

Budget for Calendar Year 2012  
Jasig Inc.

	2011 Actual	2012 Budget	
	TOTAL	Baseline	Forecast
<b>Membership</b>			
Institutional	125,000	125,000	125,000
Partner/Strategic	10,000	10,000	10,000
Affiliate	500	500	500
In Kind	12,599	12,599	12,599
Misc Income	3	0	0
Contributions	10,000	0	0
<b><u>Total Membership Income</u></b>	<b><u>158,102</u></b>	<b><u>148,099</u></b>	<b><u>148,099</u></b>
<b>Annual Conference</b>			
Registration	49,350	345,495	345,495
Seminar	9,200	27,000	27,000
Sponsorship	6,350	30,000	30,000
Hotel Credit	7,793	22,200	22,200
Commission	0	0	0
Other	0	0	0
<b><u>Total Annual Conference Income</u></b>	<b><u>72,693</u></b>	<b><u>424,695</u></b>	<b><u>424,695</u></b>
<b>Unconference</b>			
Registration	0	0	0
Other	0	0	0
<b><u>Total Unconference Income</u></b>	<b><u>0</u></b>	<b><u>0</u></b>	<b><u>0</u></b>
<b>Other</b>			
Interest	449	449	449
<b><u>Total Other Income</u></b>	<b><u>449</u></b>	<b><u>449</u></b>	<b><u>449</u></b>
<b>Total Income</b>	<b><u>231,244</u></b>	<b><u>573,243</u></b>	<b><u>573,243</u></b>
<b>Staffing</b>			
Salaries	94,847	79,200	79,200
Payroll Fees	9,197	10,740	10,740
Travel and Meals	8,078	15,000	15,000
Misc. Other	461	500	500
Meetings and Conferences	1,778	2,000	2,000
<b><u>Total Staffing Expense</u></b>	<b><u>114,361</u></b>	<b><u>107,440</u></b>	<b><u>107,440</u></b>
<b>Infrastructure and Services</b>			
Contegix	12,599	12,599	12,599
Amazon Web Services	2,161	2,600	2,500

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Web Chuck Web	4,110	1,500	1,500
Calliflower	200	200	200
Slide Share	0	380	380
37Signals	288	288	288
<b><u>Total I&amp;S Expense</u></b>	<b><u>19,358</u></b>	<b><u>17,567</u></b>	<b><u>17,467</u></b>
<b>Professional Services</b>			
Insurance	804	1,250	1,250
Fees (Licensing, Bank, Credit Card)	1,046	1,100	1,500
Legal and Accounting	1,300	1,300	1,300
Marketing	3,638	3,638	3,638
Technical	8,000	0	0
Concentra Accounting and Administration	8,965	9,600	9,600
<b><u>Total Professional Services</u></b>	<b><u>23,753</u></b>	<b><u>16,888</u></b>	<b><u>17,288</u></b>
<b>Annual Conference</b>			
A/V Equipment	12,326	70,000	70,000
Power Drops, cords, power stips	944	2,500	2,500
Credit Card Fees	2,261	16,704	16,704
Food and Beverage	23,188	273,563	273,563
(Concentra) Conference Consulting	19,028	17,679	17,679
Professional Services		52,930	52,930
Misc. Other	6,012	38,838	38,838
<b><u>Total Annual Conf. Expense</u></b>	<b><u>63,758</u></b>	<b><u>472,214</u></b>	<b><u>472,214</u></b>
<b>Annual UnConference</b>			
A/V Equipment	0		
Power Drops, cords, power stips	0		
Credit Card Fees	0		
Food and Beverage	0		
Professional Services	0		
(Concentra) Conference Consulting	500		
<b><u>Total UnConference Expense</u></b>	<b><u>500</u></b>	<b><u>0</u></b>	<b><u>0</u></b>
<b>Total Expenses</b>	<b><u>221,730</u></b>	<b><u>614,109</u></b>	<b><u>614,409</u></b>
<b>Net Income</b>	<b><u>9,515</u></b>	<b><u>(40,866)</u></b>	<b><u>(41,166)</u></b>
<b>Balance</b>	<b><u>231,456</u></b>	<b><u>190,590</u></b>	<b><u>190,290</u></b>

Budget for Calendar Year 2012  
Jasig Inc.

