

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

	Total			Approved Budget	Notes:
	Actual	Budget	over Budget		
<b>Income</b>					
4000 Program Specific Revenue	14,000.00	0.00	14,000.00		VEE grant; off setting exp; deed scanning project
4100 Unrestricted Contributions & Grants	51,945.25	45,000.00	6,945.25	60,000.00	
4110 General Fund Appropriations	1,752,750.00	1,752,750.00	0.00	1,752,750.00	
4120 Investment Earnings	1,500.23	1,000.00	500.23	1,000.00	
4200 Recordation Fees	450,443.89	437,500.00	12,943.89	525,000.00	
4220 Cost Recoveries	39,290.42	6,250.00	33,040.42	7,500.00	
4230 LPC Transfer Fees	0.00	0.00	0.00	625,000.00	LPC to be received Oct2016; est \$485K
4400 Benefit Collections from Employees	33,681.20	33,681.20	0.00		offsetting w/ 5100 exp line
OAG/Other Legal Svcs from Defense Fund	80,000.00	80,000.00		85,000.00	
Priority Spending Applied	85,000.00	85,000.00	0.00	0.00	applied to 5400 IT Services exp
<b>Total Income</b>	<b>\$ 2,508,610.99</b>	<b>\$ 2,441,181.20</b>	<b>\$ 67,429.79</b>	<b>3,056,250.00</b>	
<b>Expenses</b>					
5100 Personal Services	1,977,880.74	2,116,660.00	(138,779.26)	2,540,000.00	
5300 Professional Services	26,425.00	15,000.00	11,425.00	103,000.00	
5400 IT Goods and Services	203,774.90	125,000.00	78,774.90	150,000.00	5400 incl Priority Spending for GIS upgrades
5500 General Services	41,558.99	31,660.00	9,898.99	38,000.00	
5520 Telephone	47,865.50	43,330.00	4,535.50	52,000.00	
5530 Insurance	6,234.00	5,830.00	404.00	7,000.00	
5540 Office Costs	106,409.50	106,660.00	(250.50)	128,000.00	
5550 Travel Expenses	13,838.38	32,080.00	(18,241.62)	38,500.00	
5560 Training and Development	5,753.69	12,500.00	(6,746.31)	15,000.00	
5570 Outreach Events	13,819.35	4,160.00	9,659.35	5,000.00	
5575 Fundraising/Development	2,580.39	45,830.00	(43,249.61)	55,000.00	
5600 Supplies & Materials	17,178.10	0.00	17,178.10	40,000.00	
<b>Total Expenses</b>	<b>2,463,318.54</b>	<b>2,538,710.00</b>	<b>(75,391.46)</b>	<b>3,171,500.00</b>	
<b>Net Operating Income</b>	<b>\$ 45,292.45</b>	<b>\$ (97,528.80)</b>	<b>\$ 142,821.25</b>	<b>\$ (115,250.00)</b>	

**Virginia Outdoors Foundation**  
**Profit & Loss (Total Operations incl BRNAP & PTF)**  
 July 2015 - April 2016

	Total			Comments:
	Jul 2015 - Apr 2016	Jul 2014 - Apr 2015	% Change	
<b>Income</b>				
4000 PTF, Restricted Cont. Federal Grants	1,014,000.00	1,328,800.00	-23.69%	
4100 Unrestricted Contributions & Grants	52,295.25	84,035.98	-37.77%	will bequest in FY15
4110 General Fund Appropriations	1,752,750.00	1,752,750.00	0.00%	
4120 Investment Earnings	1,776.48	197.00	801.77%	
4130 Miscellaneous Income		121.57	-100.00%	
4200 Recordation Fees	450,443.89	443,938.14	1.47%	
4220 Cost Recoveries	69,697.09	49,240.85	41.54%	
4230 LPC Transfer Fees	0.00			
4400 Benefit Collections from Employees	33,360.05	35,423.63	-5.83%	offsetting w/ 5100
<b>Total Income</b>	<b>\$ 3,374,322.76</b>	<b>\$ 3,694,507.17</b>	<b>-8.67%</b>	
<b>Total Income</b>	<b>\$ 3,374,322.76</b>	<b>\$ 3,694,507.17</b>	<b>-8.67%</b>	
<b>Expenses</b>				
5100 Personal Services	2,047,162.54	2,101,284.62	-2.58%	
5300 Professional Services	102,413.30	85,674.36	19.54%	
5400 IT Goods and Services	204,213.47	192,366.08	6.16%	
5500 General Services	63,348.24	35,686.84	77.51%	
5520 Telephone	47,865.50	40,023.33	19.59%	
5530 Insurance	6,234.00	6,471.00	-3.66%	
5540 Office Costs	109,001.70	109,288.28	-0.26%	
5550 Travel Expenses	14,051.69	20,325.51	-30.87%	
5560 Training and Development	5,753.69	5,241.10	9.78%	
5570 Outreach Events	13,819.35	16,512.79	-16.31%	
5575 Fundraising/Development	2,580.39	488.25	428.50%	
5580 Miscellaneous	543.10			
5600 Supplies & Materials	17,801.49	17,232.42	3.30%	
5700 OSLPTF	250,187.17	1,227,517.98	-79.62%	
6000 Restricted Grant Expense		1,500.00	-100.00%	
<b>Total Expenses</b>	<b>\$ 2,884,975.63</b>	<b>\$ 3,859,612.56</b>	<b>-25.25%</b>	
				Income is due to \$1M PTF received & committed but
<b>Net Operating Income</b>	<b>\$ 489,347.13</b>	<b>\$ (165,105.39)</b>	<b>396.38%</b>	not spent yet.

