

To the Orienteering USA Board of Directors:



The Finance Committee submits the attached Budget for 2015 to the Board and recommends its adoption. We anticipate some adjustment to the budget in late winter when more accurate numbers on expenses for World Championship events become available.

The Committee was asked to submit a budget that was no more than \$10,000 in deficit and to recommend action that could be taken to assure a balanced budget in 2016 and later. We were asked to consider sources of increased revenue before cutting program spending.

We are recommending a budget with a \$6,600 deficit for 2015 and are recommending steps to be taken to bring the budget into the black for 2016.

Our income stream consists of three distinct parts: 1) gifts, 2) grants and sponsorships, and 3) program income consisting of club charter fees, membership dues and A meet sanctioning fees. While we anticipate increased efforts to improve our income flow from sponsorships and gifts, the result of these efforts is uncertain. The third part of our income stream is more predictable. The Committee is of the opinion that raising program income will be necessary if we are to do more than minimally support our current program.

As an immediate action to help bring the 2015 budget closer to balance, we are recommending in this 2015 budget that A Meet sanctioning fees be raised to \$5 per race (from \$4) and that Championship Fees be raised to \$10 (from \$5). The Junior fees would be half of these numbers. The Orienteering USA discount would remain unchanged - which in the fees computation form means non-member surcharges would be unchanged. This will raise \$14,500 on an assumption of start numbers and mix similar to 2013. (See the attached spread sheet).

We chose to use 2013 since the 2014 information is incomplete and the 2012 data includes a North American Championship and thus is unusually high. The A meet budget income figure for 2015 will be \$43,300 which will give us a budgeted deficit of \$6,900.

We discussed at length the possible effect raising sanctioning fees might have on A meet attendance. We do not propose to raise fees for non-championship A meets by the same percentage as championship meet fees to avoid discouraging attendance by local club members at those meets. We believe that championship meet attendance will be less fee sensitive. We also recommend having team members pay for their uniforms or increase their fundraising to cover that cost. We will revisit this when we look at the team budgets in January.

Looking further ahead, the Committee also recommends that the Board consider raising club meet start fees from 2016 by fifty cents to \$1.50. This should receive wide discussion before adoption, but if adopted would improve our income by over \$20,000 a year. This would eliminate our persistent deficit and allow us to expand support in areas that will improve our sport and support its growth. We also recommend that the board change payment of club start fees to semi-annual payments while leaving the dues on an annual basis. Receiving the start fees for spring races in September would help cash flow at a time when summer meet expenses are behind us and tax-driven end of year contributions are ahead.

What will the members get for the increased fees next year? The honest answer is only a budget almost in balance that does not require a cut in support for present programs. However, we further recommend that if the additional revenue increase for 2016 is adopted a significant part of the A Meet revenue increase going forward from 2016 be dedicated to improving the quality of the A Meet experience. We will propose that Orienteering USA make matching funds available to clubs for map, meet and course consultation and for consultant travel. While it is possible that large clubs with experience in holding A Meets may not need this service, others will avail themselves of it with resulting improvements in these meets. While the A Meet fee increase will not directly impact A Meet quality in 2015, in following years a significant portion of it could be dedicated to that end.

Louis Pataki, Vice-President, Finance

Finance Committee Members: Charlie Bleau; Gary Kraght; Tim Parson; Lou Pataki, Chair.

	A	E	F	G
1	2015 OUSA Budget/ Finance Committee Proposal			
2				
3	Section 1 Budget Income	<u>2014 Budget</u>	<u>2014 Projections</u>	<u>2015 Request</u>
4				
5	Local Programs			
6	A meet Sanctioning Fee	\$28,800	\$28,800	\$43,300
7	Mapping/Pictometry on Line Fees	\$600	\$600	\$600
8	E punch Rental Fees	\$1,700	\$500	\$500
9	Event Reg Income	\$1,200	\$1,200	\$1,500
10	Map Loan/ CTOC	\$0	\$0	\$4,000
11	Map Loan/ NTOA	\$0	\$0	\$0
12				
13	National Programs			
14	Junior Development	\$0	\$0	\$3,000
15	MTBO Development	\$0	\$0	\$2,000
16				
17	Membership Programs			
18	Membership Dues	\$27,500	\$24,000	\$25,000
19	Club Dues	\$72,830	\$68,200	\$68,200
20				
21	Team USA Support/Development			
22	SENIOR TEAM			
23	Contributions and Fundraising	\$10,000	\$4,304	\$10,000
24	Uniform Payments			\$3,500
25				
26	JUNIOR TEAM			
27	Contributions	\$6,000	\$7,494	\$6,500
28	Fundraising	\$6,000	\$8,497	\$6,500
29	Parent payments/ European Trip			
30	Uniform Payment			\$1,500
31	Training Camp fees			\$5,000
32				
33	WUOC TEAM			
34	Contributions and Fundraising	\$2,000	\$2,862	\$0
35				
36	SKI O TEAM			
37	Contributions and Fundraising	\$4,000	\$1,460	\$10,000
38	Uniform Payment			\$1,000
39				
40	TRAIL O TEAM			
41	Contributions and Fundraising	\$2,000	\$150	\$2,000
42	Uniform Payment			\$300
43				
44	MTB O TEAM			
45	Contributions and Fundraising	\$9,000	\$5,182	\$6,000
46				
47	Administrative and Governance			
48	Third Party Grants and Sponsorships	\$22,000	\$27,000	\$29,000

