

The Herb Society of America, Inc. Profit & Loss Budget vs. Actual

April through December 2015						
				Apr - Dec 15	Budget	\$ Over Budget
						% of Budget
			Income			
			3100 · Membership Dues			
			3110 · Unit Dues	84,618.50	85,000.00	-381.50
			3120 · Members at Large Dues	16,875.00	22,100.00	-5,225.00
			3150 · Business Membership	1,440.00	1,200.00	240.00
			3175 · Life Membership	3,407.60	4,000.00	-592.40
			Total 3100 · Membership Dues	106,341.10	112,300.00	-5,958.90
			3200 · Fundraising & Development			
			3205 · Garden Gallery Sales	11,090.66	10,000.00	1,090.66
			3210 · Contributions to Unres Funds			
			3214 · Lunaria	1,800.00	10,000.00	-8,200.00
			3211 · Unrestricted Contributions	14,177.42	20,000.00	-5,822.58
			3212 · Unrestricted Board Cntribution	1,323.60	3,000.00	-1,676.40
			3213 · Annual Fund Contributions	31,488.33	30,000.00	1,488.33
			Total 3210 · Contributions to Unres Funds	48,789.35	63,000.00	-14,210.65
			Total 3200 · Fundraising & Development	59,880.01	73,000.00	-13,119.99
			3300 · HSA Programs			
			3310 · Education			
			Educator Programs	275.00	500.00	-225.00
			National Conference			
			EdCon Workshops	1,050.00		
			Registrations	99,796.50		
			Tours	3,315.00		
			Vendor Fees	500.00		
			Other Conference Income	7,851.00		
			National Conference - Other	0.00	78,750.00	-78,750.00
			Total National Conference	112,512.50	78,750.00	33,762.50
			Total 3310 · Education	112,787.50	79,250.00	33,537.50

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3320 • Publications												
Essential Guides							216.50	250.00	-33.50	86.6%		
Herbarist Support							125.00					
Herbarist Ads							5,400.00	5,000.00	400.00	108.0%		
Issue Sales							492.50	600.00	-107.50	82.08%		
Total 3320 • Publications							6,234.00	5,850.00	384.00	106.56%		
3330 • Information												
Friends of the HSA Library							405.00	1,000.00	-595.00	40.5%		
Total 3330 • Information							405.00	1,000.00	-595.00	40.5%		
3340 • Seed Exchange							68.50	150.00	-81.50	45.67%		
Total 3300 • HSA Programs							119,495.00	86,250.00	33,245.00	138.55%		
3500 • Operations												
3506 • Insurance Assessments							1,560.00	1,200.00	360.00	130.0%		
Total 3500 • Operations							1,560.00	1,200.00	360.00	130.0%		
Total Income							287,276.11	272,750.00	14,526.11	105.33%		
Gross Profit							287,276.11	272,750.00	14,526.11	105.33%		
Expense												
5100 • Executive												
5115 • Board EdCon Expenses							18,734.27	17,000.00	1,734.27	110.2%		
5110 • Board Meetings							1,455.03	2,000.00	-544.97	72.75%		
5120 • Officers												
5125 • Pres and VPres Travel							2,354.98	3,750.00	-1,395.02	62.8%		
Total 5120 • Officers							2,354.98	3,750.00	-1,395.02	62.8%		
Total 5100 • Executive							22,544.28	22,750.00	-205.72	99.1%		

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						5200 · National Operations						
						5210 · Personnel						
						Salaries	133,047.52	151,000.00	-17,952.48	88.11%		
						Payroll Taxes	10,345.59	11,900.00	-1,554.41	86.94%		
						Employee Recognition	0.00					
						Professional Development						
						Training & Education	87.63					
						Dues & Subscriptions	245.00					
						Total Professional Development	332.63					
						Travel	2,108.31	1,000.00	1,108.31	210.83%		
						Total 5210 · Personnel	145,834.05	163,900.00	-18,065.95	88.98%		
						5220 · Professional Fees						
						Legal Services	59.00	500.00	-441.00	11.8%		
						Accounting	510.00	500.00	10.00	102.0%		
						Audit/Review Fees	9,000.00	4,200.00	4,800.00	214.29%		
						Computer Consultant	2,483.25	1,000.00	1,483.25	248.33%		
						Total 5220 · Professional Fees	12,052.25	6,200.00	5,852.25	194.39%		
						5230 · Office Expenses						
						Equipment Lease	156.95	200.00	-43.05	78.48%		
						Postage & Delivery	2,776.65	4,000.00	-1,223.35	69.42%		
						Printing & Copying	235.92	500.00	-264.08	47.18%		
						Supplies	3,887.55	4,000.00	-112.45	97.19%		
						Telecommunications	2,758.18	3,000.00	-241.82	91.94%		
						Total 5230 · Office Expenses	9,815.25	11,700.00	-1,884.75	83.89%		
						5240 · Occupancy						
						Garden Maintenance	6,473.18					
						Electricity	2,806.29	4,000.00	-1,193.71	70.16%		

