

# Open Source Matters, Inc

## BUDGET VS. ACTUALS - FY2015

January - December 2015

	TOTAL	
	ACTUAL	BUDGET
<b>Income</b>		
4010 Individual Donors	318	1,000
4021 Event Sponsorship	24,600	
4022 Non-event Sponsorship	88,228	103,258
5415 Non-Inventory Sales	3,591	1,000
5450 Advertising Income	35,327	35,000
5461 Demo Site Affiliate Rev	156,164	320,000
5462 Joomla.com Affiliate Rev	147,800	0
5490 Other Income	-95,080	
5495 Discounts	-26	
5999 Unapplied Cash Payment Income	78	
<b>Total Income</b>	<b>\$361,001</b>	<b>\$460,258</b>
<b>Gross Profit</b>	<b>\$361,001</b>	<b>\$460,258</b>
<b>Expenses</b>		
6085-01 Office/General Administrative Expenses	21	
7500 Legal & Professional Fees	74,863	85,128
8140 Shipping, Freight & Delivery	2,118	4,400
8150 Mailing Services	547	500
8170 Printing & Copying	2,238	4,000
8310 Travel	105,366	174,624
8320 Conferences, conventions, meetings	166,974	134,798
8330 Events	-77	
8505 Bank Charges	3,555	2,500
8520 Insurance	1,770	1,200
8540 Staff Development		1,250
8560 Outside Computer Services	4,874	11,090
8570 Advertising Expense	35,200	45,800
8590 Other Expense		5,500
<b>Total Expenses</b>	<b>\$397,449</b>	<b>\$470,790</b>
<b>Net Operating Income</b>	<b>\$ -36,448</b>	<b>\$ -10,532</b>
<b>Other Income</b>		

<b>5310 Interest Earned</b>	530	600
<b>5320 Dividend &amp; Interest - Securities</b>		26,805
<b>Total Other Income</b>	<b>\$530</b>	<b>\$27,405</b>
<b>Other Expenses</b>		
<b>8580 Contingency Provisions</b>		16,000
<b>Total Other Expenses</b>	<b>\$0</b>	<b>\$16,000</b>
<b>Net Other Income</b>	<b>\$530</b>	<b>\$11,405</b>
<b>Net Income</b>	<b>\$ -35,918</b>	<b>\$873</b>

*Friday, Mar 18, 2016 10:07:24 AM PDT GMT-5 - Cash Basis*