

**Open Source Matters, Inc  
Budget Overview: OSM 2013 - FY13 P&L**

January - December 2013

	Jan 2013	Feb 2013	Mar 2013	Apr 2013	May 2013	Jun 2013	Jul 2013	Aug 2013	Sep 2013	Oct 2013	Nov 2013	Dec 2013	Total	
<b>Income</b>														
4000-01 Individual Donors	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	\$3,600.00	
4010-01 Sponsorship	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	10,000.00	\$120,000.00	
4500-01 Books & Royalties	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	\$4,200.00	
4505-01 Demo Site Hosting	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	\$156,000.00	
4510-01 Advertising Income	17,000.00	17,000.00	17,000.00	17,000.00	17,000.00	17,000.00	17,000.00	17,000.00	17,000.00	17,000.00	17,000.00	17,000.00	\$204,000.00	
4520-01 OSM Shop Revenue	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	\$2,400.00	
4590-01 Conference Registration	0.00	0.00	0.00	0.00	0.00	27,063.00	27,063.00	27,063.00	27,063.00	27,063.00	27,063.00	0.00	\$162,378.00	
<b>Total Income</b>	<b>\$40,850.00</b>	<b>\$40,850.00</b>	<b>\$40,850.00</b>	<b>\$40,850.00</b>	<b>\$40,850.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$40,850.00</b>	<b>\$652,578.00</b>
<b>Gross Profit</b>	<b>\$40,850.00</b>	<b>\$40,850.00</b>	<b>\$40,850.00</b>	<b>\$40,850.00</b>	<b>\$40,850.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$67,913.00</b>	<b>\$40,850.00</b>	<b>\$652,578.00</b>
<b>Expenses</b>														
6000-00 Marketing	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	4,500.00	\$54,000.00	
6000-01 JUG	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	1,300.00	\$15,600.00	
6000-15 Services	70.00	70.00	70.00	70.00	70.00	70.00	70.00	70.00	70.00	70.00	70.00	70.00	\$28,840.00	
6000-20 Promotional Material	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	\$12,000.00	
<b>Total 6000-00 Marketing</b>	<b>6,870.00</b>	<b>6,870.00</b>	<b>6,870.00</b>	<b>6,870.00</b>	<b>6,870.00</b>	<b>6,870.00</b>	<b>6,870.00</b>	<b>6,870.00</b>	<b>6,870.00</b>	<b>6,870.00</b>	<b>6,870.00</b>	<b>6,870.00</b>	<b>\$102,440.00</b>	
6010-01 Dues & Subscriptions	49.00	49.00	49.00	49.00	49.00	49.00	49.00	49.00	49.00	49.00	49.00	49.00	\$588.00	
6020-01 Bank Charges	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	\$720.00	
6020-02 PayPal Fees for Deposits	310.00	310.00	310.00	310.00	310.00	310.00	310.00	310.00	310.00	310.00	310.00	310.00	\$3,720.00	
6020-03 PayPal Fees for Payments	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	\$360.00	
<b>Total 6020-01 Bank Charges</b>	<b>400.00</b>	<b>400.00</b>	<b>400.00</b>	<b>400.00</b>	<b>400.00</b>	<b>400.00</b>	<b>400.00</b>	<b>400.00</b>	<b>400.00</b>	<b>400.00</b>	<b>400.00</b>	<b>400.00</b>	<b>\$4,800.00</b>	
6030-01 Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,300.00	0.00	0.00	0.00	\$1,300.00	
6040-00 Legal & Professional Fees													\$0.00	
6040-05 Legal	4,600.00	4,600.00	4,600.00	4,600.00	4,600.00	4,600.00	4,600.00	4,600.00	4,600.00	4,600.00	4,600.00	4,600.00	\$55,200.00	
6040-10 Accounting	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	\$10,000.00	
<b>Total 6040-00 Legal &amp; Professional Fees</b>	<b>4,600.00</b>	<b>4,600.00</b>	<b>4,600.00</b>	<b>4,600.00</b>	<b>4,600.00</b>	<b>4,600.00</b>	<b>4,600.00</b>	<b>4,600.00</b>	<b>4,600.00</b>	<b>14,600.00</b>	<b>4,600.00</b>	<b>4,600.00</b>	<b>\$65,200.00</b>	
6050-01 Meals and Entertainment	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	\$18,000.00	
6065-00 Events													\$0.00	
6065-05 Events JIDays	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	2,083.00	\$24,996.00	
6065-10 Events Major (World)	0.00	0.00	0.00	0.00	0.00	27,595.00	27,595.00	27,595.00	27,595.00	27,595.00	27,595.00	15,000.00	\$180,570.00	
6065-20 Conferences (JAB)	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00	\$20,400.00	
