

<b>Income</b>	<b>Jan-Dec 2014</b>	<b>Comments</b>
<b>Ordinary Income</b>		
Conference Income	20,000	Plone Conf 2013 + 2014
Consultation Services	2,000	GSOC
Non profit income	9,000	Donations: Small increase over last year's result
Royalty income	1,000	Peaked 2010, declining
Sponsorship	30,000	50% increase over last year's result. It is aggressive but doable
<b>Other Income</b>		
Interest earned	600	Higher than 2013, lower than 2012
Other income sources	8,000	Symposia, other events
<b>Total Income</b>	<b>70,600</b>	
<b>Expenses</b>		
<b>Ordinary Expenses</b>		
<b>Administrative expenses</b>		
Bank charges	1,500	Increase over last year's result
Hosting/Domain expenses	600	Same as last year
Intellectual property fees	600	Not used in 2013, saving some for 2014
Legal & Professional fees	1,500	In line with last year's result
Office Expenses	300	Not used in 2013, saving some for 2014
Postage & Delivery	100	Same as last year
Taxes and Licenses	10	Not used in 2013, saving some for 2014
<b>Marketing expenses</b>		
Conference/Events	15,500	
Professional services	3,500	
Promotional Material	16,000	Cutting unused funds from previous years
Travel	3,500	Just Plone Symposia
<b>Product Development</b>		
Release Management	5,000	
Releaser Manager Travels	3,000	
<b>Sprint Expenses</b>		
Strategic Sprints	25,000	4 Sprints valued at 4k and 6 valued at 1.5k
Community Sprints	4,500	15 Sprints valued at 300
<b>Other Expenses</b>		
Uncategorized	0	
<b>Total Expenses</b>	<b>80,610</b>	
<b>Net Income</b>	<b>(10,010)</b>	

<b>Income</b>	<b>Expected</b>	<b>Real</b>
<b>Ordinary Income</b>		
Conference Income	15,000	0
Consultation Services	3,500	1,100
Non profit income	2,000	6,493
Research income	0	0
Royalty income	3,000	646
Sponsorship	50,000	20,083
<b>Other Income</b>		
Interest earned	880	511
Conference / Events	0	7,515
Reimbursed Expenses	0	0
		0
<b>Total Income</b>	<b>74,380</b>	<b>36,349</b>

## **Expenses**

### **Ordinary Expenses**

#### **Administrative expenses**

Bank charges	1,700	1,362
Hosting/Domain expenses	600	532
Intellectual property fees	3,080	0
Legal & Professional fees	2,200	1,220
Office Expenses	480	0
Postage & Delivery	100	92
Taxes and Licenses	10	0

#### **Marketing expenses**

Conference/Events	15,500	4,500
Professional services	3,500	
Promotional Material	25,000	
Travel	5,000	12,372

#### **Product Development**

Release Management	5,000	2,500
Releaser Manager Travels	3,000	

#### **Sprint Expenses**

Community Sprints	21,000	1,475
Strategic Sprints	4,500	

**Other Expenses**

Uncategorized	0	12,366
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**Total Expenses**

90,670	36,419
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**Net Income**

(16,290)	(71)
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	<b>YTD</b>	<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>
<b>Income</b>					
<b>Ordinary Income</b>					
Conference Income	0				
Consultation Services	1,100				
Non profit income	6,493	130	100		10
Research Income	0				
Royalty income	646			167	151
Sponsorship	20,083	1,000	1,000	1,000	958
<b>Other Income</b>					
Interest earned	511	42	40	44	43
Conference/Events	7,515	125	1,350		
Reimbursed Expenses	0				
<b>Total Income</b>	<b>36,349</b>	<b>1,297</b>	<b>2,490</b>	<b>1,211</b>	<b>1,162</b>
<b>Expenses</b>					
<b>Ordinary Expenses</b>					
Bank charges	1,362	56	101	55	47
Conference/Events	4,500		1,500		
Director Fees	0				
Hosting/Domain expenses	532	84	29	31	26
Intellectual property fees	0				
Legal & Professional fees	1,220		139	797	
Marketing / Business Developm	12,366	549	1,500	1,800	
Meals and Entertainment	0				
Office Expenses	0				
Postage & Delivery	92	12			
Release Management	2,500				2,500
Taxes and Licenses	0				
Travel	12,372			3,536	
<b>Other Expenses</b>					
Conference / Events expenses	1,475	0	1,475	0	0
Plone Conference Services	0	0	0	0	0
<b>Total Expenses</b>	<b>36,419</b>	<b>702</b>	<b>4,744</b>	<b>6,219</b>	<b>2,573</b>
<b>Net Income</b>	<b>(71)</b>	<b>595</b>	<b>(2,254)</b>	<b>(5,009)</b>	<b>(1,411)</b>

