

April 2013 through March 2016

								Apr '13 - Mar 14	Apr '14 - Mar 15	Apr '15 - Mar 16	Average
		Income									
		3100 · Membership Dues									
			3110 · Unit Dues					86,806.86	84,936.44	88,070.72	86,604.67
			3120 · Members at Large Dues					23,696.75	21,999.86	23,623.50	23,106.70
			3150 · Business Membership					1,972.00	1,854.00	2,160.00	1,995.33
			3175 · Life Membership					6,496.00	4,010.13	4,543.46	5,016.53
		Total 3100 · Membership Dues						118,971.61	112,800.43	118,397.68	116,723.24
		3200 · Fundraising & Development									
			3205 · Garden Gallery Sales								
				Calendar Income				3,184.91	2,997.60	0.00	2,060.84
				3205 · Garden Gallery Sales - Other				12,201.82	10,444.90	11,401.45	11,349.39
		Total 3205 · Garden Gallery Sales						15,386.73	13,442.50	11,401.45	13,410.23
		3210 · Contributions to Unres Funds									
				3214 · Lunaria				5,165.00	7,061.00	2,150.00	4,792.00
				3211 · Unrestricted Contributions				17,284.61	30,069.34	15,477.56	20,943.84
				3212 · Unrestricted Board Cntribution				2,725.00	1,183.39	2,523.60	2,144.00
				3213 · Annual Fund Contributions				23,121.76	30,752.29	35,053.66	29,642.57
		Total 3210 · Contributions to Unres Funds						48,296.37	69,066.02	55,204.82	57,522.40
		3230 · Contributions to T/R Accts									
					3240 · Green Bridges			30.00	500.00	165.00	231.67
				3231 · District Account Contributions							
					Central Contributions			400.00	800.00	500.00	566.67
					Great Lakes Contributions			250.00	350.00	620.00	406.67
					Mid Atlantic Contributions			300.00	300.00	300.00	300.00
					Northeast Contributions			545.00	850.00	555.00	650.00
					South Central Contributions			400.00	200.00	400.00	333.33
					Southeast Contributions			417.50	0.00	200.00	205.83
					West Contributions			500.00	0.00	300.00	266.67
		Total 3231 · District Account Contributions						2,812.50	2,500.00	2,875.00	2,729.17

The Herb Society of America, Inc. Operating Profit & Loss Prev Year Comparison April 2013 through March 2016

								Apr '13 - Mar 14	Apr '14 - Mar 15	Apr '15 - Mar 16	Average
							Total 3230 · Contributions to T/R Accts	2,842.50	3,000.00	3,040.00	2,960.83
							Total 3200 · Fundraising & Development	66,525.60	85,508.52	69,646.27	73,893.46
							3300 · HSA Programs				
							3310 · Education				
							CAPS	0.00	0.00	-40.37	-13.46
							Educator Programs	1,194.00	350.00	275.00	606.33
							National Conference				
							EdCon Workshops	0.00	0.00	1,050.00	350.00
							Dinner/Entertainment Options	0.00	0.00	0.00	0.00
							Registrations	54,870.00	48,300.00	99,796.50	67,655.50
							Tours	12,760.00	11,990.00	3,315.00	9,355.00
							Vendor Fees	150.00	450.00	500.00	366.67
							Other Conference Income	6,491.75	8,493.54	7,851.00	7,612.10
							Total National Conference	74,271.75	69,233.54	112,512.50	85,339.26
							District Gatherings				
							Central Gathering	1,504.00	2,466.00	0.00	1,323.33
							Great Lakes Gathering	3,736.00	4,186.50	4,064.00	3,995.50
							Mid Atlantic Gathering	12,008.00	8,299.74	13,289.03	11,198.92
							Northeast Gathering	8,330.70	5,537.20	0.00	4,622.63
							South Central Gathering	5,226.25	7,695.00	759.00	4,560.08
							Southeast Gathering	1,354.00	1,101.68	0.00	818.56
							West Gathering	468.03	0.00	0.00	156.01
							Total District Gatherings	32,626.98	29,286.12	18,112.03	26,675.04
							Total 3310 · Education	108,092.73	98,869.66	130,859.16	112,607.18
							3320 · Publications				
							Essential Guides	2,782.00	157.50	423.50	1,121.00
							Herbarist Support	0.00	600.00	125.00	241.67

