The Herb Society of America, Inc.
Profit & Loss Budget vs. Actual
April through June 2015

	Apr - Jun 15	Budget	$ Over Budget	% of Budget
Income				
3100 · Membership Dues				
3110 · Unit Dues	15,195.77	85,000.00	-69,804.23	17.88%
3120 · Members at Large Dues	3,965.00	22,100.00	-18,135.00	17.94%
3150 · Business Membership	450.00	1,200.00	-750.00	37.5%
3175 · Life Membership	1,035.87	4,000.00	-2,964.13	25.9%
Total 3100 · Membership Dues	20,646.64	112,300.00	-91,653.36	18.39%
3200 · Fundraising & Development				
3205 · Garden Gallery Sales	8,029.48	10,000.00	-1,970.52	80.3%
3210 · Contributions to Unres Funds				
3214 · Lunaria	400.00	10,000.00	-9,600.00	4.0%
3211 · Unrestricted Contributions	11,460.00	20,000.00	-8,540.00	57.3%
3212 · Unrestricted Board Cntribution	55.00	3,000.00	-2,945.00	1.83%
3213 · Annual Fund Contributions	1,230.00	30,000.00	-28,770.00	4.1%
Total 3210 · Contributions to Unres Funds	13,145.00	63,000.00	-49,855.00	20.87%
Total 3200 · Fundraising & Development	21,174.48	73,000.00	-51,825.52	29.01%
3300 · HSA Programs				
3310 · Education				
Educator Programs	0.00	500.00	-500.00	0.0%
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	0.0%
Total National Conference	112,512.50	78,750.00	33,762.50	142.87%
Total 3310 · Education	112,512.50	79,250.00	33,262.50	141.97%

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3320 · Publications				
Essential Guides	25.00	250.00	-225.00	10.0%
Herbarist Ads	650.00	5,000.00	-4,350.00	13.0%
Issue Sales	387.50	600.00	-212.50	64.58%
Total 3320 · Publications	1,062.50	5,850.00	-4,787.50	18.16%
3330 · Information				
Friends of the HSA Library	0.00	1,000.00	-1,000.00	0.0%
Total 3330 · Information	0.00	1,000.00	-1,000.00	0.0%
3340 · Seed Exchange	68.50	150.00	-81.50	45.67%
Total 3300 · HSA Programs	113,643.50	86,250.00	27,393.50	131.76%
3500 · Operations				
3506 · Insurance Assessments	280.00	1,200.00	-920.00	23.33%
Total 3500 · Operations	280.00	1,200.00	-920.00	23.33%
Total Income	155,744.62	272,750.00	-117,005.38	57.1%
Gross Profit	155,744.62	272,750.00	-117,005.38	57.1%
Expense				
5100 · Executive				
5115 · Board EdCon Expenses	19,337.23	17,000.00	2,337.23	113.75%
5110 · Board Meetings	1,610.34	2,000.00	-389.66	80.52%
5120 · Officers				
5125 · Pres and VPres Travel	566.93	3,750.00	-3,183.07	15.12%
Total 5120 · Officers	566.93	3,750.00	-3,183.07	15.12%
Total 5100 · Executive	21,514.50	22,750.00	-1,235.50	94.57%

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5200 · National Operations				
5210 · Personnel				
Salaries	41,999.90	151,000.00	-109,000.10	27.82%
Payroll Taxes	3,244.26	11,900.00	-8,655.74	27.26%
Employee Recognition	0.00			
Professional Development				
Training & Education	36.60			
Total Professional Development	36.60			
Travel	55.50	1,000.00	-944.50	5.55%
Total 5210 · Personnel	45,336.26	163,900.00	-118,563.74	27.66%
5220 · Professional Fees				
Legal Services	59.00	500.00	-441.00	11.8%
Accounting	0.00	500.00	-500.00	0.0%
Audit/Review Fees	6,500.00	4,200.00	2,300.00	154.76%
Computer Consultant	1,251.25	1,000.00	251.25	125.13%
Total 5220 · Professional Fees	7,810.25	6,200.00	1,610.25	125.97%
5230 · Office Expenses				
Equipment Lease	78.47	200.00	-121.53	39.24%
Postage & Delivery	1,579.03	4,000.00	-2,420.97	39.48%
Printing & Copying	130.99	500.00	-369.01	26.2%
Supplies	1,595.16	4,000.00	-2,404.84	39.88%
Telecommunications	766.54	3,000.00	-2,233.46	25.55%
Total 5230 · Office Expenses	4,150.19	11,700.00	-7,549.81	35.47%
5240 · Occupancy				
Garden Maintenance	1,406.50			
Electricity	734.38	4,000.00	-3,265.62	18.36%
Heating	129.85	1,000.00	-870.15	12.99%