**Virginia Outdoors Foundation**  
**Balance Sheet**  
As of April 30, 2016

	Total		
	As of Apr 30, 2016	As of Apr 30, 2015	% Change
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Bank Accounts</b>			
1010 Bank of America-Checking	1,337,615.88	745,473.88	79.43%
1015 PTF- LGIP	411,112.06	410,346.24	0.19%
1020 LGIP-VOF	802,024.33	800,807.79	0.15%
1026 Fidelity Forfeiture Acct (401)	667.72	2,569.93	-74.02%
1030 Petty Cash Accounts- all offices	312.64	142.44	119.49%
1035 Business Reply Mail- WAR acct	116.26	15.79	636.29%
1036 Business Reply Mail-RMD acct	27.09	27.09	0.00%
<b>Total Bank Accounts</b>	<b>\$ 2,551,875.98</b>	<b>\$ 1,959,383.16</b>	<b>30.24%</b>
<b>Accounts Receivable</b>			
1110 Accounts Receivable (A/R)	673,940.10	1,313,277.29	-48.68%
<b>Total Accounts Receivable</b>	<b>\$ 673,940.10</b>	<b>\$ 1,313,277.29</b>	<b>-48.68%</b>
<b>Other current assets</b>			
1100 Due from Employees- Benefit Plans	(8,322.76)	1,746.36	-576.58%
1199 Employee Cash Advances	1,951.60	1,272.00	53.43%
1299 Undeposited Funds	3,450.00	1,500.00	130.00%
1310 Prepaid expenses	15,989.45	25,393.08	-37.03%
<b>Total Other current assets</b>	<b>\$ 13,068.29</b>	<b>\$ 29,911.44</b>	<b>-56.31%</b>
<b>Total Current Assets</b>	<b>\$ 3,238,884.37</b>	<b>\$ 3,302,571.89</b>	<b>-1.93%</b>
<b>Fixed Assets</b>			
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%
<b>Total Fixed Assets</b>	<b>\$ 5,132,962.58</b>	<b>\$ 5,069,998.80</b>	<b>1.24%</b>
<b>TOTAL ASSETS</b>	<b>\$ 8,371,846.95</b>	<b>\$ 8,372,570.69</b>	<b>-0.01%</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
2010 Accounts payable	111,687.82	86,961.13	28.43%
<b>Total Accounts Payable</b>	<b>\$ 111,687.82</b>	<b>\$ 86,961.13</b>	<b>28.43%</b>
<b>Credit Cards</b>			
2050 Credit card	(6,991.61)	1,287.45	-643.06%
<b>Total Credit Cards</b>	<b>\$ (6,991.61)</b>	<b>\$ 1,287.45</b>	<b>-643.06%</b>

