

<b>Income</b>	<b>Jan-Dec 2015</b>	<b>Comments</b>	
<b>Ordinary Income</b>			
Conference Income	10,000	Based on Bucharest proposal, lower end of range	
Consultation Services	2,500	GSOC	
Non profit income	8,000	Donations: Based on 2014 final numbers	
Royalty income	600	Based on 2014	
Sponsorship	30,000	modest increase over last year's result. It is aggressive but doable	
<b>Other Income</b>			
Interest earned	600	Estimate based on previous years	
Other income sources	4,000	Symposia, other events	
<b>Total Income</b>	<b>55,700</b>		
<b>Expenses</b>			
<b>Ordinary Expenses</b>			
<b>Administrative expenses</b>			
Bank charges	2,000	Increase over last year's result	
Hosting/Domain expenses	600	Same as last year	
Intellectual property fees	4,000	projected for 10-year renewal of trademarks in Europe	
Legal & Professional fees	1,500	In line with last year's result	
Office Expenses	300	Not used in 2014, saving some for 2015	
Postage & Delivery	100	Same as last year	
Taxes and Licenses	10	Not used in 2014, saving some for 2015	
<b>Marketing expenses</b>			
Conference/Events	6,000	Booth Space	
Professional services	2,500	Shipping, Design	
Promotional Material	10,000	tshirt, stickers, cms garden ad, EuroPython, PyCon, Japan Plone Sym	
Travel	3,500	Plone Symposia	
<b>Product Development</b>			
Release Management	7,500		
Releaser Manager Travels	5,000		
<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>			
Strategic Summit support	7,500	matching donations by the community	
<b>Total Expenses</b>	<b>80,010</b>		
<b>Net Income</b>	<b>(24,310)</b>		