infrastructure Upgrades & Services	356.00	13,200.00	2.70%
Total 6090-00 S&I (CLT) Websites Expense	\$ 2,294.65	\$ 34,200.00	6.71%
6110-01 Charitable Contributions	5,000.00	5,000.00	100.00%
6120-01 Shipping, Freight & Delivery	18.26	120.00	15.22%
6130-00 Other Expense	0.00	120.00	0.00%
6130-10 Other Miscellaneous Services	5.42	0.00	
Total 6130-00 Other Expense	\$ 5.42	\$ 120.00	4.52%
6500-01 Taxes & Licenses	83,976.43	103,990.00	80.75%
6502 Licenses & Application Fees	100.00	0.00	
6505 Currency Gain/Loss	(27.11)	0.00	
Total Expenses	\$ 331,823.00	\$ 629,261.00	52.73%
Net Operating Income	\$ 239,537.09	\$ (79,261.00)	-302.21%
Other Income			
9000-01 Interest Earned	597.34	252.00	237.04%
Total Other Income	\$ 597.34	\$ 252.00	237.04%
Net Other Income	\$ 597.34	\$ 252.00	237.04%
Net Income	\$ 240,134.43	\$ (79,009.00)	-303.93%