## Lutheran Outdoor Ministries 2 Year Income Statement - December 2023

	December 2022	December 2023	December 2023	V	Annual Budget 2023
	Actual	Actual	Budget	Variance	2023
INCOME					
Associated Revenue					
Curriculum Sales	\$25,820.00	\$26,195.00	\$26,325.00	(\$130.00)	\$26,325
Total Associated Revenues	\$25,820.00	\$26,195.00	\$26,325.00	(\$130.00)	\$26,325
Investment/Interest	\$0.00	\$946.77	\$775.00	\$171.77	\$775
Contributions				\$0.00	
Contributions -Individuals	\$49,777.52	\$56,841.83	\$68,500.00	(\$11,658.17)	\$68,500
Contributions - Business	\$0.00	\$690.60	\$0.00	\$690.60	\$0
Contributions - Member Organizations	\$60,649.88	\$81,552.58	\$97,000.00	(\$15,447.42)	\$97,000
Contributions - Grants	\$5,000.00	\$3,750.00	\$4,000.00	(\$250.00)	\$4,000
Contributions - In Kind Expenses			\$0.00	\$0.00	
Contributions - ELCA	\$10,000.00	\$10,000.00	\$10,000.00	\$0.00	\$10,000
Contributions - ELCA Event Scholarship		\$0.00	\$0.00	\$0.00	
Contributions - Cong's & Other Orgs.	\$11,416.25	\$13,716.74	\$12,000.00	\$1,716.74	\$12,000
Total Contributions	\$136,843.65	\$166,551.75	\$191,500.00	(\$24,948.25)	\$191,500
Business/Ministry Partner Memberships	\$750.00	\$1,650.00	\$3,000.00	(\$1,350.00)	\$3,000
Income from Educational Events			\$0.00		
Territory Gatherings	\$0.00	\$2,970.00	\$0.00	(0.4.5.4.0.1)	\$0
Fall Conference	\$74,290.00	\$87,973.06	\$94,750.00	(\$6,776.94)	\$94,750
Fall Conference Exhibitors/Ministry partner	·	\$6,425.00	\$7,000.00	(\$575.00)	\$7,000
Conference Sponsorships	\$19,250.00	\$12,500.00	\$13,000.00	(\$500.00)	\$13,000
BTE/LTE Income	\$16,150.00	\$20,322.10	\$17,675.00	\$2,647.10	\$17,675
Interim Executive Director School	\$0.00	\$0.00	\$0.00	\$0.00	****
Executive Director Gathering	\$0.00	\$9,980.00	\$11,550.00	(\$1,570.00)	\$11,550
Total Education Events Income	\$114,290.00	\$140,170.16	\$143,975.00	(\$6,774.84)	\$143,975
Special Events - Auction	\$38,530.00	\$33,945.48	\$10,000.00	\$23,945.48	\$10,000
Special Events - Run4Camp/Camp Matchup	\$25.00	\$0.00	\$0.00	\$0.00	\$0
Miscellaneous Income	\$0.00	\$150.00	\$0.00	\$150.00	\$0
Summer staff recruiting app	\$1,550.00	\$0.00	\$0.00	\$0.00	\$0
TOTAL INCOME	\$317,808.65	\$369,609.16	\$375,575.00	(\$8,935.84)	\$375,575
EXPENSES				\$0.00	
Contract Services	621 (40.00	02402730	¢2( 225 00	\$0.00	\$2.C.22.5
Curriculum Development Educational Events Coordinator	\$21,640.00 \$3,648.00	\$24,927.38 \$3,840.00	\$26,325.00 \$3,800.00	(\$1,397.62)	\$26,325
Conference Coordinator	\$3,450.00	\$3,840.00	\$3,750.00	\$40.00 \$90.00	\$3,800 \$3,750
LOM Admin Contract	\$3,430.00	\$22,320.00	\$22,330.00	(\$10.00)	\$22,330
LOM Bookkeeper Contract	\$10,956.00	\$22,320.00	\$11,000.00	\$40.00	\$11,000
Web Maintenance Contract	\$5,376.00	\$5,600.00	\$5,600.00	\$0.00	\$5,600
Contract Services Conference Support	\$7,569.14	\$5,209.11	\$9,378.00	(\$4,168.89)	\$9,378
LOM Staff Recruiting Coordinating	\$7,309.14	\$5,209.11	\$9,378.00	\$0.00	\$9,376
Total Contract Services	\$74,119.14	\$76,776.49	\$82,183.00	(\$5,406.51)	\$82,183
