

The Herb Society of America, Inc. Operating Profit & Loss Prev Year Comparison April 2011 through March 2015

								Apr '11 - Mar 12	Apr '12 - Mar 13	Apr '13 - Mar 14	Apr '14 - Mar 15	Average
							Subscriptions	0.00	0.00	262.50	0.00	65.63
							Issue Sales	618.00	814.50	306.00	454.00	548.13
							Total 3320 · Publications	4,643.00	5,094.50	7,600.50	5,036.50	5,593.63
							3330 · Information					
							Friends of the HSA Library	1,479.05	55.00	15.00	15.00	391.01
							Library Fees	0.00	2.80	0.00	0.00	0.70
							Total 3330 · Information	1,479.05	57.80	15.00	15.00	391.71
							3340 · Seed Exchange	0.00	0.00	37.50	32.00	17.38
							Total 3300 · HSA Programs	122,835.97	110,620.35	115,745.73	103,868.16	113,267.55
							3500 · Operations					
							3506 · Insurance Assessments	1,320.00	1,320.00	1,200.00	1,186.64	1,256.66
							Total 3500 · Operations	1,320.00	1,320.00	1,200.00	1,186.64	1,256.66
							Total Income	288,025.97	325,495.21	302,442.94	303,363.75	304,831.97
							Gross Profit	288,025.97	325,495.21	302,442.94	303,363.75	304,831.97
							Expense					
							6560 · Payroll Expenses	0.00	0.00	0.00	0.00	0.00
							5100 · Executive					
							5115 · Board EdCon Expenses	0.00	0.00	181.67	0.00	45.42
							5110 · Board Meetings	917.85	2,286.70	1,520.86	3,879.27	2,151.17
							5120 · Officers					
							5125 · Pres and VPres Travel	0.00	2,992.67	3,298.94	4,098.91	2,597.63
							5121 · President	1,372.48	600.63	729.33	275.00	744.36
							5122 · Vice President	2,454.35	866.06	1,036.75	946.23	1,325.85
							5123 · Treasurer	693.29	1,207.25	1,037.86	840.73	944.78
							5124 · Secretary	1,305.88	542.25	1,144.29	1,779.15	1,192.89
							Total 5120 · Officers	5,826.00	6,208.86	7,247.17	7,940.02	6,805.51

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								Apr '11 - Mar 12	Apr '12 - Mar 13	Apr '13 - Mar 14	Apr '14 - Mar 15	Average
					Travel			2,152.69	288.03	1,502.50	2,428.98	1,593.05
					Total 5210 · Personnel			133,425.85	140,570.17	169,376.74	162,891.85	151,566.15
					5220 · Professional Fees							
					Legal Services			2,302.95	0.00	87.00	0.00	597.49
					Accounting			400.00	400.00	420.00	506.25	431.56
					Audit/Review Fees			4,000.00	8,500.00	11,200.00	4,200.00	6,975.00
					Computer Consultant			3,060.75	2,329.25	1,388.58	1,289.75	2,017.08
					Total 5220 · Professional Fees			9,763.70	11,229.25	13,095.58	5,996.00	10,021.13
					5230 · Office Expenses							
					Equipment Lease			3,801.48	492.84	160.29	149.50	1,151.03
					Equipment Maintenance			499.00	54.70	0.00	0.00	138.43
					Postage & Delivery			5,046.37	4,334.05	4,708.55	5,003.13	4,773.03
					Printing & Copying			581.71	448.95	1,202.35	278.84	627.96
					Supplies			3,796.73	6,210.96	4,509.55	4,751.60	4,817.21
					Telecommunications			4,041.25	4,007.91	3,906.11	3,013.55	3,742.21
					Total 5230 · Office Expenses			17,766.54	15,549.41	14,486.85	13,196.62	15,249.86
					5240 · Occupancy							
					Garden Maintenance			525.00	2,572.09	4,775.58	6,443.15	3,578.96
					Electricity			3,407.42	4,015.24	4,549.42	3,937.89	3,977.49
					Heating			1,175.98	1,055.26	1,130.79	1,062.27	1,106.08
					Building Maintenance			1,807.86	2,151.65	2,464.11	3,230.49	2,413.53
					Building Repairs			1,108.26	597.82	1,257.75	567.57	882.85
					Security			323.28	323.28	323.64	332.64	325.71
					Cleaning			325.00	576.34	1,241.21	1,290.00	858.14
					Grounds Maintenance			5,264.00	3,668.03	5,163.66	5,007.38	4,775.77
					Insurance			3,646.00	3,796.00	3,988.00	4,246.00	3,919.00
					Total 5240 · Occupancy			17,582.80	18,755.71	24,894.16	26,117.39	21,837.52
					5250 · Other Expenses							

