The Herb Society of America, Inc. Profit & Loss Budget vs. Actual April 2014 through March 2015

	2015-16 Budget	Apr '14 - Mar 15	Budget	$ Over Budget	% of Budget	Notes, questions
Income						
3100 · Membership Dues						
3110 · Unit Dues	85,000.00	84,936.44	85,000.00	-63.56	99.93%	
3120 · Members at Large Dues	22,100.00	21,999.86	22,100.00	-100.14	99.55%	
3150 · Business Membership	1,200.00	1,854.00	1,800.00	54.00	103.0%	
3175 · Life Membership	4,000.00	4,010.13	5,100.00	-1,089.87	78.63%	updated accrual
Total 3100 · Membership Dues	112,300.00	112,800.43	114,000.00	-1,199.57	98.95%	
3200 · Fundraising & Development						
3205 · Garden Gallery Sales						
Calendar Income	0.00	2,997.60	1,500.00	1,497.60	199.84%	-3,284.34
3205 · Garden Gallery Sales - Other	10,000.00	10,444.90	10,000.00	444.90	104.45%	2,157.55
Total 3205 · Garden Gallery Sales	10,000.00	13,442.50	11,500.00	1,942.50	116.89%	GG budget net 4000
3210 · Contributions to Unres Funds						
3214 · Lunaria	10,000.00	7,061.00	10,000.00	-2,939.00	70.61%	
3211 · Unrestricted Contributions	20,000.00	30,069.34	20,000.00	10,069.34	150.35%	25K estate, gift
3212 · Unrestricted Board Cntribution	3,000.00	1,183.39	3,000.00	-1,816.61	39.45%	
3213 · Annual Fund Contributions	30,000.00	30,752.29	23,000.00	7,752.29	133.71%	
Total 3210 · Contributions to Unres Funds	63,000.00	69,066.02	56,000.00	13,066.02	123.33%	
Total 3200 · Fundraising & Development	73,000.00	82,508.52	67,500.00	15,008.52	122.24%	note also restr gifts, 100K estate (PR)
3300 · HSA Programs						
3310 · Education						
Educator Programs	500.00	350.00	1,000.00	-650.00	35.0%	Karen K
National Conference						
EdCon Workshops		0.00				
Registrations		48,300.00				
Tours		11,990.00				
Vendor Fees		450.00				
Other Conference Income		8,493.54				

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National Conference - Other		0.00	86,000.00	-86,000.00	0.0%	
Total National Conference	78,750.00	69,233.54	86,000.00	-16,766.46	80.5%	-22,593.32
Total 3310 · Education	79,250.00	69,583.54	87,000.00	-17,416.46	79.98%	
3320 · Publications						
Essential Guides	250.00	157.50	2,000.00	-1,842.50	7.88%	
Herbarist Support	0.00	600.00				
Herbarist Ads	5,000.00	3,825.00	5,000.00	-1,175.00	76.5%	Herb ads 13 to 14
Issue Sales	600.00	454.00	600.00	-146.00	75.67%	
Total 3320 · Publications	5,850.00	5,036.50	7,600.00	-2,563.50	66.27%	
3330 · Information						
Friends of the HSA Library	1,000.00	15.00	1,000.00	-985.00	1.5%	
Total 3330 · Information	1,000.00	15.00	1,000.00	-985.00	1.5%	
3340 · Seed Exchange	150.00	32.00	150.00	-118.00	21.33%	
Total 3300 · HSA Programs	86,250.00	74,667.04	95,750.00	-21,082.96	77.98%	
3500 · Operations						
3506 · Insurance Assessments	1,200.00	1,186.64	1,200.00	-13.36	98.89%	
Total 3500 · Operations	1,200.00	1,186.64	1,200.00	-13.36	98.89%	
Total Income	272,750.00	271,162.63	278,450.00	-7,287.37	97.38%	
Gross Profit	272,750.00	271,162.63	278,450.00	-7,287.37	97.38%	
Expense						
5100 · Executive						
5115 · Board EdCon Expenses	17,000.00	19,570.94	19,000.00	570.94	103.01%	
5110 · Board Meetings	2,000.00	3,879.27	2,000.00	1,879.27	193.96%	online & teleconf
5120 · Officers						board av

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5125 · Pres and VPres Travel	3,750.00	4,098.91	3,750.00	348.91	109.3%	
Total 5100 · Executive	22,750.00	27,549.12	24,750.00	2,799.12	111.31%	
5200 · National Operations						
5210 · Personnel						
Salaries		147,767.56	150,000.00	-2,232.44	98.51%	
Payroll Taxes		11,525.36	11,900.00	-374.64	96.85%	
Staff Recruitment		75.12				
Employee Recognition		153.83				
Professional Development						
Training & Education		156.00				
Dues & Subscriptions		785.00				
Total Professional Development		941.00				
Travel		2,428.98	1,500.00	928.98	161.93%	
Total 5210 · Personnel		162,891.85	163,400.00	-508.15	99.69%	
5220 · Professional Fees						
Legal Services		0.00	500.00	-500.00	0.0%	
Accounting		506.25	425.00	81.25	119.12%	
Audit/Review Fees		4,200.00	4,200.00	0.00	100.0%	
Computer Consultant		1,289.75	1,500.00	-210.25	85.98%	
Total 5220 · Professional Fees		5,996.00	6,625.00	-629.00	90.51%	
5230 · Office Expenses						
Equipment Lease		149.50	150.00	-0.50	99.67%	
Equipment Maintenance		0.00	500.00	-500.00	0.0%	
Postage & Delivery		5,003.13	4,000.00	1,003.13	125.08%	
Printing & Copying		278.84	1,000.00	-721.16	27.88%	
Supplies		4,751.60	4,000.00	751.60	118.79%	
Telecommunications		3,013.55	3,000.00	13.55	100.45%	