Total Contract Services	\$74,117.14	\$70,770.49	\$62,165.00	\$0.00	\$62,163
Executive Director Expenses				\$0.00	
Payroll Taxes	\$7,225.57	\$7,513.83	\$7,368.00	\$145.83	\$7,368
Wages	\$94,452.00	\$98,220.00	\$98,230.00	(\$10.00)	\$98,230
(Wages: Exec Dir Restricted Funds)	\$0.00	\$0.00	\$0.00	\$0.00	\$70,230
Director Travel	\$2,182.19	\$10,447.11	\$15,000.00	(\$4,552.89)	
Worker's Comp (Annual)	\$893.00	\$10,447.11	\$13,000.00	\$99.00	\$15,000 \$900
Director Office Expenses	\$244.50	\$102.44	\$500.00	(\$397.56)	\$500
Total Executive Director	\$104,997.26	\$117,282.38	\$121,998.00	(\$4,715.62)	\$121,998
Strategic Planning Process	\$1U4,77/.40	φ11/ <sub>5</sub> 404.30	\$121,998.00	\$0.00	\$121,998
Educational Events			\$0.00	\$0.00	\$0
Fall Conference Expenses	\$63,475.93	\$74,037.83	\$83,950.00	(\$9,912.17)	\$83,950
BTE/LTE - General Expenses	\$18,962.33	\$17,851.80	\$17,955.00	(\$103.20)	\$17,955
Compass Points	\$18,962.33	\$17,831.80	\$1,500.00	(\$1,347.50)	\$1,500
Interim Exe Director School	\$1,470.53	\$0.00	\$1,300.00	\$0.00	\$1,300

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	December 2022	December 2023	December 2023		Annual Budget
	Actual	Actual	Budget	Variance	2023
Territory Gathering	\$0.00	\$2,880.00			
Exec Directors Gathering	\$0.00	\$12,330.33	\$11,150.00	\$1,180.33	\$11,150
Total Education Expenses	\$84,408.79	\$107,252.46	\$114,555.00	(\$10,182.54)	\$114,555
Collaborative Meetings					
ACA Meetings	\$0.00		\$0.00	\$0.00	
Outdoor Ministries Connections	\$505.03	\$2,630.30	\$3,170.00	(\$539.70)	\$3,170
Total Collaborative Meetings	\$505.03	\$2,630.30	\$3,170.00	(\$539.70)	\$3,170
Organizational Meeting Expenses	\$6,810.64	\$13,967.39	\$18,652.00	(\$4,684.61)	\$18,652
Membership Benefits (Discounts)	\$1,155.00	\$1,155.00	\$1,200.00	(\$45.00)	\$1,200
Special Events Auction Exp	\$2,836.40	\$6,383.94	\$1,200.00	\$5,183.94	\$1,200
Promotional Expense	\$2,520.79	\$5,243.90	\$5,200.00	\$43.90	\$5,200
Development Expense Bank Fees/ Credit Card Fees	\$2,509.04 \$7,106.67	\$1,473.02	\$3,000.00	(\$1,526.98)	\$3,000
Office Supplies Expenses	\$442.01	\$5,454.95 \$143.53	\$7,500.00 \$500.00	(\$2,045.05)	\$7,500 \$500
	\$325.32	\$143.33	\$300.00	(\$356.47) \$72.35	
Postage Expenses Legal/Audit Expense	\$2,600.00	\$2,750.00	\$2,750.00	\$0.00	\$300 \$2,750
Licenses and Website Expenses	\$3,174.82	\$3,730.97	\$4,500.00	(\$769.03)	\$4,500
Special Events: Run4Camp Expense	\$3,1/4.82	\$3,/30.9/	\$2,000.00	(\$2,000.00)	\$2,000
Insurance Expense	\$682.00	\$1,039.00	\$750.00	\$289.00	\$750
Dues and Subscriptions	\$0.00	\$1,039.00	\$750.00	\$289.00	\$730
Recognitions	\$5,028.49	\$4,079.89	\$6,000.00	(\$1,920.11)	\$6,000
Contingency/Misc Expense	\$150.00	\$0.00	\$0,000.00	\$0.00	\$0,000
Summer Recruiting staff app	\$2,440.00	\$0.00	\$0.00	\$0.00	\$0
TOTAL EXPENSES	\$301,811.40	\$349,735.57	\$375,458.00	(\$28,602.43)	\$375,458
TOTAL EXTENSES  TOTAL NET INCOME	\$15,997.25	\$19,873.59	\$117.00	\$19,666.59	\$117
TOTALINET INCOME	\$13,777.23	\$17,073.37	\$117.00	\$17,000.57	\$117
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