

OSGeo Financial Statement

Year to date
30-June-2007

INCOME SUMMARY	YTD 2007 30-Jun	2007 Forecast	2006-2007 Budget		Variance to Max Bud	Comments
			Min	Max		
Expenses	\$90,385	\$494,970	\$255,050	\$523,400	-\$28,430	Forecasted to be within budget guidelines
Revenues	\$225,918	\$501,550				Highly dependent on conference attendees
Net Income	\$135,533	\$6,580				

Key Points

- Primary revenues are coming from conference income and Autodesk special donations
- Minor surplus to be earmarked for managing cost overruns
- More donors & grants needed to increase ability to deliver more objectives
- Non-Profit status needs to be a priority in order to: (1) align with org mission; (2) negate corp income tax liability; (3) provide tax incentive for sponsors/donors; and (4) apply for grant funds.

EXPENSE SUMMARY	YTD 2007 30-Jun	2007 Forecast	2006-2007 Budget		Variance to Max Bud	Comments
			Min	Max		
Administrative	\$528	\$7,600	\$3,050	\$8,400	-\$800	Annual insurance, fees, supplies
Promotion	\$4,370	\$9,370	\$62,000	\$135,000	-\$125,630	Minimal forecast without approved VisCom budget
Conference	\$26,500	\$328,000	\$0	\$100,000	\$228,000	FOSS4G conference committed fees
Executive Director	\$49,597	\$126,000	\$80,000	\$170,000	-\$44,000	On target based upon approved ED contract
OSGeo Binary Distribution	\$0	\$0	\$50,000	\$50,000	-\$50,000	Deferred to next year, no current plan
Project Infrastructure	\$7,290	\$15,000	\$60,000	\$60,000	-\$45,000	Systems & hosting
Project Maintenance	\$2,100	\$9,000	\$0	\$0	\$9,000	GDAL contract
Total Expenses	\$90,385	\$494,970	\$255,050	\$523,400	-\$28,430	Overall within Budget Range

REVENUE SUMMARY	YTD 2007 30-Jun	2007 Forecast	% of TL Revenue	Risk Level	Comments
Special Donations					
Autodesk	\$70,000	\$135,000	27%	Low	ADSK has budgeted these funds; passes one-third test for non-profit status
Project Sponsors					
GDAL/OGR - Silver	\$14,000	\$18,000	4%	Low	Silver - 6 at \$3,000
GDAL/OGR - Gold	\$9,000	\$9,000	2%	Low	Gold - 1 at \$9,000
Other Donations		\$1,800	0.4%	Low	Quantum GIS
Conference					
Admission fees	\$28,668	\$200,000	40%	High	Primary revenue source; 67 attendees to date, need minimum 435
Sponsors	\$101,250	\$118,750	24%	Low	
Foundation Sponsors					
Associate	\$3,000	\$9,000	2%	Med	Lizardtech, 1Spatial, First Base
Supporting		\$10,000	2%	Med	INPE
Principal					
Sustaining					
Miscellaneous					
Grants					
Miscellaneous	\$0	\$0	\$0		Dependent on non-profit status
Total Revenue	\$225,918	\$501,550			

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EXPENSE DETAILS		YTD 2007	2007	2006-2007 Budget		
Item	Description	30-Jun	Forecast	Min	Max	
Administrative						
Accounting	Accounting service		\$2,000	\$2,000	\$5,000	
Audit	Outside Audit		\$1,000	\$1,000	\$3,000	
Bank Charges	Wire fees, service charges, etc	\$78	\$400	\$50	\$400	
Insurance	Insurance for directors and officers (D&O)		\$3,000			
Admin costs	Supplies for Treasurer and general admin fees	\$451	\$1,200			
Promotion						
Promotional Materials	Printed materials, give-away swag	\$4,370	\$9,370	\$3,000	\$12,000	No forecast, VisCom budget not approved
Booth	1-3 easily shippable booths			\$5,000	\$15,000	
Promotional Travel	Travel, hotels, entertainment (6-12 conferences)			\$18,000	\$36,000	
Conference Fees	Fees for booth space (6-12 conferences)			\$36,000	\$72,000	
Executive Director						
Salary	Half or full time staffer			\$35,000	\$120,000	Based on current salary and benefits
Benefits	Medical, Insurance, DSL, etc.			\$15,000	\$20,000	
Salary & Benefits	Combined salary and benefits	\$44,114	\$96,000			
Travel	Travel, entertainment, office	\$5,482	\$30,000	\$30,000	\$30,000	
Conference						
Conference Reserve	Upfront costs for 1000 person conference			\$0	\$100,000	
Conference Costs	2007 Conference	\$26,500	\$328,000			
OSGeo Binary Distribution						
Binary Distribution	Half developer-year to seed			\$50,000	\$50,000	No plan developed
Project Infrastructure						
Sys admin services	Half sys admin year			\$50,000	\$50,000	Autodesk hired sysadmin for migration
Hosting	With performance guarantees	\$7,290	\$15,000	\$10,000	\$10,000	
Project Maintenance						
GDAL/OGR	Contractor for software maintenance	\$2,100	\$9,000			Hiring of a contractor
Total Expenses		\$90,385	\$494,970	\$265,050	\$523,400	