	2011 Actual			2012 Budget			2012 Actuals												Notes
	TOTAL	Baseline	Forecast	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL			
<b>Membership</b>																			
Institutional	125,000	125,000	125,000	27,000	23,000	24,000										74,000	Expecting no change in membership. Adjusted JAN/FEB based on error in FEB membership report. (\$14k jan and \$3k feb for 2011 dues paid in 2012)		
Partner/Strategic	10,000	10,000	10,000	10,000	0	0										10,000	Unicon		
Affiliate	500	500	500	0	0	0										0	Girasole		
In Kind	12,599	12,599	12,599	1,050	1,050	1,050										3,150	In kind services such as Contegix.		
Misc Income	3	0	0	0	0	0										0			
Contributions	10,000	0	0	0	0	0										0	Paypal Donations, etc., no expectations here. Last year, Yale directed funds to uMobile		
<b>Total Membership Income</b>	<b>158,102</b>	<b>148,099</b>	<b>148,099</b>	<b>38,050</b>	<b>24,050</b>	<b>25,050</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>87,150</b>			
<b>Annual Conference</b>																			
Registration	49,350	345,495	345,495	0	0	0											0		
Seminar	9,200	27,000	27,000	0	0	0											0		
Sponsorship	6,350	30,000	30,000	0	0	0											0		
Hotel Credit	7,793	22,200	22,200	0	0	0											0		
Commission	0	0	0	0	0	0											0		
Other	0	0	0	0	0	0											0		
<b>Total Annual Conference Income</b>	<b>72,693</b>	<b>424,695</b>	<b>424,695</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		
<b>Unconference</b>																			
Registration	0	0	0	0	0	0											0	no registration fee last year	
Other	0	0	0	0	0	0											0		
<b>Total Unconference Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		
<b>Other</b>																			
Interest	449	449	449	29	26	28											83		
<b>Total Other Income</b>	<b>449</b>	<b>449</b>	<b>449</b>	<b>29</b>	<b>26</b>	<b>28</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>83</b>		
<b>Total Income</b>	<b>231,244</b>	<b>573,243</b>	<b>573,243</b>	<b>38,079</b>	<b>24,076</b>	<b>25,078</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>87,233</b>		
<b>Staffing</b>																			
Salaries	94,847	79,200	79,200	6,600	6,600	6,600											19,800		
Payroll Fees	9,197	10,740	10,740	895	814	814											2,523		
Travel and Meals	8,078	15,000	15,000	0	375	131											506	Payments for key individuals to attend conferences and other marketing events. \$375=Patty attending League of Innovation	
Misc. Other	461	500	500	0	0	41											41	gifts, gratuities, postage, supplies, etc.	
Meetings and Conferences	1,778	2,000	2,000	0	0	1,176											1,176	robert sherratt's trip to ESUP	
<b>Total Staffing Expense</b>	<b>114,361</b>	<b>107,440</b>	<b>107,440</b>	<b>7,495</b>	<b>7,789</b>	<b>8,763</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>24,047</b>		
<b>Infrastructure and Services</b>																			

