

Lutheran Outdoor Ministries
2 Year Income Statement - December 2024

	December 2023 Actual	December 2024 Actual	December 2024 Budget	Variance	Annual Budget 2024	
INCOME						
Associated Revenue						
Curriculum Sales	\$26,195.00	\$25,135.00	\$26,975.00	(\$1,840.00)	\$26,975	
Total Associated Revenues	\$26,195.00	\$25,135.00	\$26,975.00	(\$1,840.00)	\$26,975	
Investment/Interest	\$0.00	\$0.00	\$0.00	\$0.00	\$0	
Contributions						
Contributions -Individuals	\$58,959.66	\$55,198.92	\$72,000.00	(\$16,801.08)	\$72,000	
Contributions - Business	\$690.60	\$1,496.00	\$1,600.00	(\$104.00)	\$1,600	
Contributions - Member Organizations	\$81,552.58	\$64,838.86	\$80,000.00	(\$15,161.14)	\$80,000	
Contributions - Grants	\$3,750.00	\$4,319.00	\$3,000.00	\$1,319.00	\$3,000	
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.	\$13,716.74	\$18,054.75	\$12,000.00	\$6,054.75	\$12,000	
Total Contributions	\$168,669.58	\$153,907.53	\$178,600.00	(\$24,692.47)	\$178,600	
Business/Ministry Partner Memberships	\$1,650.00	\$600.00	\$1,300.00	(\$700.00)	\$1,300	
Income from Educational Events			\$0.00			
Territory Gatherings	\$2,970.00	\$0.00	\$0.00		\$0	
Fall Conference	\$87,973.06	\$103,934.10	\$104,440.00	(\$505.90)	\$104,440	
Fall Conference Exhibitors/Ministry partne	\$6,425.00	\$8,140.00	\$6,100.00	\$2,040.00	\$6,100	
Conference Sponsorships	\$12,500.00	\$15,095.00	\$13,000.00	\$2,095.00	\$13,000	
BTE/LTE Income	\$20,322.10	\$22,560.00	\$14,460.00	\$8,100.00	\$14,460	
Interim Executive Director School	\$0.00	\$0.00	\$0.00	\$0.00	\$0	
Executive Director Gathering	\$9,980.00	\$1,170.00	\$0.00	\$1,170.00	\$0	
Total Education Events Income	\$140,170.16	\$150,899.10	\$138,000.00	\$12,899.10	\$138,000	
Special Events - Auction	\$33,945.48	\$32,054.00	\$27,500.00	\$4,554.00	\$27,500	
Special Events - Run4Camp/Camp Matchu	\$0.00	\$0.00	\$0.00	\$0.00	\$0	
Miscellaneous Income	\$150.00	\$0.00	\$0.00	\$0.00	\$0	
Summer staff recruiting app	\$0.00	\$0.00	\$0.00	\$0.00	\$0	
TOTAL INCOME	\$370,780.22	\$362,595.63	\$372,375.00	(\$9,779.37)	\$372,375	
EXPENSES						
Contract Services						
Curriculum Development	\$24,927.38	\$26,825.00	\$26,975.00	(\$150.00)	\$26,975	
Educational Events Coordinator	\$3,840.00	\$3,900.00	\$3,900.00	\$0.00	\$3,900	
Conference Coordinator	\$3,840.00	\$3,900.00	\$3,900.00	\$0.00	\$3,900	
LOM Admin Contract	\$22,320.00	\$22,980.00	\$23,000.00	(\$20.00)	\$23,000	
LOM Bookkeeper Contract	\$11,040.00	\$11,340.00	\$11,350.00	(\$10.00)	\$11,350	
Communications Coordinator & News Edito	\$7,500.00	\$8,040.00	\$8,000.00	\$40.00	\$8,000	
Contract Services Conference Support	\$5,209.11	\$9,422.66	\$13,375.00	(\$3,952.34)	\$13,375	
Website Maintenance	\$5,600.00	\$0.00	\$0.00	\$0.00		
Total Contract Services	\$84,276.49	\$86,407.66	\$90,500.00	(\$4,092.34)	\$90,500	
Executive Director Expenses						
Payroll Taxes	\$7,513.83	\$7,619.40	\$7,657.00	(\$37.60)	\$7,657	
Wages	\$98,220.00	\$99,600.00	\$99,700.00	(\$100.00)	\$99,700	
(Wages: Exec Dir Restricted Funds)	\$0.00	\$0.00	\$0.00	\$0.00	\$0	contra acco
Director Travel	\$10,447.11	\$3,326.82	\$10,000.00	(\$6,673.18)	\$10,000	
Worker's Comp (Annual)	\$999.00	\$929.00	\$1,056.00	(\$127.00)	\$1,056	
Director Office Expenses	\$102.44	\$0.00	\$500.00	(\$500.00)	\$500	
Total Executive Director	\$117,282.38	\$111,475.22	\$118,913.00	(\$7,437.78)	\$118,913	
Strategic Planning Process			\$0.00		\$0	

