

Note: Dark blue = existing income Yellow = new income Pale blue = combination of new + existing	Mautic 12 Month Budget												Total
	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	
CASH INCOMES	1	2	3	4	5	6	7	8	9	10	11	12	TOTAL
Members (Individual)	\$100.00	\$200.00	\$400.00	\$166.18	\$150.00	\$200.00	\$300.00	\$1,000.00	\$250.00	\$300.00	\$610.00	\$760.00	\$4,436.18
Members (Community)	\$900.00 [1]	\$950.00 [2]	\$1,200.00	\$1,200.00 [3]	\$3,600.00 [4]	\$2,400.00 [5]	\$1,200.00	\$1,200.00		\$1,200.00 [6]	\$3,600.00 [7]	\$1,200.00 [8]	\$18,650.00
Members (Bronze)				\$5,000.00 [9]			\$5,000.00	\$5,000.00 [10]		\$5,000.00			\$20,000.00
Members (Silver)					\$10,000.00						\$10,000.00		\$20,000.00
Members (Gold)		\$30,000.00 [11]										\$15,000.00 [12]	\$45,000.00
Members (Platinum)													\$0.00
Members (Diamond)													\$0.00
Monthly sponsors	\$800.00	\$800.00	\$800.00	\$900.00 [13]	\$900.00	\$900.00	\$1,000.00 [14]	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$11,100.00
One-time sponsors													\$0.00
Event sponsors		\$15,000.00 [15]	\$5,000.00	\$5,000.00		\$1,500.00 [16]		\$5,000.00	\$5,000.00				\$36,500.00
Event tickets												\$5,000.00	\$5,000.00
Trials							\$70.51					\$333.60	\$404.11
Extended long term support	[17]	\$3,000.00				[18]							\$3,000.00
Certification programme	\$0.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$2,750.00
Grants						\$2,000.00 [19]							\$2,000.00
Misc		\$40,000.00 [20]											\$40,000.00
Refunds													\$0.00
Total Incomes	\$1,800.00	\$90,200.00	\$7,650.00	\$12,516.18	\$14,900.00	\$5,250.00	\$7,820.51	\$13,450.00	\$6,500.00	\$7,750.00	\$20,460.00	\$18,543.60	\$208,840.29
Quarterly calcs			\$99,650.00			\$32,666.18			\$27,770.51			\$46,753.60	
CASH OUTGOINGS													
Employment Project Lead	\$36,768.99 [2]	\$6,668.00	\$6,668.00	\$6,668.00	\$6,668.00	\$6,668.00	\$6,668.00	\$6,668.00	\$6,668.00	\$6,668.00	\$6,668.00	\$6,668.00	\$110,116.99 [1]
Freelancers developer & marketing	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$9,000.00
Professional Development	\$500.00												\$500.00
EA support	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$3,360.00
Payment Processor fees	\$18.00	\$902.00	\$76.50	\$125.16	\$149.00	\$52.50	\$78.21	\$134.50	\$65.00	\$77.50	\$204.60	\$185.44	\$2,068.40
Open Collective host fees	\$180.00	\$9,020.00	\$765.00	\$1,251.62	\$1,490.00	\$525.00	\$782.05	\$1,345.00	\$650.00	\$775.00	\$2,046.00	\$1,854.36	\$20,684.03
Infrastructure	\$400.00	\$400.00	\$400.00	\$400.00	\$1,400.00 [23]	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$5,800.00
Domains	\$115.00		\$72.00	\$98.00	\$78.00						\$17.00	\$252.00	\$69.00
Affiliate payouts													\$0.00
Ambassador program													\$0.00
Supporting dependencies													\$0.00
Bounties													\$0.00
Legal fees													\$0.00
Brand & Trademark													\$0.00
Travel & Expenditure									\$1,000.00 [24]				\$1,000.00

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Administration				\$306.68									\$306.68
Marketing													\$0.00
Contributor swag													\$0.00
Events							\$1,500.00 [25]			\$10,000.00 [26]	\$10,000.00		\$21,500.00
Outreachy													\$0.00
Total Outgoings	\$39,011.99	\$18,020.00	\$9,011.50	\$9,879.46	\$10,815.00	\$8,675.50	\$10,458.26	\$9,577.50	\$9,813.00	\$18,967.50	\$20,600.60	\$10,206.80	\$175,037.10
Quarterly calcs			\$66,043.49			\$29,369.96			\$29,848.76			\$49,774.90	
NET CASH FLOW	-\$37,211.99	\$72,180.00	-\$1,361.50	\$2,636.72	\$4,085.00	-\$3,425.50	-\$2,637.75	\$3,872.50	-\$3,313.00	-\$11,217.50	-\$140.60	\$8,336.80	\$33,803.19
Opening balance	\$16,605.18	-\$20,606.81	\$51,573.19	\$50,211.69	\$52,848.41	\$56,933.41	\$53,507.91	\$50,870.16	\$54,742.66	\$51,429.66	\$40,212.16	\$40,071.56	
Closing balance	-\$20,606.81	\$51,573.19	\$50,211.69	\$52,848.41	\$56,933.41	\$53,507.91	\$50,870.16	\$54,742.66	\$51,429.66	\$40,212.16	\$40,071.56	\$48,408.37	

[1] Droptica

[2] Hostnet

[3] Dogbyte marketing

[4] GE Mission
Fire Multimedia
Data Innovation

[5] Friendly
Higher Education Marketing

[6] Permanent.de

[7] Axelerant

[8] Eyedro

[9] Drupal Association

[10] Acquia

[11] Dropsolid
Webmecanik (delayed payment, invoice from 2025)

[12] Webmecanik

[13] Planned increase by 1 monthly sponsor at \$100/mo

[14] Planned increase by 1 monthly sponsor at \$100/mo

[15] Existing sponsors early sign up from last year's event - all indicated willingness to commit.

[16] Sprint sponsorship to cover expenses

[17] Existing ELTS customers + one in the wings who already enquired.

[18] Mautic 5 ELTS launches

[19] GitHub Secure Open Source Fund

[20] Minimum income goal for fundraiser

[21] Includes 3x invoices from previous year to be paid, plus January.

[22] This is technically covering 14 months worth due to the two overdue invoices to be paid in January, in addition to the January invoice. It represents a reduction from ~\$123k based on employed rates.

[23] HeyOrca renewal

[24] Mauticon - Barsha

[25] Community sprint

[26] Mauticon