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Total 5230 · Office Expenses		13,196.62	12,650.00	546.62	104.32%	
5240 · Occupancy						
Garden Maintenance		6,443.15				T/R funds
Electricity		3,937.89	4,000.00	-62.11	98.45%	
Heating		1,062.27	1,200.00	-137.73	88.52%	
Building Maintenance		3,230.49	1,000.00	2,230.49	323.05%	T/R funds
Building Repairs		567.57				
Security		332.64	325.00	7.64	102.35%	
Cleaning		1,290.00	1,200.00	90.00	107.5%	
Grounds Maintenance		5,007.38	3,500.00	1,507.38	143.07%	? t/r
Insurance		4,246.00	4,250.00	-4.00	99.91%	
Total 5240 · Occupancy		26,117.39	15,475.00	10,642.39	168.77%	
5250 · Other Expenses						
PayPal Fee		2,142.11	1,750.00	392.11	122.41%	
Bank Service Charges		598.60	500.00	98.60	119.72%	
Credit Card Fees		2,320.48	2,100.00	220.48	110.5%	
Depreciation		23,695.66	23,500.00	195.66	100.83%	
Other		327.48				
Total 5250 · Other Expenses		29,084.33	27,850.00	1,234.33	104.43%	
Total 5200 · National Operations	226,000.00	237,286.19	226,000.00	11,286.19	104.99%	
5400 · Membership						
Awards & Recognition	600.00	309.03	500.00	-190.97	61.81%	
Member Benefits	2,000.00	2,254.38	5,000.00	-2,745.62	45.09%	
Directory/Brochure	350.00	349.00				
Membership brochure	485.00					
Member Development	1,000.00	851.00	2,000.00	-1,149.00	42.55%	
Total 5400 · Membership	4,435.00	3,763.41	7,500.00	-3,736.59	50.18%	

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5500 · Fundraising & Dev't						
Marketing	500.00	2,691.96	1,000.00	1,691.96	269.2%	
Calendar	0.00	6,281.94				above
Lunaria	350.00	0.00	1,000.00	-1,000.00	0.0%	
Garden Gallery	8,000.00	8,287.35	6,000.00	2,287.35	138.12%	above (margin = 20%)
Appeals	2,750.00	2,746.07	2,500.00	246.07	109.84%	
Total 5500 · Fundraising & Dev't	11,600.00	20,007.32	10,500.00	9,507.32	190.55%	
5600 · Programs						
5610 · Education	750.00					
5611 · National Conference						
Facility	5,500.00	6,825.67				
Food	30,000.00	37,924.30				
Awards dinner	5,000.00					
Pre-Conference dinner	7,496.00					
Tours & workshops	10,375.00	18,922.15				
Transportation		1,848.10				
Honoraria	10,035.00	9,499.15				
Staff	4,000.00	4,570.03				
Pre-Conference Planning		1,627.19				
Printing & mailing	200.00					
Shipping	250.00	1,627.31				
Promotional Materials	275.00	2,601.15				
Wmbg passes	3,500.00					
Other Conference Expense	750.00	6,381.81				
5611 · National Conference - Other		0.00	80,000.00	-80,000.00	0.0%	
Total 5611 · National Conference	77,381.00	91,826.86	80,000.00	11,826.86	114.78%	above
5615 · Educational Program Development	1,000.00	342.76	2,000.00	-1,657.24	17.14%	
Total 5610 · Education	79,131.00	92,169.62	82,000.00	10,169.62	112.4%	

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5620 · Publications						
5621 · Newsletters	1,200.00	1,992.74	300.00	1,692.74	664.25%	contractor (BID)
5622 · Herbarist	17,500.00	19,832.13	17,500.00	2,332.13	113.33%	contractor (BID)
5623 · Essential Herb Guides	500.00	167.50	4,000.00	-3,832.50	4.19%	
5620 · Publications - Other	0.00	50.97				
Total 5620 · Publications	19,200.00	22,043.34	21,800.00	243.34	101.12%	
5630 · Information						
5631 · Library	1,000.00	1,437.05	1,000.00	437.05	143.71%	
5632 · Website	3500	7,809.64	7,500.00	309.64	104.13%	
5633 · Archives		227.53				
Total 5630 · Information	1,000.00	9,474.22	8,500.00	974.22	111.46%	
5640 · Botany & Horticulture						
5647 · Native Herb	500.00	0.00	325.00	-325.00	0.0%	
5642 · Seed Exchange	50.00	0.00	150.00	-150.00	0.0%	
5645 · Promising Plants	800.00	258.73	1,200.00	-941.27	21.56%	
5640 · Botany & Horticulture - Other	150.00	125.00	300.00	-175.00	41.67%	
Total 5640 · Botany & Horticulture	1,500.00	383.73	1,975.00	-1,591.27	19.43%	
5690 · Other Program Expense						
5649 · Nominating Committee	300.00	115.00	300.00	-185.00	38.33%	
Total 5690 · Other Program Expense	300.00	115.00	300.00	-185.00	38.33%	
Total 5600 · Programs	101,131.00	124,185.91	114,575.00	9,610.91	108.39%	
Total Expense	365,916.00	412,791.95	383,325.00	29,466.95	107.69%	
Net Income	**-93,166.00**	**-141,629.32**	**-104,875.00**	**-36,754.32**	**135.05%**	