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								Apr '11 - Mar 12	Apr '12 - Mar 13	Apr '13 - Mar 14	Apr '14 - Mar 15	Average
							PayPal Fee	1,838.98	594.88	1,968.73	2,142.11	1,636.18
							Bank Service Charges	842.88	574.50	654.60	598.60	667.65
							Credit Card Fees	2,764.65	1,575.53	2,142.09	2,320.48	2,200.69
							Interest Expense	0.00	0.00	0.00	0.00	0.00
							Depreciation	18,818.08	20,152.44	21,732.07	23,695.66	21,099.56
							Other	332.04	277.71	252.04	327.48	297.32
							Total 5250 · Other Expenses	24,596.63	23,175.06	26,749.53	29,084.33	25,901.39
							Total 5200 · National Operations	203,135.52	209,279.60	248,602.86	237,286.19	224,576.04
							5300 · District Operations					
							5310 · Central District					
							Travel (C)	67.75	338.06	252.55	833.18	372.89
							Newsletter (C)	0.00	326.03	129.99	241.13	174.29
							Office (C)	0.00	8.28	44.64	29.40	20.58
							Total 5310 · Central District	67.75	672.37	427.18	1,103.71	567.75
							5320 · Great Lakes District					
							Travel (GL)	36.25	206.00	155.26	191.25	147.19
							Newsletter (GL)	826.68	744.58	558.26	333.66	615.80
							Office (GL)	0.00	42.78	46.00	49.00	34.45
							Total 5320 · Great Lakes District	862.93	993.36	759.52	573.91	797.43
							5330 · Mid Atlantic District					
							Travel (MA)	0.00	718.71	739.30	671.10	532.28
							Newsletter (MA)	108.90	505.69	303.34	723.92	410.46
							Office (MA)	0.00	38.50	41.44	94.47	43.60
							Total 5330 · Mid Atlantic District	108.90	1,262.90	1,084.08	1,489.49	986.34
							5340 · Northeast District					
							Newsletter (NE)	0.00	102.30	246.38	438.44	196.78
							Office (NE)	264.54	0.00	9.20	9.80	70.89
							Total 5340 · Northeast District	264.54	102.30	255.58	448.24	267.67

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								Apr '11 - Mar 12	Apr '12 - Mar 13	Apr '13 - Mar 14	Apr '14 - Mar 15	Average
							Garden Gallery	1,822.22	7,466.05	11,139.73	8,287.35	7,178.84
							Appeals	3,027.72	3,057.20	2,601.97	2,746.07	2,858.24
							Development Consultant	0.00	5,000.00	0.00	0.00	1,250.00
							Total 5500 · Fundraising & Dev't	4,849.94	18,709.82	20,612.50	20,007.32	16,044.90
							5600 · Programs					
							5610 · Education					
							5611 · National Conference					
							Facility	6,136.28	5,241.16	4,946.58	6,825.67	5,787.42
							Food	45,301.26	55,862.14	24,920.47	37,924.30	41,002.04
							Tours	10,892.07	10,551.38	13,128.20	18,922.15	13,373.45
							Transportation	0.00	1,847.61	0.00	1,848.10	923.93
							Honoraria	11,842.20	4,569.54	7,212.15	9,499.15	8,280.76
							Staff					
							Staff Payroll	5,647.13	4,825.50	2,277.63	0.00	3,187.57
							Staff - Other	1,014.03	1,735.24	2,094.53	4,570.03	2,353.46
							Total Staff	6,661.16	6,560.74	4,372.16	4,570.03	5,541.02
							Pre-Conference Planning	451.06	857.80	614.90	1,627.19	887.74
							Printing & Mailing	0.00	1,228.31	2,954.29	0.00	1,045.65
							Shipping	0.00	678.06	449.26	1,627.31	688.66
							Promotional Materials	642.66	360.12	1,677.62	2,601.15	1,320.39
							Other Conference Expense	1,123.39	2,214.80	1,012.72	6,381.81	2,683.18
							Total 5611 · National Conference	83,050.08	89,971.66	61,288.35	91,826.86	81,534.24
							5612 · District Gatherings					
							Central Gathering	1,216.03	2,400.92	1,199.15	1,919.73	1,683.96
							Great Lakes Gathering	337.50	2,460.23	2,477.06	2,757.47	2,008.07
							Mid Atlantic Gathering	3,763.78	7,153.89	7,463.03	7,480.19	6,465.22
							Northeast Gathering	1,621.98	2,133.78	4,868.33	5,643.61	3,566.93
							South Central Gathering	552.76	0.00	3,576.82	6,919.67	2,762.31
							Southeast Gathering	4,621.59	3,597.36	508.82	587.43	2,328.80
							West Gathering	2,355.49	0.00	0.00	0.00	588.87