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										Apr '13 - Mar 14	Apr '14 - Mar 15	Apr '15 - Mar 16	Average
									Herbarist Ads	4,250.00	3,825.00	5,400.00	4,491.67
									Subscriptions	262.50	0.00	0.00	87.50
									Issue Sales	306.00	454.00	545.50	435.17
									Total 3320 · Publications	7,600.50	5,036.50	6,494.00	6,377.00
									3330 · Information				
									Friends of the HSA Library	15.00	15.00	485.00	171.67
									Total 3330 · Information	15.00	15.00	485.00	171.67
									3340 · Seed Exchange	37.50	32.00	68.50	46.00
									Total 3300 · HSA Programs	115,745.73	103,953.16	137,906.66	119,201.85
									3500 · Operations				
									3506 · Insurance Assessments	1,200.00	1,186.64	1,600.00	1,328.88
									Total 3500 · Operations	1,200.00	1,186.64	1,600.00	1,328.88
									Total Income	302,442.94	303,448.75	327,550.61	311,147.43
									Gross Profit	302,442.94	303,448.75	327,550.61	311,147.43
									Expense				
									5100 · Executive				
									5115 · Board EdCon Expenses	181.67	0.00	136.81	106.16
									5110 · Board Meetings	1,520.86	3,879.27	1,605.03	2,335.05
									5120 · Officers				
									5125 · Pres and VPres Travel	3,298.94	4,098.91	3,057.63	3,485.16
									5121 · President	729.33	275.00	1,882.02	962.12
									5122 · Vice President	1,036.75	946.23	1,546.09	1,176.36
									5123 · Treasurer	1,037.86	840.73	1,498.26	1,125.62
									5124 · Secretary	1,144.29	1,779.15	721.01	1,214.82
									Total 5120 · Officers	7,247.17	7,940.02	8,705.01	7,964.07
									5130 · Membership Delegates				

The Herb Society of America, Inc. Operating Profit & Loss Prev Year Comparison April 2013 through March 2016

							Apr '13 - Mar 14	Apr '14 - Mar 15	Apr '15 - Mar 16	Average
						5131 · Central Delegate	956.13	1,384.89	2,188.51	1,509.84
						5132 · Great Lakes Delegate	1,268.89	1,828.73	930.75	1,342.79
						5133 · Mid Atlantic Delegate	1,224.10	1,797.33	880.07	1,300.50
						5134 · Northeast Delegate	379.37	1,055.74	672.61	702.57
						5135 · South Central Delegate	679.24	1,174.66	1,231.83	1,028.58
						5136 · Southeast Delegate	565.98	1,844.56	1,176.25	1,195.60
						5137 · West Delegate	0.00	742.22	2,004.54	915.59
						Total 5130 · Membership Delegates	5,073.71	9,828.13	9,084.56	7,995.47
						5140 · Committees				
						5147 · Publications	519.54	1,426.89	0.00	648.81
						5146 · Communication	0.00	0.00	168.00	56.00
						5141 · Botany & Horticulture Committee	899.02	1,222.60	1,783.07	1,301.56
						5142 · Development Committee	759.33	0.00	0.00	253.11
						5143 · Education Committee	411.15	1,740.76	672.62	941.51
						5144 · Membership Committee	0.00	141.35	353.32	164.89
						5145 · Nominating Committee	613.88	1,370.10	1,125.51	1,036.50
						Total 5140 · Committees	3,202.92	5,901.70	4,102.52	4,402.38
						Total 5100 · Executive	17,226.33	27,549.12	23,633.93	22,803.13
						5200 · National Operations				
						5210 · Personnel				
						Salaries	155,205.63	147,767.56	174,945.38	159,306.19
						Payroll Taxes	12,328.90	11,525.36	13,748.47	12,534.24
						Staff Recruitment	0.00	75.12	0.00	25.04
						Employee Recognition	157.71	153.83	95.93	135.82
						Professional Development				
						Training & Education	32.00	156.00	425.63	204.54
						Dues & Subscriptions	150.00	785.00	530.00	488.33
						Total Professional Development	182.00	941.00	955.63	692.88
						Travel	1,502.50	2,428.98	2,108.31	2,013.26

