

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

							April through December 2014					
							Apr - Dec 14	Budget	\$ Over Budget	% of Budget		
Income												
3100 · Membership Dues												
3110 · Unit Dues							81,419.77	85,000.00	-3,580.23	95.79%		
3120 · Members at Large Dues							16,114.50	22,100.00	-5,985.50	72.92%		
3150 · Business Membership							1,494.00	1,800.00	-306.00	83.0%		
3175 · Life Membership							3,007.60	5,100.00	-2,092.40	58.97%		
Total 3100 · Membership Dues							102,035.87	114,000.00	-11,964.13	89.51%		
3200 · Fundraising & Development												
3205 · Garden Gallery Sales												
Calendar Income							2,808.60	1,500.00	1,308.60	187.24%		
3205 · Garden Gallery Sales - Other							9,208.16	10,000.00	-791.84	92.08%		
Total 3205 · Garden Gallery Sales							12,016.76	11,500.00	516.76	104.49%		
3210 · Contributions to Unres Funds												
3214 · Lunaria							7,061.00	10,000.00	-2,939.00	70.61%		
3211 · Unrestricted Contributions							19,197.28	20,000.00	-802.72	95.99%		
3212 · Unrestricted Board Cntribution							953.39	3,000.00	-2,046.61	31.78%		
3213 · Annual Fund Contributions							27,492.29	23,000.00	4,492.29	119.53%		
Total 3210 · Contributions to Unres Funds							54,703.96	56,000.00	-1,296.04	97.69%		
Total 3200 · Fundraising & Development							66,720.72	67,500.00	-779.28	98.85%		
3300 · HSA Programs												
3310 · Education												
Educator Programs							350.00	1,000.00	-650.00	35.0%		
National Conference												
Registrations							48,300.00					
Tours							11,990.00					
Vendor Fees							450.00					
Other Conference Income							8,493.54					
National Conference - Other							0.00	86,000.00	-86,000.00	0.0%		
Total National Conference							69,233.54	86,000.00	-16,766.46	80.5%		

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

						April through December 2014					
						Apr - Dec 14	Budget	\$ Over Budget	% of Budget		
					Total 3310 · Education	69,583.54	87,000.00	-17,416.46	79.98%		
					3320 · Publications						
					Essential Guides	145.00	2,000.00	-1,855.00	7.25%		
					Herbarist Support	600.00					
					Herbarist Ads	3,825.00	5,000.00	-1,175.00	76.5%		
					Issue Sales	406.50	600.00	-193.50	67.75%		
					Total 3320 · Publications	4,976.50	7,600.00	-2,623.50	65.48%		
					3330 · Information						
					Friends of the HSA Library	15.00	1,000.00	-985.00	1.5%		
					Total 3330 · Information	15.00	1,000.00	-985.00	1.5%		
					3340 · Seed Exchange	26.00	150.00	-124.00	17.33%		
					Total 3300 · HSA Programs	74,601.04	95,750.00	-21,148.96	77.91%		
					3500 · Operations						
					3506 · Insurance Assessments	1,160.00	1,200.00	-40.00	96.67%		
					Total 3500 · Operations	1,160.00	1,200.00	-40.00	96.67%		
					Total Income	244,517.63	278,450.00	-33,932.37	87.81%		
					Gross Profit	244,517.63	278,450.00	-33,932.37	87.81%		
					Expense						
					5100 · Executive						
					5115 · Board EdCon Expenses	19,285.94	19,000.00	285.94	101.51%		
					5110 · Board Meetings	3,779.27	2,000.00	1,779.27	188.96%		
					5120 · Officers						
					5125 · Pres and VPRES Travel	4,098.91	3,750.00	348.91	109.3%		
					Total 5100 · Executive	27,164.12	24,750.00	2,414.12	109.75%		