	A	E	F	G
49	Unrestricted Major Gifts	\$10,000	\$0	\$10,000
50	Unrestricted Contributions	\$18,000	\$0	\$30,000
51	(including UC part of annual fund)			
52	General Contributions	\$16,000	\$TBD	\$0
53	Income from Endowment Fund	\$7,900	\$7,900	\$9,000
54	Books Redistribution	\$3,000	\$1,000	\$1,500
55	Interest Income	\$20	\$20	\$50
56	Contributions to Endowment Fund	\$0	\$6,980	\$0
57	Life member Dues Received	\$0	\$700	\$0
58	Iain Wilson Award	\$6,000	\$TBD	\$0
59	Major Gift/ Jr. Team Coaches Contract	\$40,000	\$45,000	\$45,000
60	Orienteer of the Year Awards	\$1,500	\$1,500	\$1,500
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62	TOTAL INCOME	\$296,050		\$326,450
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64	Expenses			
65	Local Programs			
66	Mapping/Pictometry on Line	\$600	\$600	\$600
67	E punch Maintenance	\$300	\$890	\$450
68	NOD Promotions	\$1,000	\$370	\$500
69	Club Development	\$2,000	\$1,000	\$1,500
70	World Rogaining Championships Grant	\$1,000	\$1,000	0
71				
72	National Programs			
73	Education/Display Fees	\$200	\$0	\$100
74	Education Ebsco Insert	\$120	\$120	\$120
75	Competitive Awards/Medals	\$1,000	\$650	\$6,750
76	Marketing Conference Fees/Memberships	\$1,300	\$1,000	\$1,000
77	Website General	\$5,350	\$5,350	\$5,350
78	Website Meet Registration	\$2,000	\$2,000	\$2,500
79	Marketing/Branding/Photography	\$1,000	\$3,596	\$1,000
80	Marketing Publications/Printing	\$1,950	\$1,000	\$1,000
81	Online Advertising	\$0	\$0	\$500
82	Junior Development Program	\$0	\$0	\$3,000
83	MTBO Development Program	\$0	\$0	\$5,500
84	US National MTBO Championships	\$0	\$0	\$4,000
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86	Membership Programs			
87	Insurance Premiums	\$26,100	\$26,085	\$26,200
88	ONA Magazine	\$21,500	\$18,800	\$19,000
89	Paypal and Credit Card Fees	\$1,800	\$1,500	\$1,000
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91	Team USA Support/Development			
92	SENIOR TEAM			
93	WRE Expenses			
94	WOC Fees Accommodations	\$15,000	\$13,000	\$13,000
95	Athlete travel Support			2,000
96	Team Sponsored training Camps			

