



DRAFT (Revised-2)

| Statement of Activities | December 2022 | | | | Fy2022 | | | | Fy2022 Annual |
|---|---------------------|-------------------|---------------------|-------------|---------------------|--------------------|--------------------|--------------|--------------------|
| | Month | | | | Year to Date | | | | |
| | Actuals | Revised A | Variance | % | Actuals | Revised A | Variance | % | |
| REVENUES: | | | | | | | | | |
| Member Fees | | | | | | | | | |
| Voluntary Dues: New Support | \$ (193,000) | \$ 4,000 | \$ (197,000) | | \$ 22,000 | \$ 21,500 | \$ 500 | 102% | \$ 21,500 |
| Voluntary Dues: Renewing Support | \$ (12,500) | \$ 1,000 | \$ (13,500) | | \$ 85,500 | \$ 32,000 | \$ 53,500 | 267% | \$ 32,000 |
| Membership Fee : Premier (New) | \$ - | \$ - | \$ - | | \$ 50,000 | \$ 75,000 | \$ (25,000) | 67% | \$ 75,000 |
| Membership Fee: Associate (New) | \$ - | \$ - | \$ - | | \$ 92,500 | \$ 80,000 | \$ 12,500 | 116% | \$ 80,000 |
| Membership Fee : Premier (Renew) | \$ - | \$ - | \$ - | | \$ 175,000 | \$ 200,000 | \$ (25,000) | 88% | \$ 200,000 |
| Membership Fee: Associate (Renew) | \$ - | \$ - | \$ - | | \$ 150,000 | \$ 202,500 | \$ (52,500) | 74% | \$ 202,500 |
| Total Membership Revenues: | \$ (205,500) | \$ 5,000 | \$ (210,500) | | \$ 575,000 | \$ 611,000 | \$ (36,000) | 94% | \$ 611,000 |
| <i>Adjustment for Deferred Revenues</i> | <i>\$ 293,583</i> | <i>\$ 45,917</i> | <i>\$ 247,667</i> | | <i>\$ (102,833)</i> | <i>\$ (97,834)</i> | <i>\$ (5,000)</i> | | <i>\$ (97,834)</i> |
| Total Recognized Membership Income | \$ 88,083 | \$ 50,917 | \$ 37,167 | 173% | \$ 472,167 | \$ 513,166 | \$ (41,000) | 92% | \$ 513,166 |
| Other Revenues | | | | | | | | | |
| Contributions/ Other Funding | \$ - | \$ - | \$ - | 0% | \$ 10,000 | \$ - | \$ 10,000 | 100% | \$ - |
| Grants | \$ - | \$ - | \$ - | 0% | \$ 235,440 | \$ 150,000 | \$ 85,440 | 157% | \$ 150,000 |
| Grants & Contributions | \$ - | \$ - | \$ - | 0% | \$ 245,440 | \$ 150,000 | \$ 95,440 | 164% | \$ 150,000 |
| TOTAL INCOME | \$ 88,083 | \$ 50,917 | \$ 37,167 | 173% | \$ 717,607 | \$ 663,166 | \$ 54,440 | 108% | \$ 663,166 |
| EXPENSES: | | | | | | | | | |
| Compensation: Management & Operations | \$ 51,551 | \$ 47,117 | \$ 4,434 | 109% | \$ 493,000 | \$ 542,180 | \$ (49,181) | 91% | \$ 542,180 |
| Consulting & Related Expenses | \$ 8,513 | \$ - | \$ 8,513 | 100% | \$ 77,733 | \$ 52,500 | \$ 25,233 | 148% | \$ 52,500 |
| Marketing Expenses | \$ - | \$ - | \$ - | 0% | \$ 4,287 | \$ 9,500 | \$ (5,213) | 45% | \$ 9,500 |
| Conferences, Events & Travel Expenses | \$ 1,911 | \$ 2,000 | \$ (89) | 96% | \$ 49,797 | \$ 34,500 | \$ 15,297 | 144% | \$ 34,500 |
| Other Operating Expenses | \$ 489 | \$ 236 | \$ 253 | 207% | \$ 5,870 | \$ 3,897 | \$ 1,973 | 151% | \$ 3,897 |
| Other Admin Expenses | \$ 150 | \$ - | \$ 150 | 100% | \$ 1,214 | \$ - | \$ 1,214 | 100% | \$ - |
| OODF Host Admin Fee | \$ 3,123 | \$ 4,167 | \$ (1,043) | 75% | \$ 51,797 | \$ 50,000 | \$ 1,797 | 104% | \$ 50,000 |
| TOTAL EXPENSES | \$ 65,736 | \$ 53,520 | \$ 12,216 | 123% | \$ 683,696 | \$ 692,578 | \$ (8,881) | 99% | \$ 692,578 |
| Increase/(Decrease) in Net Assets | \$ 22,347 | \$ (2,603) | \$ 24,950 | | \$ 33,910 | \$ (29,411) | \$ 63,321 | -115% | \$ (29,411) |