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Educational Events			\$0.00		
Fall Conference Expenses	\$74,037.83	\$94,024.43	\$101,115.00	(\$7,090.57)	\$101,115
BTE/LTE - General Expenses	\$17,851.80	\$12,783.98	\$17,025.00	(\$4,241.02)	\$17,025
Compass Points	\$152.50	\$642.12	\$1,500.00	(\$857.88)	\$1,500
Interim Exe Director School	\$0.00	\$0.00	\$0.00	\$0.00	\$0
Territory Gathering	\$2,880.00	\$0.00	\$0.00		
Exec Directors Gathering	\$12,330.33	\$0.00	\$0.00	\$0.00	\$0
Total Education Expenses	\$107,252.46	\$107,450.53	\$119,640.00	(\$12,189.47)	\$119,640
Collaborative Meetings					
Conference Swap Exhibitors	\$0.00	\$0.00	\$230.00	(\$230.00)	\$230
Outdoor Ministries Connections	\$2,630.30	\$2,526.85	\$3,170.00	(\$643.15)	\$3,170
Total Collaborative Meetings	\$2,630.30	\$2,526.85	\$3,400.00	(\$873.15)	\$3,400
Organizational Meeting Expenses	\$13,743.98	\$15,080.81	\$11,700.00	\$3,380.81	\$11,700
Membership Benefits (Discounts)	\$1,155.00	\$1,155.00	\$1,200.00	(\$45.00)	\$1,200
Special Events: Run4Camp Replacement	\$0.00	\$0.00	\$0.00	\$0.00	\$0
Promotional Expense	\$5,243.90	\$114.44	\$750.00	(\$635.56)	\$750
Development Expense	\$1,473.02	\$0.00	\$2,250.00	(\$2,250.00)	\$2,250
Bank Fees/Credit Card Fees	\$5,454.95	\$5,862.75	\$7,000.00	(\$1,137.25)	\$7,000
Office Supplies Expenses	\$143.53	\$793.01	\$600.00	\$193.01	\$600
Postage Expenses	\$372.35	\$359.05	\$400.00	(\$40.95)	\$400
Legal/Audit Expense	\$2,750.00	\$3,000.00	\$2,750.00	\$250.00	\$2,750
Licenses and Website Expenses	\$3,730.97	\$4,249.92	\$4,315.00	(\$65.08)	\$4,315
Special Events: Auction Expense	\$6,145.52	\$1,833.42	\$2,500.00	(\$666.58)	\$2,500
Insurance Expense	\$1,039.00	\$1,129.00	\$1,200.00	(\$71.00)	\$1,200
Dues and Subscriptions	\$0.00	\$0.00	\$0.00	\$0.00	\$0
Recognitions	\$4,079.89	\$6,052.91	\$5,000.00	\$1,052.91	\$5,000
Contingency/Misc Expense	\$0.00	\$82.12	\$0.00	\$82.12	\$0
Summer Recruiting staff app	\$0.00	\$0.00	\$0.00	\$0.00	\$0
Friends Not Yet Met Campaign	\$0.00	\$0.00	\$0.00	\$0.00	\$0
TOTAL EXPENSES	\$356,773.74	\$347,572.69	\$372,118.00	(\$24,545.31)	\$372,118
TOTAL NET INCOME	\$14,006.48	\$15,022.94	\$257.00	\$14,765.94	\$257