

Lutheran Outdoor Ministries  
2 Year Income Statement - December 2023

	December 2022 Actual	December 2023 Actual	December 2023 Budget	Variance	Annual Budget 2023
<b>INCOME</b>					
<b>Associated Revenue</b>					
Curriculum Sales	\$25,820.00	\$26,195.00	\$26,325.00	(\$130.00)	\$26,325
<b>Total Associated Revenues</b>	<b>\$25,820.00</b>	<b>\$26,195.00</b>	<b>\$26,325.00</b>	<b>(\$130.00)</b>	<b>\$26,325</b>
<b>Investment/Interest</b>	<b>\$0.00</b>	<b>\$946.77</b>	\$775.00	\$171.77	<b>\$775</b>
<b>Contributions</b>				\$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
<b>Total Contributions</b>	<b>\$136,843.65</b>	<b>\$166,551.75</b>	<b>\$191,500.00</b>	<b>(\$24,948.25)</b>	<b>\$191,500</b>
<b>Business/Ministry Partner Memberships</b>	<b>\$750.00</b>	<b>\$1,650.00</b>	\$3,000.00	(\$1,350.00)	<b>\$3,000</b>
<b>Income from Educational Events</b>			<b>\$0.00</b>		
Territory Gatherings	\$0.00	\$2,970.00	<b>\$0.00</b>		\$0
Fall Conference	\$74,290.00	\$87,973.06	\$94,750.00	(\$6,776.94)	\$94,750
Fall Conference Exhibitors/Ministry partner	\$4,600.00	\$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
<b>Total Education Events Income</b>	<b>\$114,290.00</b>	<b>\$140,170.16</b>	<b>\$143,975.00</b>	<b>(\$6,774.84)</b>	<b>\$143,975</b>
<b>Special Events - Auction</b>	<b>\$38,530.00</b>	<b>\$33,945.48</b>	\$10,000.00	\$23,945.48	<b>\$10,000</b>
<b>Special Events - Run4Camp/Camp Matchup</b>	<b>\$25.00</b>	<b>\$0.00</b>	\$0.00	\$0.00	<b>\$0</b>
<b>Miscellaneous Income</b>	<b>\$0.00</b>	<b>\$150.00</b>	\$0.00	\$150.00	<b>\$0</b>
<b>Summer staff recruiting app</b>	<b>\$1,550.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0</b>
<b>TOTAL INCOME</b>	<b>\$317,808.65</b>	<b>\$369,609.16</b>	<b>\$375,575.00</b>	<b>(\$8,935.84)</b>	<b>\$375,575</b>
<b>EXPENSES</b>				<b>\$0.00</b>	
<b>Contract Services</b>				<b>\$0.00</b>	
Curriculum Development	\$21,640.00	\$24,927.38	\$26,325.00	(\$1,397.62)	\$26,325
Educational Events Coordinator	\$3,648.00	\$3,840.00	\$3,800.00	\$40.00	\$3,800
Conference Coordinator	\$3,450.00	\$3,840.00	\$3,750.00	\$90.00	\$3,750
LOM Admin Contract	\$21,480.00	\$22,320.00	\$22,330.00	(\$10.00)	\$22,330
LOM Bookkeeper Contract	\$10,956.00	\$11,040.00	\$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			\$0.00	\$0.00	
<b>Total Contract Services</b>	<b>\$74,119.14</b>	<b>\$76,776.49</b>	<b>\$82,183.00</b>	<b>(\$5,406.51)</b>	<b>\$82,183</b>
				\$0.00	
<b>Executive Director Expenses</b>				<b>\$0.00</b>	
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	<b>\$0</b>
Director Travel	\$2,182.19	\$10,447.11	\$15,000.00	(\$4,552.89)	\$15,000
Worker's Comp (Annual)	\$893.00	\$999.00	\$900.00	\$99.00	\$900
Director Office Expenses	\$244.50	\$102.44	\$500.00	(\$397.56)	\$500
<b>Total Executive Director</b>	<b>\$104,997.26</b>	<b>\$117,282.38</b>	<b>\$121,998.00</b>	<b>(\$4,715.62)</b>	<b>\$121,998</b>
<b>Strategic Planning Process</b>			\$0.00	<b>\$0.00</b>	<b>\$0</b>
<b>Educational Events</b>			\$0.00	<b>\$0.00</b>	
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	\$500.00	\$152.50	\$1,500.00	(\$1,347.50)	\$1,500
Interim Exe Director School	\$1,470.53	\$0.00	\$0.00	\$0.00	\$0

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