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							Total 5612 · District Gatherings	14,469.13	17,746.18	20,093.21	25,308.10	19,404.16
							5615 · Educational Program Development	3,562.31	2,347.02	502.08	342.76	1,688.54
							5616 · Grants					
							Samull Grant	0.00	0.00	1,530.05	1,287.44	704.37
							Grant for Educators	4,399.75	4,335.00	3,230.00	4,686.00	4,162.69
							Research Grants	0.00	0.00	5,499.40	6,000.00	2,874.85
							5616 · Grants - Other	1,460.00	3,500.00	0.00	0.00	1,240.00
							Total 5616 · Grants	5,859.75	7,835.00	10,259.45	11,973.44	8,981.91
							Total 5610 · Education	106,941.27	117,899.86	92,143.09	129,451.16	111,608.85
							5620 · Publications					
							5629 · Independent Contractor	0.00	625.00	0.00	0.00	156.25
							5621 · Newsletters	119.88	89.91	353.60	1,992.74	639.03
							5622 · Herbarist	18,729.67	17,765.83	15,829.20	19,832.13	18,039.21
							5623 · Essential Herb Guides	4,865.92	0.00	3,373.99	167.50	2,101.85
							5620 · Publications - Other	0.00	0.00	0.00	50.97	12.74
							Total 5620 · Publications	23,715.47	18,480.74	19,556.79	22,043.34	20,949.09
							5630 · Information					
							5634 · Friends of the Library	1,367.06	14.95	0.00	0.00	345.50
							5631 · Library	414.97	1,258.95	2,209.90	1,437.05	1,330.22
							5632 · Website	3,718.76	4,958.81	4,025.69	7,809.64	5,128.23
							5633 · Archives	0.00	0.00	48.81	227.53	69.09
							Total 5630 · Information	5,500.79	6,232.71	6,284.40	9,474.22	6,873.03
							5640 · Botany & Horticulture					
							5648 · Green Bridges	0.00	0.00	0.00	500.00	125.00
							5643 · National Herb Garden	21,825.18	22,779.34	26,620.47	-7,535.67	15,922.33
							5645 · Promising Plants	0.00	1,571.69	2,156.07	258.73	996.62
							5640 · Botany & Horticulture - Other	0.00	0.00	114.67	125.00	59.92
							Total 5640 · Botany & Horticulture	21,825.18	24,351.03	28,891.21	-6,651.94	17,103.87

								Apr '11 - Mar 12	Apr '12 - Mar 13	Apr '13 - Mar 14	Apr '14 - Mar 15		Average
				5690 · Other Program Expense									
					5649 · Nominating Committee			0.00	0.00	0.00	115.00		28.75
				Total 5690 · Other Program Expense				0.00	0.00	0.00	115.00		28.75
				Total 5600 · Programs				157,982.71	166,964.34	146,875.49	154,431.78		156,563.58
		Total Expense						392,600.27	420,550.33	452,935.70	448,042.51		428,532.20
Net Income								-104,574.30	-95,055.12	-150,492.76	-144,678.76		-123,700.24