	A	E	F	G
97	Uniforms	\$3,500		\$3,500
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99	Junior Team			
100	JWOC Expenses	\$14,000		\$14,000
101	Athlete travel Support	\$3,000		0
102	Team Sponsored training Camps	\$0		\$8,000
103	Uniforms and Equipment	\$400		\$1,500
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105	WUOC TEAM			
106	WUOC Expenses	\$4,000	*\$5,519	\$0
107				
108	SKI O TEAM			
109	WSkiOC Expenses	\$4,000	\$1,661	\$13,000
110	JWSkiOC Expenses			\$2,000
111	Athlete travel Support			\$2,000
112	Athlete Development			\$2,000
113	Uniforms and Equipment			\$1,000
114				
115	TRAIL O TEAM			
116	WTOC Expenses	\$2,500	*\$1,505	\$2,000
117				
118	MTB O TEAM			
119	Expenses	\$14,000	\$13,673	
120	WMTBOC			\$4,000
121				
122	Administrative and Governance			
123	B&C/ Board Meeting & Committee Expenses	\$900	\$1,500	\$600
124	B&C/President's Fund	\$500	\$388	\$500
125	ED/ Salary, Taxes, Benefits, Pay Svc	\$81,500	\$83,420	\$83,420
126	ED/travel & Office Expenses	\$15,800	\$22,000	\$15,800
127	M&A/Office Support	\$18,000	\$18,000	\$18,000
128	M&A/Office Expenses	\$3,500	\$3,500	\$3,500
129	Dues, Fees, Corporate charter	\$4,000	\$4,000	\$4,000
130	Fundraising Expenses	\$2,000	\$1,200	\$3,000
131	Background Checks	\$300	\$275	\$150
132	Financial Audit	\$4,400	\$4,400	\$2,500
133	Sponsorship Grants to Clubs	\$11,000	\$7,000	\$5,000
134	Junior Team Coach/ Contract+Travel	\$40,000	\$40,000	\$45,000
135	Iain Wilson Award	\$2,000	\$2,500	\$2,000
136	Orienteer of the Year Awards	\$1,500	\$1,500	\$1,500
137	Contributions to Endowment Fund	\$0	\$6,980	\$0
138	Life member Dues Received	\$0	\$700	\$0
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141	TOTAL EXPENSES	\$313,020		\$333,040
142	NET INCOME	(\$16,970)		(\$6,590)
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	A	E	F	G
145	Unbudgeted Incremental Programs		2015	
146	WOC Broadcast Fees		\$TBD	
147	Annual Plan (1) Membership		\$TBD	
148	Annual Plan (2) Appealing to Groups		\$TBD	
149	Annual Plan (3) Education		\$TBD	
150	Annual Plan (4) Cohesive coaching		\$TBD	
151	OUSA Website Upgrade		\$3,500	
152				
153	Available Team Funds		8/31/14 Carry Over	
154	Senior		\$0.00	
155	Junior		\$15,121.00	
156	MTBO		\$90.00	
157	Trail		\$2,418.00	
158	WUOC		\$73.00	
159	Ski		\$9,374.00	
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161	Other Restricted Funds			
162	Iain Wilson Award		\$5,784.00	

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Comments

Assumes \$10/start for national champs and \$5/start for all other A meets...Assumes all '15 events

Balance due in 2016 = \$3,000

Balance due in 2016 = \$2,000

Cost of Team USA Junior Coach travel - time donated by OUSA

US MTBO National Championship: 100 athletes, 2 races, \$10/starts (A meet fees - not in first line)

Based on 2013 fees, potential increase mid year in 2015

Based on 2013 fees, potential increase in 2015 that would take effect in 2016

Pass thru

Next WUOC competition year: 2016

\$1,500 reduction at request of MTBO team

Assume can reach 100% of 2014 + \$2,000 MTBO

49	2 gifts of \$5,000 each - multi year pledge
50	Including General Contributions
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52	Remove line item
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56	Assume 2015 funds are pass thru to the Endowment Fund
57	Assume 2015 funds are pass thru to the Endowment Fund
58	Assume 100% of fundraising complete
59	Assume same gift in 2015
60	Assumes program will occur again in 2015
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67	2014 one time expense to get stock current
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70	Program complete
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75	Placeholder, need to order 1,500 medals in 2015 - issuing bid
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78	Assumes program moves forward with Kent Shaw's replacement
79	Base costs - incremental projects require funding
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81	Test programs
82	Recommend regional test instead of national roll out
83	Mapping and Marketing
84	New Event
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88	6x printed magazine + \$1,000 for additional color pages in printed Team USA magazine
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*refunds due to be processed in 2014, no event in 2015

Await costs from Rick Worner, 2015 is a Ski WOC year

*refunds due to be processed in 2014,

Three BOD meetings

Covers increased MD Payroll tax. Salary (2009) and benefits (2014) stay at current levels

Some OUSA non T&O items charged to credit card took line item over

Need to increase spending to identify and secure additional streams of revenue

Investigating lower cost of service through Loomis

Financial review in 2015 for 2014..estimate received from Fulton Kozak

Contracted amount, offset by donation: \$36,000 pay + \$9,000 Travel

In 2014 committee awarded one additional award, assume they will return to policy

Assume pass thru to Endowment Fund

Assume pass thru to Endowment Fund

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146 Await fees from IOF

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150 Covererd by Junior Development?

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