Page 3 of 6

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

						April through December 2014					
						Apr - Dec 14	Budget	\$ Over Budget	% of Budget		
					Electricity	2,418.00	4,000.00	-1,582.00	60.45%		
					Heating	476.33	1,200.00	-723.67	39.69%		
					Building Maintenance	2,826.04	1,000.00	1,826.04	282.6%		
					Building Repairs	567.57					
					Security	243.00	325.00	-82.00	74.77%		
					Cleaning	890.00	1,200.00	-310.00	74.17%		
					Grounds Maintenance	3,601.47	3,500.00	101.47	102.9%		
					Insurance	4,246.00	4,250.00	-4.00	99.91%		
					Total 5240 · Occupancy	20,364.61	15,475.00	4,889.61	131.6%		
					5250 · Other Expenses						
					PayPal Fee	789.85	1,750.00	-960.15	45.13%		
					Bank Service Charges	523.00	500.00	23.00	104.6%		
					Credit Card Fees	1,673.93	2,100.00	-426.07	79.71%		
					Depreciation	17,772.59	23,500.00	-5,727.41	75.63%		
					Other	251.22					
					Total 5250 · Other Expenses	21,010.59	27,850.00	-6,839.41	75.44%		
					Total 5200 · National Operations	178,227.29	226,000.00	-47,772.71	78.86%		
					5400 · Membership						
					Awards & Recognition	225.00	500.00	-275.00	45.0%		
					Member Benefits	926.50	5,000.00	-4,073.50	18.53%		
					Directory/Brochure	349.00					
					Member Development	851.00	2,000.00	-1,149.00	42.55%		
					Total 5400 · Membership	2,351.50	7,500.00	-5,148.50	31.35%		
					5500 · Fundraising & Dev't						
					Marketing	2,528.27	1,000.00	1,528.27	252.83%		
					Calendar	6,281.94					
					Lunaria	0.00	1,000.00	-1,000.00	0.0%		
					Garden Gallery	8,287.35	6,000.00	2,287.35	138.12%		
					Appeals	2,746.07	2,500.00	246.07	109.84%		

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

April through December 2014						
				Apr - Dec 14	Budget	\$ Over Budget
						% of Budget
			Total 5500 · Fundraising & Dev't	19,843.63	10,500.00	9,343.63
						188.99%
			5600 · Programs			
			5610 · Education			
			5611 · National Conference			
			Facility	6,825.67		
			Food	37,924.30		
			Tours	18,922.15		
			Transportation	1,848.10		
			Honoraria	9,799.15		
			Staff	4,570.03		
			Pre-Conference Planning	1,627.19		
			Shipping	1,627.31		
			Promotional Materials	2,601.15		
			Other Conference Expense	6,381.81		
			5611 · National Conference - Other	0.00	80,000.00	-80,000.00
						0.0%
			Total 5611 · National Conference	92,126.86	80,000.00	12,126.86
						115.16%
			5615 · Educational Program Development	245.00	2,000.00	-1,755.00
						12.25%
			Total 5610 · Education	92,371.86	82,000.00	10,371.86
						112.65%
			5620 · Publications			
			5621 · Newsletters	1,916.77	300.00	1,616.77
						638.92%
			5622 · Herbarist	19,532.13	17,500.00	2,032.13
						111.61%
			5623 · Essential Herb Guides	167.50	4,000.00	-3,832.50
						4.19%
			5620 · Publications - Other	50.97		
			Total 5620 · Publications	21,667.37	21,800.00	-132.63
						99.39%
			5630 · Information			
			5631 · Library	872.49	1,000.00	-127.51
						87.25%
			5632 · Website	6,884.73	7,500.00	-615.27
						91.8%
			5633 · Archives	227.53		
			Total 5630 · Information	7,984.75	8,500.00	-515.25
						93.94%

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

							April through December 2014					
							Apr - Dec 14	Budget	\$ Over Budget	% of Budget		
5640 · Botany & Horticulture												
5647 · Native Herb							0.00	325.00	-325.00	0.0%		
5642 · Seed Exchange							0.00	150.00	-150.00	0.0%		
5645 · Promising Plants							200.00	1,200.00	-1,000.00	16.67%		
5640 · Botany & Horticulture - Other							125.00	300.00	-175.00	41.67%		
Total 5640 · Botany & Horticulture							325.00	1,975.00	-1,650.00	16.46%		
5690 · Other Program Expense												
5649 · Nominating Committee							45.00	300.00	-255.00	15.0%		
Total 5690 · Other Program Expense							45.00	300.00	-255.00	15.0%		
Total 5600 · Programs							122,393.98	114,575.00	7,818.98	106.82%		
Total Expense							349,980.52	383,325.00	-33,344.48	91.3%		
Net Income							-105,462.89	-104,875.00	-587.89	100.56%		