

Virginia Outdoors Foundation
 Budget vs. Actuals: General Operations - FY16
 July - March 2016

	Total			Approved Budget	Notes:
	Actual	Budget	over Budget		
Income					
4000 Program Specific Revenue	14,000.00	0.00	14,000.00		VEE grant; off setting exp; deed scanning project
4100 Unrestricted Contributions & Grants	45,945.25	45,000.00	945.25	60,000.00	
4110 General Fund Appropriations	1,314,562.50	1,314,562.00	0.50	1,752,750.00	
4120 Investment Earnings	1,100.23	1,000.00	100.23	1,000.00	
4200 Recordation Fees	422,923.89	393,750.00	29,173.89	525,000.00	
4220 Cost Recoveries	37,431.10	5,625.00	31,806.10	7,500.00	Amendments & ACUB's =\$18k (result of new fee sch)
4230 LPC Transfer Fees	485,000.00	468,747.00	16,253.00	625,000.00	LPC to be received Oct2016
4400 Benefit Collections from Employees	29,216.81		29,216.81		offsetting w/ 5100 exp line
OAG/Other Legal Svcs from Defense Fund	80,000.00			85,000.00	
Priority Spending Applied	85,000.00		85,000.00	0.00	applied to 5400 IT Services exp
Total Income	\$ 2,515,179.78	\$ 2,228,684.00	\$ 286,495.78	3,056,250.00	
Expenses					
5100 Personal Services	1,729,096.85	1,904,994.00	(175,897.15)	2,540,000.00	
5300 Professional Services	87,600.00	103,000.00	(15,400.00)	103,000.00	
5400 IT Goods and Services	193,565.13	112,500.00	81,065.13	150,000.00	5400 incl Priority Spending for GIS upgrades
5500 General Services	30,247.41	28,494.00	1,753.41	38,000.00	
5520 Telephone	40,871.19	38,997.00	1,874.19	52,000.00	
5530 Insurance	6,234.00	5,247.00	987.00	7,000.00	
5540 Office Costs	95,291.29	95,994.00	(702.71)	128,000.00	
5550 Travel Expenses	22,350.34	28,872.00	(6,521.66)	38,500.00	
5560 Training and Development	4,116.69	11,250.00	(7,133.31)	15,000.00	
5570 Outreach Events	540.50	3,744.00	(3,203.50)	5,000.00	Anniversary parties will begin spending soon
5575 Fundraising/Development	26,073.97	41,247.00	(15,173.03)	55,000.00	
5600 Supplies & Materials	23,798.31	29,997.00	(6,198.69)	40,000.00	
Total Expenses	\$ 2,259,785.68	\$ 2,404,336.00	\$ (144,550.32)	3,171,500.00	
Net Operating Income	\$ 255,394.10	\$ (175,652.00)	\$ 431,046.10	\$ (115,250.00)	

Virginia Outdoors Foundation
Profit & Loss (Total Operations incl BRNAP & PTF)
Cash Flow Type Report
July 2015 - March 2016

	Total
Income	
4000 Program Specific Revenue	764,000.00
4100 Unrestricted Contributions & Grants	46,295.25
4110 General Fund Appropriations	1,314,562.50
4120 Investment Earnings	1,776.48
4200 Recordation Fees	311,725.89
4220 Cost Recoveries	68,747.09
4230 LPC Transfer Fees	552,167.38
4400 Benefit Collections from Employees	28,895.66
Total Income	\$ 3,088,170.25
Gross Profit	\$ 3,088,170.25
Expenses	
5100 Personal Services	1,796,241.21
5300 Professional Services	87,624.30
5400 IT Goods and Services	195,900.24
5500 General Services	61,496.71
5520 Telephone	41,800.09
5530 Insurance	6,234.00
5540 Office Costs	96,824.59
5550 Travel Expenses	12,633.38
5560 Training and Development	4,116.69
5570 Outreach Events	10,062.50
5575 Fundraising/Development	4,417.34
5580 Miscellaneous	543.10
5600 Supplies & Materials	16,783.57
5700 OSLPTF	237,210.95
Total Expenses	\$ 2,571,888.67
Net Operating Income	\$ 516,281.58
Other Expenses	
9800 Fixed asset purchases	1,835.00
Total Other Expenses	\$ 1,835.00
Net Other Income	\$ (1,835.00)
Net Income	\$ 514,446.58