May	June	July	August	September	October	November	December
					1,100		
208	440	1,407	1,221	230	2,227	210	310
	197			131			
1,000	625	1,708	1,833	4,458	2,417	2,042	2,042
44	42	43	42	41	44	43	44
		40		5,000		1,000	
1,252	1,304	3,198	3,096	9,860	5,788	3,294	2,396
55	137	227	135	148	168	76	156
						3,000	
20	62	20	20	20	49	117	53
			284				
1,000	4,114	2,467	184		300	300	152
			14		2		64
	2,000	2,975		2,273		1,100	488
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
1,075	6,313	5,689	638	2,441	519	4,593	913
177	(5,008)	(2,491)	2,459	7,418	5,268	(1,299)	1,483

	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2010</b>
<b>Income</b>				
<b>Ordinary Income</b>				
<b>Conference Income</b>	0	0	20,939	4,656
<b>Consultation Services</b>	1,100	0	3,349	2,000
<b>Non profit income</b>	6,493	4,497	250	450
<b>Research Income</b>	0	0	6,000	0
<b>Royalty income</b>	646	2,635	2,098	6,141
<b>Sponsorship</b>	20,083	12,458	33,917	25,458
<b>Other Income</b>				
<b>Interest earned</b>	511	591	1,128	874
<b>Plone Conference Income</b>	7,515	11,518	104,686	0
<b>Reimbursed Expenses</b>	0	0	0	0
<b>Total Income</b>	36,349	31,699	172,367	39,580
<b>Expenses</b>				
<b>Ordinary Expenses</b>				
<b>Bank charges</b>	1,362	1,327	5,411	1,132
<b>Conference/Events</b>	4,500	8,833	10,320	10,375
<b>Director Fees</b>	0	0		
<b>Hosting/Domain expenses</b>	532	370	798	231
<b>Intellectual property fees</b>	0	0	4,774	3,755
<b>Legal &amp; Professional fees</b>	1,220	1,948	1,548	1,617
<b>Marketing / Business Deve</b>	12,366	1,372	10,182	0
<b>Meals and Entertainment</b>	0	0	0	0
<b>Office Expenses</b>	0	520	665	165
<b>Postage &amp; Delivery</b>	92	512	0	6
<b>Release Management</b>	2,500	2,500	2,500	5,000
<b>Taxes and Licenses</b>	0	0		25
<b>Travel</b>	12,372	5,157	7,448	5,250
<b>Other Expenses</b>				
<b>Plone Conference Expense</b>	1,475	0	76,560	0
<b>Plone Conference Services</b>	0	0	18,662	0
<b>Total Expenses</b>	36,419	22,538	138,868	27,556
<b>Net Income</b>	(71)	9,162	33,499	12,024

2009	2008	2007	2006	2005	2004
39,973	13,353	0	0	0	0
6,000	0	0	1,500	0	0
812	19,328	20,290	900	1,700	100,600
0	0	0	0	0	0
5,991	5,827	346	598	1,690	0
45,000	0	0	0	0	0
164	757	1,231	120	0	0
0	0	0	0	0	0
0	0	0	0	0	0
97,939	39,264	21,868	3,118	3,390	100,600
2,277	501	300	163	235	90
16,977	0	3,500	0	0	0
				8,817	
1,048	0	0	0	0	0
3,808	196	0	2,970		0
3,500	5,710	6,489	1,266	19,402	21,152
962	69	356	24	2,033	0
0	0	0	0	46	0
665	463	176	437	667	227
112	0	0	0	0	0
2,500	2,500	3,500	6,500	0	0
0	25	25	500	4,489	0
28,854	8,810	0	0	1,841	0
0	0	0	0	0	0
0	0	0	0	0	0
60,702	18,274	14,346	11,860	37,528	21,470
37,237	20,990	7,522	(8,742)	(34,138)	79,130