

The FreeBSD Foundation

PROFIT AND LOSS

January - September, 2020

| | TOTAL |
|--|---------------------|
| Income | |
| Contributions | |
| 4030 Contributions Income | |
| 4060 Unrestricted | 527,442.64 |
| Total 4030 Contributions Income | 527,442.64 |
| Total Contributions | 527,442.64 |
| Total Income | \$527,442.64 |
| GROSS PROFIT | 527,442.64 |
| Expenses | |
| 6600 Fundraising Expenses | 65.42 |
| 6610 Fundraising fees | 785.63 |
| Total 6600 Fundraising Expenses | 851.05 |
| Advocacy/Education | |
| 5065 Lodging & Transportation | 13,026.78 |
| 5066 Meals & entertainment | 718.65 |
| 5170 Conference Sponsorship | 15,598.62 |
| 5175 Conference registration | 425.20 |
| 5250 Advocacy | 6,853.84 |
| 5251 Public relations | 9,000.00 |
| Total Advocacy/Education | 45,623.09 |
| Contracted services | |
| 6230 Accounting | 10,461.83 |
| 6245 Legal fees | 12,159.32 |
| 6688 Website Support | 44,965.50 |
| Total Contracted services | 67,586.65 |
| Direct program expenses | |
| 5270 FreeBSD Journal | 38,000.00 |
| 6116 Membership fees | 4,000.00 |
| 6252 Contractors - short term | 60,843.06 |
| Total Direct program expenses | 102,843.06 |
| FreeBSD Infrastructure | |
| 5110 Hardware (To Be Capitalized YE) | 10,720.00 |
| 5145 Equipment purchases - not to be capitalized | 2,823.25 |
| 5150 Software | 10,080.00 |
| 5220 Infrastructure hosting fee | 560.39 |
| 5230 URL & Communications | 73.50 |
| Total FreeBSD Infrastructure | 24,257.14 |
| Insurance | |
| 6310 Liability Insurance | 4,515.50 |
| Total Insurance | 4,515.50 |

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| Office expenses | |
| 6020 General Office Expenses | 1,415.56 |
| 6070 Bank Service Charges | 2,878.28 |
| 6075 Work management tools | 2,232.00 |
| 6090 Telephone and Conference Calls | 223.31 |
| 6100 Postage and Delivery | 285.26 |
| 6110 Office Supplies | 306.67 |
| 6115 Office Administration | 1,526.57 |
| 6117 Rent | 2,741.56 |
| Total Office expenses | 11,609.21 |
| Personnel expenses | |
| 6211 Salaries | 255,054.73 |
| 6212 Payroll taxes | 16,540.62 |
| 6213 Health insurance | 14,835.02 |
| 6215 Payroll expense | 18,438.15 |
| 6250 Contractors - long term | 112,127.02 |
| Total Personnel expenses | 416,995.54 |
| Unapplied Cash Bill Payment Expense | 4,250.00 |
| Total Expenses | \$678,531.24 |
| NET OPERATING INCOME | \$ -151,088.60 |
| Other Income | |
| Investment income | |
| 7100 Fidelity Unrealized Gains/Loss | 91,210.20 |
| 7400 Dividend Income | 42,194.81 |
| 7402 Short-Term Capital Gain | -12,998.80 |
| 7403 Long-term Capital Gains | 17,811.40 |
| 7600 Interest Income | 7,483.50 |
| Total Investment income | 145,701.11 |
| Total Other Income | \$145,701.11 |
| Other Expenses | |
| 77000 Exchange Gain or Loss | 28.52 |
| Total Other Expenses | \$28.52 |
| NET OTHER INCOME | \$145,672.59 |
| NET INCOME | \$ -5,416.01 |