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EXPENSES	Contegix	12,599	12,599	12,599	1,050	1,050	1,050	1,050										4,200	
	Amazon Web Services	2,161	2,600	2,500	78	90	79	33										280	
	Web Chuck Web	4,110	1,500	1,500	125	125	125											375	
	Calliflower	200	200	200	0	0	0											0	
	Slide Share	0	380	380	380	0	0											380	
	37Signals	288	288	288	24	24	24											72	
	<b>Total I&amp;S Expense</b>	<b>19,358</b>	<b>17,567</b>	<b>17,467</b>	<b>1,657</b>	<b>1,289</b>	<b>1,278</b>	<b>1,083</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5,307</b>
	<b>Professional Services</b>																		
	Insurance	804	1,250	1,250	21	21	21												63
	Fees (Licensing, Bank, Credit Card)	1,046	1,100	1,500	0	50	393												443
	Legal and Accounting	1,300	1,300	1,300	0	0	600												600
	Marketing	3,638	3,638	3,638	0	0	0												0
	Technical	8,000	0	0	0	0	0												0
	Concentra Accounting and Administration	8,965	9,600	9,600	800	800	800	800											3,200
	<b>Total Professional Services</b>	<b>23,753</b>	<b>16,888</b>	<b>17,288</b>	<b>821</b>	<b>871</b>	<b>1,814</b>	<b>800</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,306</b>
<b>Annual Conference</b>																			
A/V Equipment	12,326	70,000	70,000	0	0	0												0	
Power Drops, cords, power stips	944	2,500	2,500	0	0	0												0	
Credit Card Fees	2,261	16,704	16,704	0	0	0												0	
Food and Beverage	23,188	273,563	273,563	0	0	0												0	
(Concentra) Conference Consulting	19,028	17,679	17,679	1,473	1,473	1,473												4,420	
Professional Services		52,930	52,930	0	0	0												0	
Misc. Other	6,012	38,838	38,838	0	0	0												0	
<b>Total Annual Conf. Expense</b>	<b>63,758</b>	<b>472,214</b>	<b>472,214</b>	<b>1,473</b>	<b>1,473</b>	<b>1,473</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,420</b>	
<b>Annual UnConference</b>																			
A/V Equipment	0			0	0	0												0	
Power Drops, cords, power stips	0			0	0	0												0	
Credit Card Fees	0			0	0	0												0	
Food and Beverage	0			0	0	0												0	
Professional Services	0			0	0	0												0	
(Concentra) Conference Consulting	500			0	0	0												0	
<b>Total UnConference Expense</b>	<b>500</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>Total Expenses</b>	<b>221,730</b>	<b>614,109</b>	<b>614,409</b>	<b>11,446</b>	<b>11,422</b>	<b>13,328</b>	<b>1,883</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>38,079</b>	
<b>Net Income</b>	<b>9,515</b>	<b>(40,866)</b>	<b>(41,166)</b>	<b>26,633</b>	<b>12,654</b>	<b>11,750</b>	<b>(1,883)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>49,154</b>	
<b>Balance</b>	<b>231,456</b>	<b>190,590</b>	<b>190,290</b>															<b>280,610</b>	

This is the projected profit/loss for the budget year.

**Sakai Foundation**  
**Budget - FOR APPROVAL**  
**January through December 2012**

Excludes OAE, Zero Conference Contingency

	<b>Jan - Dec 12</b>
<b>OPERATING Budget</b>	
<b>Revenue</b>	
<b>Unrestricted Revenue</b>	
Memberships Revenue Recognized	693,888.00
Membership Write-off	-10,000.00
Membership Cancelations	-10,000.00
Royalty Income	1,000.00
<b>Total Unrestricted Revenue</b>	674,888.00
<b>Total Restricted Revenue</b>	0.00
<b>Total Revenue</b>	674,888.00
<b>Expense</b>	
OAE Labor - Sponsored	72,000.00
<b>Labor Expenses</b>	
ED Compensation	150,000.00
CLE Coordination	36,000.00
Website Content Management, Communications :	40,000.00
Website Architectural Development	10,000.00
Administrative and Legal Contengency (Legal & A	10,000.00
Administration Compensation	50,000.00
<b>Total Labor Expenses</b>	296,000.00
Educause Community Source Reception	2,000.00
<b>Total Facility &amp; Equipment</b>	27,570.00
<b>Total Travel/Host</b>	134,200.00
<b>Total Continued Ed. &amp; Resources</b>	2,945.00
<b>Total Office/General Expenses</b>	18,023.00
<b>Total Expense</b>	552,738.00
<b>Net Operating Surplus</b>	122,150.00
<b>Other Revenue/(Expense)</b>	
Interest Income	1,200.00
Conference 2012	0.00
<b>Total Other Revenue (Expense)</b>	1,200.00
<b>Net Surplus (Deficit) excluding OAE</b>	123,350.00