Comments:

offsetting w/ 5100

Virginia Outdoors Foundation
YTD Comparison to Previous Fiscal YTD (does not incl PTF & Bull Run)
July 2015 - March 2016

	Total		
	Jul 2015 - Mar 2016	Jul 2014 - Mar 2015 (PY)	% Change
Income			
4000 Program Specific Revenue	14,000.00	0.00	
4100 Unrestricted Contributions & Grants	45,945.25	82,485.98	-44.30%
4110 General Fund Appropriations	1,314,562.50	1,314,562.50	0.00%
4120 Investment Earnings	1,100.23	138.66	693.47%
4130 Miscellaneous Income		121.57	-100.00%
4200 Recordation Fees	311,725.89	394,675.15	-21.02%
4220 Cost Recoveries	38,340.42	26,458.16	44.91%
4230 LPC Transfer Fees	552,167.38	707,096.00	-21.91%
4400 Benefit Collections from Employees	29,216.81	31,811.15	-8.16%
Services	(10,896.03)	0.00	
Total Income	\$ 2,296,162.45	\$ 2,557,349.17	-10.21%
Total Income	\$ 2,296,162.45	\$ 2,557,349.17	-10.21%
Expenses			
5100 Personal Services	1,729,801.14	1,804,499.54	-4.14%
5300 Professional Services	80,651.30	64,059.36	25.90%
5400 IT Goods and Services	195,461.67	170,074.87	14.93%
5500 General Services	39,707.46	33,032.72	20.21%
5520 Telephone	41,800.09	36,333.88	15.04%
5530 Insurance	6,234.00	6,471.00	-3.66%
5540 Office Costs	83,876.17	84,784.61	-1.07%
5550 Travel Expenses	12,633.38	17,811.95	-29.07%
5560 Training and Development	4,116.69	4,822.05	-14.63%
5570 Outreach Events	10,062.50	16,212.79	-37.93%
5575 Fundraising/Development	4,417.34	228.35	1834.46%
5580 Miscellaneous	543.10		
5600 Supplies & Materials	15,617.24	14,218.19	9.84%
Total Expenses	\$ 2,224,922.08	\$ 2,252,549.31	-1.23%
Net Operating Income	\$ 71,240.37	\$ 304,799.86	-76.63%
Other Expenses			
9800 Fixed asset purchases	1,835.00		
Total Other Expenses	\$ 1,835.00	\$ -	
Net Other Income	\$ (1,835.00)	\$ -	
Net Income	\$ 69,405.37	\$ 304,799.86	-77.23%