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					Heating		373.64	1,000.00	-626.36		37.36%
					Building Maintenance		618.57	600.00	18.57		103.1%
					Building Repairs		710.29				
					Security		281.88	400.00	-118.12		70.47%
					Cleaning		716.00	1,200.00	-484.00		59.67%
					Grounds Maintenance		2,650.90	5,000.00	-2,349.10		53.02%
					Insurance		4,554.00	4,500.00	54.00		101.2%
					Total 5240 · Occupancy		19,184.75	16,700.00	2,484.75		114.88%
					5250 · Other Expenses						
					PayPal Fee		544.46	2,000.00	-1,455.54		27.22%
					Bank Service Charges		587.30	500.00	87.30		117.46%
					Credit Card Fees		2,268.70	2,000.00	268.70		113.44%
					Depreciation		17,848.90	23,000.00	-5,151.10		77.6%
					Marketing & PR		648.89				
					Other		276.94				
					Total 5250 · Other Expenses		22,175.19	27,500.00	-5,324.81		80.64%
					Total 5200 · National Operations		209,061.49	226,000.00	-16,938.51		92.51%
					5400 · Membership						
					Awards & Recognition		743.22	600.00	143.22		123.87%
					Member Benefits		1,446.67	2,000.00	-553.33		72.33%
					Directory/Brochure		0.00	350.00	-350.00		0.0%
					Membership Brochures		275.00	485.00	-210.00		56.7%
					Member Development		375.20	1,000.00	-624.80		37.52%
					Total 5400 · Membership		2,840.09	4,435.00	-1,594.91		64.04%
					5500 · Fundraising & Dev't						
					Marketing		604.48	500.00	104.48		120.9%
					Lunaria		0.00	350.00	-350.00		0.0%
					Garden Gallery		10,026.89	8,000.00	2,026.89		125.34%

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				Appeals		2,539.81	2,750.00	-210.19	92.36%		
				Total 5500 · Fundraising & Dev't		13,171.18	11,600.00	1,571.18	113.55%		
				5600 · Programs							
				5610 · Education							
				5611 · National Conference							
				Facility	66,107.14						
				Food	7,978.79						
				Tours	3,552.08						
				Honoraria	5,828.36						
				Staff	4,317.84						
				Pre-Conference Planning	1,037.87						
				Other Conference Expense	1,596.00						
				5611 · National Conference - Other	0.00		77,381.00	-77,381.00	0.0%		
				Total 5611 · National Conference	90,418.08		77,381.00	13,037.08	116.85%		
				5615 · Educational Program Development	791.03		1,000.00	-208.97	79.1%		
				5610 · Education - Other	0.00		750.00	-750.00	0.0%		
				Total 5610 · Education	91,209.11		79,131.00	12,078.11	115.26%		
				5620 · Publications							
				5621 · Newsletters	1,288.05		1,200.00	88.05	107.34%		
				5622 · Herbarist	17,157.05		17,500.00	-342.95	98.04%		
				5623 · Essential Herb Guides	0.00		500.00	-500.00	0.0%		
				Total 5620 · Publications	18,445.10		19,200.00	-754.90	96.07%		
				5630 · Information							
				5631 · Library	1,181.14		1,000.00	181.14	118.11%		
				5632 · Website	2,965.76						
				5633 · Archives	569.99						
				Total 5630 · Information	4,716.89		1,000.00	3,716.89	471.69%		

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5640 · Botany & Horticulture												
5647 · Native Herb							0.00	500.00	-500.00	0.0%		
5642 · Seed Exchange							0.00	50.00	-50.00	0.0%		
5645 · Promising Plants							426.67	800.00	-373.33	53.33%		
5640 · Botany & Horticulture - Other							0.00	150.00	-150.00	0.0%		
Total 5640 · Botany & Horticulture							426.67	1,500.00	-1,073.33	28.45%		
5690 · Other Program Expense												
5649 · Nominating Committee							278.00	300.00	-22.00	92.67%		
Total 5690 · Other Program Expense							278.00	300.00	-22.00	92.67%		
Total 5600 · Programs							115,075.77	101,131.00	13,944.77	113.79%		
Total Expense							362,692.81	365,916.00	-3,223.19	99.12%		
Net Income							-75,416.70	-93,166.00	17,749.30	80.95%		