

OPTIMIST INTERNATIONAL		COMPARISON BY DEPARTMENT			
2010-11 FISCAL YEAR BUDGET		2010-11 BUDGET AND 2009-10 ACTUAL			
STATEMENT OF ACTIVITIES SUMMARY					
LN/ DPT.	DESCRIPTION	2009-10 ACTUAL	2010-11 BUDGET		2011-12 BUDGET
NO.		#1	APPROVED	Adjustments	PROPOSED
12	REVENUES				
13	Dues	4,610,981	4,536,069	(99,720)	4,436,349
14	Processing Fees	133,522	140,000	0	140,000
15	Charter Fees	37,029	50,000	0	50,000
16	Life Membership Fees	78,498	94,000	0	94,000
17	Intl President Recognition Awards	301	0	0	0
18	Int'l Development Revenue	50	3,000	0	3,000
19	Income & Royalties from Supply Sales-net.	30,583	28,750	0	28,750
20	Royalties	69,506	64,000	0	64,000
21	International Convention	300,428	262,950	0	262,950
22	J.O.O.I. Clubs Income	158,042	164,535	0	164,535
23	J.O.O.I. Convention	29,460	32,750	0	32,750
24	Sponsor/Outside Grant Income	0	0	0	0
25	Grant Income from Foundations	661,345	207,740	0	207,740
26	Johns Hopkins Grant	0	0	0	0
27	Gain (Loss) on Currency Transactions	37,454	0	0	0
28	Gain (Loss) Sale of Assets	(2,152)	0	0	0
29	GST/QST Input Tax Rebate	96,963	90,000	(77,000)	13,000
30	Other Revenue Income	46,329	18,800	0	18,800
31	Youth Programs Foundation	940,292	889,449	0	889,449
32	TOTAL REVENUES	7,228,631	6,582,043	(176,720)	6,405,323
33					
34	EXPENSES				
35	Allocated Dues to Districts	53,387	70,000	0	70,000
36	Club Insurance Premiums	703,311	715,000	(30,000)	685,000
37	Growth and Club Services	652,841	851,909	(40,000)	811,909
38	Youth Clubs	205,374	199,346	0	199,346
39	Programs	778,694	322,618	0	322,618
40	International Development Program	3	1,200	0	1,200
41	International Convention	264,686	360,018	0	360,018
42	Communications	362,142	386,502	(30,000)	356,502
43	Meetings	166,682	177,059	0	177,059
44	Leadership Development	255,490	288,965	0	288,965
45	Canadian Office/Member Services	352,990	348,375	0	348,375
46	Building Maintenance	206,458	200,621	0	200,621
47	Fin.,Admin.,I/S,Facilities,Warehouse	787,008	771,513	0	771,513
48	Loss on Uncollectible Accounts	73,249	28,000	0	28,000
49	Interest Expense	44,217	46,000	0	46,000
50	Executive Office	377,122	368,792	0	368,792
51	Board and Officers	129,958	177,085	0	177,085
52	Committees	72,758	58,625	0	58,625
53	Capital Investments	127,669	50,000	0	50,000
54	Youth Programs Foundation	905,184	888,730	0	888,730
55	Pension Expense	(50,438)	0	0	0
56	TOTAL EXPENSES	6,468,785	6,310,358	(100,000)	6,210,358
57					
58	REVENUES OVER(-UNDER) EXPENSES:	759,846	271,685	(76,720)	194,965
58	<i>REQUIRED 4% DEFINED BUDGET REQUIREMENT</i>				
59	<i>AS DEFINED BY THE BOARD OF DIRECTORS</i>		<i>(190,003)</i>		<i>(186,014)</i>
60	REVENUES OVER(-UNDER) EXPENSES, NET	759,846	81,682		8,951

**OPTIMIST INTERNATIONAL
DUES ESTIMATE
FY 2010-2011**

	MEMBERSHIP 9/30/2010	MEMBERSHIP 5/31/2011	1ST QUARTER DUES	FINAL THREE QUARTERS DUES	TOTAL DUES	BUDGET DUES	DIF
Tier 1							
Reg	66,373	63,645	\$ 989,289.57	\$ 2,845,901.83	\$ 3,835,191.39	\$ 3,934,217.00	\$ (99,025.61)
College	1,930	1,564	\$ 10,856.25	\$ 26,392.50	\$ 37,248.75	\$ 61,526.00	\$ (24,277.25)
Life	15,174	14,537	\$ 98,631.00	\$ 283,471.50	\$ 382,102.50	\$ 397,951.00	\$ (15,848.50)
Spouse		47	\$ -	\$ 1,050.80	\$ 1,050.80	\$ -	\$ 1,050.80
Tier 2							
Reg	232	95	\$ 2,558.96	\$ 3,143.55	\$ 5,702.51	\$ 10,306.00	\$ (4,603.49)
College	-	-	\$ -	\$ -	\$ -	\$ -	\$ -
Life	-	-	\$ -	\$ -	\$ -	\$ -	\$ -
Tier 3							
Reg	2,458	1,801	\$ 19,049.50	\$ 41,873.25	\$ 60,922.75	\$ 76,852.00	\$ (15,929.25)
College	188	163	\$ 634.50	\$ 1,650.38	\$ 2,284.88	\$ 3,109.00	\$ (824.13)
Life	80	68	\$ 520.00	\$ 1,326.00	\$ 1,846.00	\$ 2,109.00	\$ (263.00)
Total	86,435	81,920	\$ 1,121,539.78	\$ 3,204,809.80	\$ 4,326,349.58	\$ 4,486,070.00	\$ (159,720.42)
Friends of Optimists							
			\$ -	\$ -	\$ 110,000.00	\$ 50,000.00	\$ 60,000.00
			\$ -	\$ -	\$ 4,436,349.58	\$ 4,536,070.00	\$ (99,720.42)