Virginia Outdoors Foundation
Balance Sheet
As of March 31, 2016

	Total		
	As of Mar 31, 2016	As of Mar 31, 2015 (PY)	% Change
ASSETS			
Current Assets			
Bank Accounts			
1010 Bank of America-Checking	866,660.42	1,621,133.62	-46.54%
1015 PTF- LGIP	411,112.06	2,792.91	14619.85%
1020 LGIP-VOF	802,024.33	50,778.29	1479.46%
1026 Fidelity Forfeiture Acct (401)	667.72	2,569.87	-74.02%
1030 Petty Cash Accounts- all offices	399.00	199.07	100.43%
1035 Business Reply Mail- WAR acct	153.23	134.65	13.80%
1036 Business Reply Mail-RMD acct	27.09	27.09	0.00%
Total Bank Accounts	\$ 2,081,043.85	\$ 1,677,635.50	24.05%
Accounts Receivable			
1110 Accounts Receivable (A/R)	704,931.37	1,322,921.30	-46.71%
Total Accounts Receivable	\$ 704,931.37	\$ 1,322,921.30	-46.71%
Other current assets			
1100 Due from Employees- Benefit Plans	(5,624.86)	353.48	-1691.28%
1199 Employee Cash Advances	0.00	1,272.00	-100.00%
1299 Undeposited Funds	2,550.00	1,650.00	54.55%
1310 Prepaid expenses	1,781.85	13,484.17	-86.79%
Total Other current assets	\$ (1,293.01)	\$ 16,759.65	-107.72%
Total Current Assets	\$ 2,784,682.21	\$ 3,017,316.45	-7.71%
Fixed Assets			
1610 Fee-Owned Land- Preservation	4,926,945.90	4,926,945.90	0.00%
1615 Fee-Owned Land- Investment	92,300.00	92,300.00	0.00%
1620 Buildings & Improvements	99,652.00	30,000.00	232.17%
1640 Furniture, fixtures, & equip	11,908.44	11,908.44	0.00%
1650 Vehicles	202,311.63	212,831.57	-4.94%
1745 Accum deprec- furn,fix,equip	(11,908.44)	(11,908.44)	0.00%
1755 Accum deprec - vehicles	(188,246.95)	(192,078.67)	1.99%
Total Fixed Assets	\$ 5,132,962.58	\$ 5,069,998.80	1.24%
TOTAL ASSETS	\$ 7,917,644.79	\$ 8,087,315.25	-2.10%
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 Accounts payable	89,105.82	82,354.20	8.20%
Total Accounts Payable	\$ 89,105.82	\$ 82,354.20	8.20%
Credit Cards			
2050 Credit card	(5,180.99)	972.55	-632.72%
Total Credit Cards	\$ (5,180.99)	\$ 972.55	-632.72%

Other Current Liabilities			
2100 Payroll Liabilities	0.00	(1,098.67)	100.00%
2410 Accrued payroll	0.00	52,235.00	-100.00%
Total Other Current Liabilities	\$ -	\$ 51,136.33	-100.00%
Total Current Liabilities	\$ 83,924.83	\$ 134,463.08	-37.59%
Long-Term Liabilities			
2420 Accrued Leave Payable	130,066.76	130,833.00	-0.59%
2425 OPEB Obligation (HIC-VRS)	56,475.00	52,100.49	8.40%
Total Long-Term Liabilities	\$ 186,541.76	\$ 182,933.49	1.97%
Total Liabilities	\$ 270,466.59	\$ 317,396.57	-14.79%
Equity			
3000 Unrestricted net assets	835,989.01	835,989.01	0.00%
3001 Opening Bal Equity	3,949,895.63	3,949,895.63	0.00%
3010 Unrestrict (retained earnings)	2,293,042.01	3,423,769.04	-33.03%
3100 Restricted net assets	53,801.00	53,801.00	0.00%
Net Income	514,450.55	(493,536.00)	204.24%
Total Equity	\$ 7,647,178.20	\$ 7,769,918.68	-1.58%
TOTAL LIABILITIES AND EQUITY	\$ 7,917,644.79	\$ 8,087,315.25	-2.10%

Wednesday, Apr 20, 2016 01:23:27 PM PDT GMT-4 - Accrual Basis

Virginia Outdoors Foundation
Accounts Receivable Report
All Dates

	<u>Date</u>	<u>Type</u>	<u>Num</u>	<u>Due Date</u>	<u>Amount</u>	<u>Open Balance</u>
Conservation and Recreation, Department of						
	04/01/2016	Invoice	4093	05/01/2016	438,187.50	438,187.50
	04/01/2016	Credit Memo	3892	04/01/2016	(3,632.01)	(3,632.01)
Total for Conservation and Recreation, Department of					\$ 434,555.49	\$ 434,555.49
Natural Heritage, Division of						
	02/03/2016	Invoice	3947	03/04/2016	30,991.27	30,991.27
Total for Natural Heritage, Division of					\$ 30,991.27	\$ 30,991.27
donors.					\$ 465,546.76	\$ 465,546.76
VLCF						
	04/01/2016	Invoice	4096	05/01/2016	250,000.00	250,000.00
Total for VLCF					\$ 250,000.00	\$ 250,000.00
TOTAL					\$ 715,546.76	\$ 715,546.76

Wednesday, Apr 20, 2016 01:26:54 PM PDT GMT-4