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						Apr '13 - Mar 14	Apr '14 - Mar 15	Apr '15 - Mar 16	Average
					Interest Expense	0.00	0.00	0.00	0.00
					Depreciation	21,732.07	23,695.66	23,717.85	23,048.53
					Marketing & PR	0.00	0.00	733.31	244.44
					Other	252.04	327.48	353.89	311.14
					Total 5250 · Other Expenses	26,749.53	29,084.33	29,423.98	28,419.28
					Total 5200 · National Operations	248,602.86	237,803.43	271,047.66	252,484.65
					5300 · District Operations				
					5310 · Central District				
					Travel (C)	252.55	833.18	366.93	484.22
					Newsletter (C)	129.99	241.13	140.97	170.70
					Office (C)	44.64	29.40	19.60	31.21
					Total 5310 · Central District	427.18	1,103.71	527.50	686.13
					5320 · Great Lakes District				
					Travel (GL)	155.26	191.25	591.94	312.82
					Newsletter (GL)	558.26	333.66	314.49	402.14
					Office (GL)	46.00	49.00	0.00	31.67
					Total 5320 · Great Lakes District	759.52	573.91	906.43	746.62
					5330 · Mid Atlantic District				
					Travel (MA)	739.30	671.10	565.05	658.48
					Newsletter (MA)	303.34	723.92	337.97	455.08
					Office (MA)	41.44	94.47	71.13	69.01
					Total 5330 · Mid Atlantic District	1,084.08	1,489.49	974.15	1,182.57
					5340 · Northeast District				
					Travel (NE)	0.00	0.00	315.47	105.16
					Newsletter (NE)	246.38	438.44	275.92	320.25
					Office (NE)	9.20	9.80	10.49	9.83
					Total 5340 · Northeast District	255.58	448.24	601.88	435.23

April 2013 through March 2016

									Apr '13 - Mar 14	Apr '14 - Mar 15	Apr '15 - Mar 16	Average
					5350 • South Central District							
					Travel (SC)				24.00	635.53	0.00	219.84
					Newsletter (SC)				62.27	223.07	85.23	123.52
					Office (SC)				56.47	0.00	0.00	18.82
					Total 5350 • South Central District				142.74	858.60	85.23	362.19
					5360 • Southeast District							
					Travel (SE)				308.30	0.00	446.94	251.75
					Newsletter (SE)				35.00	420.94	104.65	186.86
					Office (SE)				0.00	9.80	0.00	3.27
					Total 5360 • Southeast District				343.30	430.74	551.59	441.88
					5370 • West District							
					Travel (W)				1,239.99	0.00	0.00	413.33
					Newsletter (W)				35.00	100.00	50.00	61.67
					Total 5370 • West District				1,274.99	100.00	50.00	475.00
					Total 5300 • District Operations				4,287.39	5,004.69	3,696.78	4,329.62
					5400 • Membership							
					Awards & Recognition				391.92	309.03	743.22	481.39
					Member Benefits				5,087.95	2,254.38	1,620.90	2,987.74
					Directory/Brochure				0.00	349.00	0.00	116.33
					Membership Brochures				485.00	0.00	275.00	253.33
					Member Development				9,366.26	851.00	375.20	3,530.82
					Total 5400 • Membership				15,331.13	3,763.41	3,014.32	7,369.62
					5500 • Fundraising & Dev't							
					Marketing			1,593.30	2,691.96	713.02	1,666.09	
					Calendar			5,277.50	6,281.94	0.00	3,853.15	
					Garden Gallery				11,139.73	11,394.08	10,333.00	10,955.60
					Appeals			2,601.97	2,746.07	2,539.81	2,629.28	