OPTIMIST INTERNATIONAL		COMPARISON BY DEPARTMENT				
2011-12 FISCAL YEAR DRAFT BUDGET		2011-12 DRAFT BUDGET COMPARED TO				
STATEMENT OF ACTIVITIES SUMMARY		2010-11 BUDGET AND 2009-10 ACTUAL				
LN/ DPT.	DESCRIPTION	2009-10 ACTUAL	2010-11 BUDGET	2011-12 BUDGET	2011-12 BUDGET	
NO.			PROPOSED	PRELIMINARY	Adjustments	
					FINAL	
12	REVENUES					
13	Dues	4,610,981	4,436,349	4,407,801	(85,000)	4,322,801
14	Processing Fees	133,522	140,000	140,000	0	140,000
15	Charter Fees	37,029	50,000	30,000	0	30,000
16	Life Membership Fees	78,498	94,000	94,000	0	94,000
17	Intl President Recognition Awards	301	0	0	0	0
18	Int'l Development Revenue	50	3,000	0	0	0
19	Income & Royalties from Supply Sales-net.	30,583	28,750	46,250	0	46,250
20	Royalties	69,506	64,000	71,000	0	71,000
21	International Convention	300,428	262,950	282,019	0	282,019
22	J.O.O.I. Clubs Income	158,042	164,535	165,500	0	165,500
23	J.O.O.I. Convention	29,460	32,750	31,500	0	31,500
24	Sponsor/Outside Grant Income	0	0	0	0	0
25	Grant Income from Foundations	661,345	207,740	225,602	0	225,602
26	Johns Hopkins Grant	0	0	0	0	0
27	Gain (Loss) on Currency Transactions	37,454	0	0	0	0
28	Gain (Loss) Sale of Asssets	(2,152)	0	0	0	0
29	GST/QST Input Tax Rebate	96,963	13,000	19,000	77,000	96,000
30	Other Revenue Income	46,329	18,800	18,550	0	18,550
31	Youth Programs Foundation	940,292	889,449	973,850	0	973,850
32	TOTAL REVENUES	7,228,631	6,405,323	6,505,072	(8,000)	6,497,072
33						
34	EXPENSES					
35	Allocated Dues to Districts	53,387	70,000	55,000	0	55,000
36	Club Insurance Premiums	703,311	685,000	685,000	0	685,000
37	Growth and Club Services	652,841	811,909	765,739	0	765,739
38	Youth Clubs	205,374	199,346	153,846	0	153,846
39	Programs	778,694	322,618	297,027	0	297,027
40	International Development Program	3	1,200	500	0	500
41	International Convention	264,686	360,018	331,829	0	331,829
42	Communications	362,142	356,502	368,436	0	368,436
43	Meetings	166,682	177,059	174,141	0	174,141
44	Leadership Development	255,490	288,965	323,570	0	323,570
45	Canadian Office/Member Services	352,990	348,375	417,374	0	417,374
46	Building Maintenance	206,458	200,621	184,189	0	184,189
47	Fin., Admin., I/S, Facilities, Warehouse	787,008	771,513	687,110	0	687,110
48	Loss on Uncollectible Accounts	73,249	28,000	35,000	0	35,000
49	Interest Expense	44,217	46,000	46,000	0	46,000
50	Executive Office	377,122	368,792	361,893	0	361,893
51	Board and Officers	129,958	177,085	152,820	0	152,820
52	Committees	72,758	58,625	62,040	0	62,040
53	Capital Investments	127,669	50,000	50,000	0	50,000
54	Youth Programs Foundation	905,184	888,730	959,283	0	959,283
55	Pension Expense	(50,438)	0	204,782	0	204,782
56	TOTAL EXPENSES	6,468,785	6,210,358	6,315,579	0	6,315,579
57						
58	REVENUES OVER(-UNDER) EXPENSES:	759,846	194,965	189,493	(8,000)	181,493
58	<i>REQUIRED 4% DEFINED BUDGET REQUIREMENT</i>					
59	<i>AS DEFINED BY THE BOARD OF DIRECTORS</i>		<i>(186,014)</i>	<i>(184,672)</i>		<i>(181,272)</i>
60	REVENUES OVER(-UNDER) EXPENSES, NET	759,846	8,951	4,821		221

**OPTIMIST INTERNATIONAL
DUES ESTIMATE
FY 2011-2012**

	ESTIMATE MEMBERSHIP 9/30/2011	BUDGETED MEMBERSHIP 9/30/2012 w/2% Decrease	BUDGET TOTAL DUES
Tier 1			
Reg	63,529	62,259	\$ 3,711,875.05
College	1,432	1,403	\$ 31,570.75
Life	14,187	13,904	\$ 361,496.48
Spouse	46	45	\$ 1,345.59
Tier 2	-		
Reg	93	91	\$ 4,025.42
College	-	-	
Life	-	-	
Tier 3			
Reg	1,765	1,730	\$ 53,620.09
College	160	157	\$ 2,113.36
Life	67	65	\$ 1,697.99
Total	81,279	79,654	\$ 4,167,744.72
Friends of Optimists			\$ 130,000.00
eOptimist			\$ 25,000.00
Total Dues			\$ 4,322,744.72
Original Budget			\$ 4,407,800.74
Proposed Reduction			<u><u>\$ 85,056.02</u></u>