

	FY 2016 ACTUAL	FY 2017 ACTUAL	2016-2017 CHANGE %	FY 2018 ACTUAL	2017-2018 CHANGE %	2019 ACTUAL	2018-2019 CHANGE %	2020 BUDGETED	2020 ACTUAL
INCOME									
Membership	\$14,635.00	\$13,305.00	-9.1%	\$11,940.50	-10.3%	\$9,137.05	-23.5%	\$7,309.00	
Sponsorships	\$5,115.46	\$6,677.84	30.5%	\$2,139.50	-68.0%	\$1,464.90	-31.6%	\$1,025.00	
Income Totals	\$19,750.46	\$19,982.84	1.2%	\$14,080.00	-29.6%	\$10,601.95	-26.8%	\$8,334.00	
EXPENSES									
Fixed Expenses									
Accounting Software	\$197.73	\$440.44		\$462.48		\$495.48		525.00	
Awards and Recognition	\$0.00	\$444.75		\$123.95		\$0.00		400.00	
Bank Charges	\$60.00	\$219.21		\$271.31		\$116.77		125.00	
Chapter Meals and Events	\$454.63	\$1,383.35		\$1,926.55		\$201.05		225.00	
Contractors and Vendors	\$0.00	\$2,825.72		\$5,939.25		\$700.74		0.00	
Face to Face Meeting	\$5,007.18	\$5,723.71		\$0.00		\$0.00		5,500.00	
General and Admin Expenses	\$747.27	\$408.71		\$1,365.81		\$1,179.32		1,250.00	
Insurance	\$1,303.00	\$1,310.82		\$1,310.82		\$1,310.82		1,310.82	
Legal and Professional	\$1,800.00	\$1,480.00		\$0.00		\$0.00		0.00	
LISA Conference Expenses	\$3,881.61	\$1,275.92		\$530.00		\$0.00		1,800.00	
Membership Dues Refunds	\$200.00	\$50.00		\$0.00		\$0.00		0.00	
Mentorship Program	\$0.00	\$5,000.00		\$5,059.00		\$0.00		0.00	
Office Expenses	\$0.00	\$1,025.30		\$1,116.62		\$1,548.00		1,750.00	
Ohio LinuxFest Conference	\$0.00	\$0.00		\$0.00		\$0.00		100.00	
Promotional	\$1,267.97	\$270.00		\$270.00		\$982.60		1,000.00	
SCaLE Conference Expenses	\$2,521.71	\$0.00		\$100.00		\$0.00		100.00	
Shipping and Delivery	\$198.01	\$482.91		\$341.71		\$731.87		500.00	
SysAdmin Day	\$0.00	\$0.00		\$724.61		\$1,038.72		800.00	
Taxes and Licenses	\$325.50	\$1,089.75		\$27.50		\$27.50		27.50	
Website and Web Hosting	\$2,015.87	\$2,013.31		\$2,623.71		\$2,139.84		2,300.00	
Fixed Expenses Total	\$19,980.48	\$25,443.90	27%	\$22,193.32	-12%	\$10,472.71	-53%	17,713.32	
Base Profit/Loss	-\$230.02	-\$5,461.06		-\$8,113.32		\$129.24		-9,379.32	
Cash reserves at start of 2020									30,195.39
Projected cash reserves at end of 2020								20,816.07	