**Sakai Foundation**  
**Cash Flow Projection - FOR APPROVAL**  
**January through December 2012**

	<b>Jan 12</b>	<b>Feb 12</b>	<b>Mar 12</b>	<b>Apr 12</b>	<b>May 12</b>	<b>Jun 12</b>	<b>Jul 12</b>	<b>Aug 12</b>	<b>Sep 12</b>	<b>Oct 12</b>	<b>Nov 12</b>	<b>Dec 12</b>	<b>TOTAL Jan - Dec 12</b>
<b>Beginning Cash Balance</b>	81,550.90	89,856.70	193,333.66	172,600.15	204,660.45	216,070.74	217,531.03	221,471.33	239,016.24	213,724.15	203,422.07	156,369.98	81,550.90
<b>Projected Deposits</b> (Based on payment 90 days of invoice date)													
<b>Projected Invoiced memberships</b>	80,000.00	60,000.00	50,000.00	55,000.00	65,000.00	20,000.00	40,000.00	1,000.00	15,000.00	30,000.00	199,000.00	0.00	615,000.00
<b>Total Projected Deposits</b>	<b>57,888.80</b>	<b>144,000.00</b>	<b>27,206.20</b>	<b>80,000.00</b>	<b>60,000.00</b>	<b>50,000.00</b>	<b>55,000.00</b>	<b>65,000.00</b>	<b>20,000.00</b>	<b>40,000.00</b>	<b>1,000.00</b>	<b>15,000.00</b>	<b>615,095.00</b>
<b>Total Restricted Revenue</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Payments:</b>													
OAE Labor - Sponsored	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	72,000.00
Sakai Labor Expense	19,060.00	19,500.00	24,500.00	24,500.00	26,150.00	24,500.00	24,500.00	24,500.00	24,500.00	27,800.00	27,800.00	27,800.00	295,110.00
Conference Support/Sponsor	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	0.00	0.00	2,000.00
Facility & Equipment	5,326.63	1,826.67	1,826.67	1,826.67	1,826.67	1,826.67	1,826.67	3,226.67	1,826.67	1,826.67	2,576.67	1,826.67	27,570.00
Travel/Host	9,850.00	9,850.00	12,266.67	11,266.67	11,266.67	12,266.67	11,266.67	11,266.67	11,266.67	11,266.67	11,266.67	11,266.67	134,366.67
Continued Ed. & Resources	78.75	78.75	78.75	78.75	78.75	78.75	1,078.75	78.75	1,078.75	78.75	78.75	78.75	2,945.00
Office/General Expenses	6,330.00	330.00	330.00	1,330.00	330.00	930.00	3,450.00	2,383.00	620.00	1,330.00	330.00	330.00	18,023.00
<b>Total Payments</b>	<b>46,645.38</b>	<b>37,585.42</b>	<b>45,002.09</b>	<b>45,002.09</b>	<b>45,652.09</b>	<b>45,602.09</b>	<b>48,122.09</b>	<b>47,455.09</b>	<b>45,292.09</b>	<b>50,302.09</b>	<b>48,052.09</b>	<b>47,302.09</b>	<b>552,014.67</b>
<b>Cash Balance After Operations</b>	<b>92,794.32</b>	<b>196,271.28</b>	<b>175,537.77</b>	<b>207,598.07</b>	<b>219,008.36</b>	<b>220,468.65</b>	<b>224,408.95</b>	<b>239,016.24</b>	<b>213,724.15</b>	<b>203,422.07</b>	<b>156,369.98</b>	<b>124,067.89</b>	<b>144,631.23</b>
<b>Other Payments</b>													
<b>Loan from (to) OAE</b>													
<b>Conference 2012</b>	-2,937.62	-2,937.62	-2,937.62	-2,937.62	-2,937.62	-2,937.62	-2,937.62	-2,937.62					-20,563.34
<b>Total Other Payments</b>	<b>-2,937.62</b>	<b>-2,937.62</b>	<b>-2,937.62</b>	<b>-2,937.62</b>	<b>-2,937.62</b>	<b>-2,937.62</b>	<b>-2,937.62</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-20,563.34</b>
<b>NET CASH surplus (deficit)</b>													
<b>Excluding OAE</b>	<b>89,856.70</b>	<b>193,333.66</b>	<b>172,600.15</b>	<b>204,660.45</b>	<b>216,070.74</b>	<b>217,531.03</b>	<b>221,471.33</b>	<b>239,016.24</b>	<b>213,724.15</b>	<b>203,422.07</b>	<b>156,369.98</b>	<b>124,067.89</b>	<b>124,067.89</b>