<b>Other Current Liabilities</b>			
2025 Employee Reimbursements	(548.95)	0.00	
2100 Payroll Liabilities	1,750.77	(1,098.67)	259.35%
2410 Accrued payroll	0.00	52,235.00	-100.00%
<b>Total Other Current Liabilities</b>	<b>\$ 1,201.82</b>	<b>\$ 51,136.33</b>	<b>-97.65%</b>
<b>Total Current Liabilities</b>	<b>\$ 105,898.03</b>	<b>\$ 139,384.91</b>	<b>-24.02%</b>
<b>Long-Term Liabilities</b>			
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%
<b>Total Long-Term Liabilities</b>	<b>\$ 186,541.76</b>	<b>\$ 182,933.49</b>	<b>1.97%</b>
<b>Total Liabilities</b>	<b>\$ 292,439.79</b>	<b>\$ 322,318.40</b>	<b>-9.27%</b>
<b>Equity</b>			
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%
<b>Net Income</b>	<b>946,679.51</b>	<b>(213,202.39)</b>	<b>544.03%</b>
<b>Total Equity</b>	<b>\$ 8,079,407.16</b>	<b>\$ 8,050,252.29</b>	<b>0.36%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 8,371,846.95</b>	<b>\$ 8,372,570.69</b>	<b>-0.01%</b>

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>
<b>Conservation and Recreation, Department of</b>						
	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)
<b>Total for Conservation and Recreation, Department of</b>					<b>\$ 434,555.49</b>	<b>\$ 434,555.49</b>
<b>Natural Heritage, Division of</b>						
	02/03/2016	Invoice	3947	03/04/2016	30,991.27	30,991.27
<b>Total for Natural Heritage, Division of</b>					<b>\$ 30,991.27</b>	<b>\$ 30,991.27</b>
<b>donors.</b>					<b>\$ 465,546.76</b>	<b>\$ 465,546.76</b>
<b>VLCF</b>						
	04/01/2016	Invoice	4096	05/01/2016	250,000.00	250,000.00
<b>Total for VLCF</b>					<b>\$ 250,000.00</b>	<b>\$ 250,000.00</b>
<b>TOTAL</b>					<b>\$ 715,546.76</b>	<b>\$ 715,546.76</b>

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

**Virginia Outdoors Foundation**  
**General Operations (no PTF/Bull Run)**  
July 2015 - April 2016

	<b>Total</b>		
	<b>Jul 2015 - Apr 2016</b>	<b>Jul 2014 - Apr 2015</b>	<b>% Change</b>
<b>Income</b>			
4000 Program Specific Revenue	14,000.00	138,000.00	-89.86%
4100 Unrestricted Contributions & Grants	51,945.25	84,035.98	-38.19%
4110 General Fund Appropriations	1,752,750.00	1,752,750.00	0.00%
4120 Investment Earnings	1,650.23	181.22	810.62%
4130 Miscellaneous Income		121.57	-100.00%
4200 Recordation Fees	450,443.89	443,938.14	1.47%
4220 Cost Recoveries	39,290.42	27,911.91	40.77%
4230 LPC Transfer Fees			
4400 Benefit Collections from Employees	33,681.20	35,423.63	-4.92%
<b>Total Income</b>	<b>\$ 2,343,760.99</b>	<b>\$ 2,482,362.45</b>	<b>-5.58%</b>
<b>Gross Profit</b>	<b>\$ 2,343,760.99</b>	<b>\$ 2,482,362.45</b>	<b>-5.58%</b>
<b>Expenses</b>			
5100 Personal Services	1,977,880.74	1,997,382.94	-0.98%
5300 Professional Services	95,440.30	85,674.36	11.40%
5400 IT Goods and Services	203,774.90	191,460.68	6.43%
5500 General Services	41,558.99	35,420.84	17.33%
5520 Telephone	47,865.50	39,813.93	20.22%
5530 Insurance	6,234.00	6,471.00	-3.66%
5540 Office Costs	106,937.54	107,080.79	-0.13%
5550 Travel Expenses	14,051.69	20,053.30	-29.93%
5560 Training and Development	5,753.69	5,241.10	9.78%
5570 Outreach Events	13,819.35	16,412.79	-15.80%
5575 Fundraising/Development	2,580.39	180.35	1330.77%
5580 Miscellaneous	543.10		
5600 Supplies & Materials	16,635.16	15,131.28	9.94%
5700 OSLPTF		138,000.00	-100.00%
<b>Total Expenses</b>	<b>\$ 2,533,075.35</b>	<b>\$ 2,658,323.36</b>	<b>-4.71%</b>
<b>Net Operating Income</b>	<b>\$ (189,314.36)</b>	<b>\$ (175,960.91)</b>	<b>-7.59%</b>