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	Apr - Jun 15	Budget	$ Over Budget	% of Budget
Building Maintenance	140.47	600.00	-459.53	23.41%
Security	93.96	400.00	-306.04	23.49%
Cleaning	300.00	1,200.00	-900.00	25.0%
Grounds Maintenance	920.90	5,000.00	-4,079.10	18.42%
Insurance	2,852.00	4,500.00	-1,648.00	63.38%
Total 5240 · Occupancy	6,578.06	16,700.00	-10,121.94	39.39%
5250 · Other Expenses				
PayPal Fee	226.71	2,000.00	-1,773.29	11.34%
Bank Service Charges	113.20	500.00	-386.80	22.64%
Credit Card Fees	1,423.28	2,000.00	-576.72	71.16%
Depreciation	6,033.13	23,000.00	-16,966.87	26.23%
Other	77.56			
Total 5250 · Other Expenses	7,873.88	27,500.00	-19,626.12	28.63%
Total 5200 · National Operations	71,748.64	226,000.00	-154,251.36	31.75%
5400 · Membership				
Awards & Recognition	632.63	600.00	32.63	105.44%
Member Benefits	812.00	2,000.00	-1,188.00	40.6%
Directory/Brochure	0.00	350.00	-350.00	0.0%
Membership Brochures	275.00	485.00	-210.00	56.7%
Member Development	0.00	1,000.00	-1,000.00	0.0%
Total 5400 · Membership	1,719.63	4,435.00	-2,715.37	38.77%
5500 · Fundraising & Dev't				
Marketing	0.00	500.00	-500.00	0.0%
Lunaria	0.00	350.00	-350.00	0.0%
Garden Gallery	7,226.53	8,000.00	-773.47	90.33%
Appeals	0.00	2,750.00	-2,750.00	0.0%
Total 5500 · Fundraising & Dev't	7,226.53	11,600.00	-4,373.47	62.3%

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	Apr - Jun 15	Budget	$ Over Budget	% of Budget
5600 · Programs				
5610 · Education				
5611 · National Conference				
Facility	67,801.46			
Food	7,978.79			
Tours	3,552.08			
Honoraria	6,463.70			
Staff	4,162.84			
Pre-Conference Planning	1,037.87			
Other Conference Expense	1,205.11			
5611 · National Conference - Other	0.00	77,381.00	-77,381.00	0.0%
Total 5611 · National Conference	92,201.85	77,381.00	14,820.85	119.15%
5615 · Educational Program Development	221.35	1,000.00	-778.65	22.14%
5610 · Education - Other	0.00	750.00	-750.00	0.0%
Total 5610 · Education	92,423.20	79,131.00	13,292.20	116.8%
5620 · Publications				
5621 · Newsletters	0.00	1,200.00	-1,200.00	0.0%
5622 · Herbarist	0.00	17,500.00	-17,500.00	0.0%
5623 · Essential Herb Guides	0.00	500.00	-500.00	0.0%
Total 5620 · Publications	0.00	19,200.00	-19,200.00	0.0%
5630 · Information				
5631 · Library	648.49	1,000.00	-351.51	64.85%
5632 · Website	801.91			
5633 · Archives	113.97			
Total 5630 · Information	1,564.37	1,000.00	564.37	156.44%
5640 · Botany & Horticulture				
5647 · Native Herb	0.00	500.00	-500.00	0.0%

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5642 · Seed Exchange	0.00	50.00	-50.00	0.0%
5645 · Promising Plants	436.08	800.00	-363.92	54.51%
5640 · Botany & Horticulture - Other	0.00	150.00	-150.00	0.0%
Total 5640 · Botany & Horticulture	436.08	1,500.00	-1,063.92	29.07%
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	94,701.65	101,131.00	-6,429.35	93.64%
Total Expense	196,910.95	365,916.00	-169,005.05	53.81%
Net Income	**-41,166.33**	**-93,166.00**	**51,999.67**	**44.19%**