<b>Total 6065-00 Events</b>	<b>3,783.00</b>	<b>3,783.00</b>	<b>3,783.00</b>	<b>3,783.00</b>	<b>3,783.00</b>	<b>31,378.00</b>	<b>31,378.00</b>	<b>31,378.00</b>	<b>31,378.00</b>	<b>31,378.00</b>	<b>31,378.00</b>	<b>18,783.00</b>	<b>\$225,966.00</b>	
6070-00 Travel													\$0.00	
6070-05 OSM & Core Summit - Travel	0.00	0.00	20,000.00	20,000.00	20,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$60,000.00	
6070-10 Development (PLT) - Events Travel	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	\$15,000.00	
6070-15 Development (PLT) - Summit Travel	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	\$30,000.00	
6070-18 Development (PLT) - Sprints	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,667.00	1,663.00	\$20,000.00	
6070-38 S&I (CLT) - Travel	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	\$6,000.00	
6070-45 Events - JIDays - Travel	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	\$48,000.00	
6070-50 Foundation - Events - JIDays - Travel	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	\$12,000.00	
6070-70 OSM - Travel	3,000.00	3,000.00	6,000.00	8,000.00	3,000.00	3,000.00	11,000.00	3,000.00	18,000.00	8,000.00	3,000.00	3,000.00	\$72,000.00	
<b>Total 6070-00 Travel</b>	<b>13,917.00</b>	<b>13,917.00</b>	<b>36,917.00</b>	<b>38,917.00</b>	<b>33,917.00</b>	<b>13,917.00</b>	<b>21,917.00</b>	<b>13,917.00</b>	<b>28,917.00</b>	<b>18,917.00</b>	<b>13,917.00</b>	<b>13,913.00</b>	<b>\$263,000.00</b>	
6085-01 Office/General Administrative Expenses	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	\$1,200.00	
6090-00 S&I (CLT) Websites Expense	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	\$2,400.00	
6090-10 S&I (CLT) - Website Design & Webmaster Services	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	\$18,000.00	
6090-15 S&I (CLT) - Infrastructure Upgrades & Services	700.00	700.00	700.00	700.00	700.00	700.00	700.00	700.00	700.00	700.00	700.00	700.00	\$8,400.00	
<b>Total 6090-00 S&amp;I (CLT) Websites Expense</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>\$28,800.00</b>	
6110-01 Charitable Contributions	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	\$5,000.00	
6116-01 Scholarships	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	7,500.00	\$90,000.00	
6120-01 Shipping, Freight & Delivery	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	\$600.00	
6130-00 Other Expense	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	\$120.00	
6500-01 Taxes & Licenses	0.00	0.00	13,357.00	0.00	0.00	13,357.00	0.00	0.00	13,357.00	0.00	0.00	13,357.00	\$53,428.00	
6502 Licenses & Application Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	0.00	\$200.00	
<b>Total Expenses</b>	<b>\$41,179.00</b>	<b>\$41,179.00</b>	<b>\$77,536.00</b>	<b>\$76,179.00</b>	<b>\$61,179.00</b>	<b>\$87,131.00</b>	<b>\$76,774.00</b>	<b>\$68,774.00</b>	<b>\$98,431.00</b>	<b>\$93,774.00</b>	<b>\$68,974.00</b>	<b>\$69,532.00</b>	<b>\$860,642.00</b>	
<b>Net Operating Income</b>	<b>\$ -329.00</b>	<b>\$ -329.00</b>	<b>\$ -36,686.00</b>	<b>\$ -35,329.00</b>	<b>\$ -20,329.00</b>	<b>\$ -19,218.00</b>	<b>\$ -8,861.00</b>	<b>\$ -861.00</b>	<b>\$ -30,518.00</b>	<b>\$ -25,861.00</b>	<b>\$ -1,061.00</b>	<b>\$ -28,682.00</b>	<b>\$ -208,064.00</b>	
<b>Other Income</b>														
9000-01 Interest Earned	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	\$660.00	
9010-01 Currency Gain/Loss	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20.00	\$20.00	
<b>Total Other Income</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$75.00</b>	<b>\$680.00</b>	
<b>Net Other Income</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$55.00</b>	<b>\$75.00</b>	<b>\$680.00</b>	
<b>Net Income</b>	<b>\$ -274.00</b>	<b>\$ -274.00</b>	<b>\$ -36,631.00</b>	<b>\$ -35,274.00</b>	<b>\$ -20,274.00</b>	<b>\$ -19,163.00</b>	<b>\$ -8,806.00</b>	<b>\$ -806.00</b>	<b>\$ -30,463.00</b>	<b>\$ -25,806.00</b>	<b>\$ -1,006.00</b>	<b>\$ -28,607.00</b>	<b>\$ -207,384.00</b>	

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