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								Apr '13 - Mar 14	Apr '14 - Mar 15	Apr '15 - Mar 16	Average
							Total 5500 · Fundraising & Dev't	20,612.50	23,114.05	13,585.83	19,104.13
							5600 · Programs				
							5610 · Education				
							5611 · National Conference				
							Facility	4,946.58	6,825.67	66,107.14	25,959.80
							Food	24,920.47	37,924.30	7,978.79	23,607.85
							Tours	13,128.20	18,922.15	3,552.08	11,867.48
							Transportation	0.00	1,848.10	0.00	616.03
							Honoraria	7,212.15	9,499.15	5,828.36	7,513.22
							Staff				
							Staff Payroll	2,277.63	0.00	0.00	759.21
							Staff - Other	2,094.53	4,570.03	4,317.84	3,660.80
							Total Staff	4,372.16	4,570.03	4,317.84	4,420.01
							Pre-Conference Planning	614.90	1,627.19	1,037.87	1,093.32
							Printing & Mailing	2,954.29	0.00	0.00	984.76
							Shipping	449.26	1,627.31	0.00	692.19
							Promotional Materials	1,677.62	2,601.15	0.00	1,426.26
							Other Conference Expense	1,012.72	6,381.81	1,596.00	2,996.84
							Total 5611 · National Conference	61,288.35	91,826.86	90,418.08	81,177.76
							5612 · District Gatherings				
							Central Gathering	1,199.15	1,919.73	0.00	1,039.63
							Great Lakes Gathering	2,477.06	2,757.47	1,614.17	2,282.90
							Mid Atlantic Gathering	7,463.03	7,480.19	9,816.42	8,253.21
							Northeast Gathering	4,868.33	5,643.61	0.00	3,503.98
							South Central Gathering	3,576.82	6,919.67	747.70	3,748.06
							Southeast Gathering	508.82	587.43	0.00	365.42
							Total 5612 · District Gatherings	20,093.21	25,308.10	12,178.29	19,193.20
							5615 · Educational Program Development	502.08	342.76	814.32	553.05
							5616 · Grants				

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						Apr '13 - Mar 14	Apr '14 - Mar 15	Apr '15 - Mar 16	Average
					Samull Grant	1,530.05	1,287.44	1,728.65	1,515.38
					Grant for Educators	3,230.00	4,686.00	3,615.00	3,843.67
					Research Grants	5,499.40	6,000.00	6,933.17	6,144.19
					Total 5616 · Grants	10,259.45	11,973.44	12,276.82	11,503.24
					Total 5610 · Education	92,143.09	129,451.16	115,687.51	112,427.25
					5620 · Publications				
					5621 · Newsletters	353.60	1,992.74	1,759.87	1,368.74
					5622 · Herbarist	15,829.20	19,832.13	17,157.05	17,606.13
					5623 · Essential Herb Guides	3,373.99	167.50	0.00	1,180.50
					5620 · Publications - Other	0.00	50.97	68.50	39.82
					Total 5620 · Publications	19,556.79	22,043.34	18,985.42	20,195.18
					5630 · Information				
					5631 · Library	2,209.90	1,454.55	1,438.19	1,700.88
					5632 · Website	4,025.69	7,809.64	4,402.71	5,412.68
					5633 · Archives	48.81	227.53	569.99	282.11
					Total 5630 · Information	6,284.40	9,491.72	6,410.89	7,395.67
					5640 · Botany & Horticulture				
					5648 · Green Bridges	0.00	500.00	1,510.54	670.18
					5643 · National Herb Garden	26,620.47	18,279.33	25,815.00	23,571.60
					5645 · Promising Plants	2,156.07	258.73	551.37	988.72
					5640 · Botany & Horticulture - Other	114.67	125.00	0.00	79.89
					Total 5640 · Botany & Horticulture	28,891.21	19,163.06	27,876.91	25,310.39
					5690 · Other Program Expense				
					5649 · Nominating Committee	0.00	152.63	627.77	260.13
					Total 5690 · Other Program Expense	0.00	152.63	627.77	260.13
					Total 5600 · Programs	146,875.49	180,301.91	169,588.50	165,588.63

								Apr '13 - Mar 14	Apr '14 - Mar 15	Apr '15 - Mar 16	Average
		Total Expense						452,935.70	477,536.61	484,567.02	471,679.78
Net Income								-150,492.76	-174,087.86	-157,016.41	-160,532.34