The Herb Society of America, Inc.
Operating Profit & Loss Prev Year Comparison
April 2013 through December 2015

	Apr '13 - Mar 14	Apr '14 - Mar 15	Apr - Dec 15	AVERAGE
Income				
3100 · Membership Dues				
3110 · Unit Dues	86,806.86	84,936.44	84,618.50	85,453.93
3120 · Members at Large Dues	23,696.75	21,999.86	16,875.00	20,857.20
3150 · Business Membership	1,972.00	1,854.00	1,440.00	1,755.33
3175 · Life Membership	6,496.00	4,010.13	3,407.60	4,637.91
Total 3100 · Membership Dues	118,971.61	112,800.43	106,341.10	112,704.38
3200 · Fundraising & Development				
3205 · Garden Gallery Sales				
Calendar Income	3,184.91	2,997.60	0.00	3,091.26
3205 · Garden Gallery Sales - Other	12,201.82	10,444.90	11,090.66	11,245.79
Total 3205 · Garden Gallery Sales	15,386.73	13,442.50	11,090.66	14,337.05
3210 · Contributions to Unres Funds				
3214 · Lunaria	5,165.00	7,061.00	1,800.00	4,675.33
3211 · Unrestricted Contributions	17,284.61	30,069.34	14,177.42	20,510.46
3212 · Unrestricted Board Cntribution	2,725.00	1,183.39	1,323.60	1,744.00
3213 · Annual Fund Contributions	23,121.76	30,752.29	31,488.33	28,454.13
Total 3210 · Contributions to Unres Funds	48,296.37	69,066.02	48,789.35	55,383.91
3230 · Contributions to T/R Accts				
3240 · Green Bridges	30.00	500.00	140.00	223.33
3231 · District Account Contributions				
Central Contributions	400.00	800.00	500.00	566.67
Great Lakes Contributions	250.00	350.00	370.00	323.33
Mid Atlantic Contributions	300.00	300.00	300.00	300.00
Northeast Contributions	545.00	850.00	805.00	733.33
South Central Contributions	400.00	200.00	200.00	266.67
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	2,675.00	2,662.50

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Total 3230 · Contributions to T/R Accts	2,842.50	3,000.00	2,815.00	2,885.83
Total 3200 · Fundraising & Development	66,525.60	85,508.52	62,695.01	72,606.79
3300 · HSA Programs				
3310 · Education				
CAPS	0.00	0.00	-536.39	-536.39
Educator Programs	1,194.00	350.00	275.00	606.33
National Conference				
EdCon Workshops	0.00	0.00	1,050.00	1,050.00
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	86,039.26
District Gatherings				
Central Gathering	1,504.00	2,466.00	0.00	1,985.00
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	6,933.95
South Central Gathering	5,226.25	7,695.00	759.00	4,560.08
Southeast Gathering	1,354.00	1,101.68	0.00	1,227.84
West Gathering	468.03	0.00	0.00	468.03
Total District Gatherings	32,626.98	29,286.12	18,112.03	30,369.33
Total 3310 · Education	108,092.73	98,869.66	130,363.14	116,478.53
3320 · Publications				
Essential Guides	2,782.00	157.50	216.50	1,052.00
Herbarist Support	0.00	600.00	125.00	241.67
Herbarist Ads	4,250.00	3,825.00	5,400.00	4,491.67

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Subscriptions	262.50	0.00	0.00	87.50
Issue Sales	306.00	454.00	492.50	417.50
Total 3320 · Publications	7,600.50	5,036.50	6,234.00	6,290.33
3330 · Information				
Friends of the HSA Library	15.00	15.00	405.00	145.00
Total 3330 · Information	15.00	15.00	405.00	145.00
3340 · Seed Exchange	37.50	32.00	68.50	46.00
Total 3300 · HSA Programs	115,745.73	103,953.16	137,070.64	122,959.87
3500 · Operations				
3506 · Insurance Assessments	1,200.00	1,186.64	1,560.00	1,315.55
Total 3500 · Operations	1,200.00	1,186.64	1,560.00	1,315.55
Total Income	302,442.94	303,448.75	307,666.75	309,586.59
Gross Profit	302,442.94	303,448.75	307,666.75	309,586.59
Expense				
6560 · Payroll Expenses	0.00	0.00	0.00	0.00
5100 · Executive				
5115 · Board EdCon Expenses	181.67	0.00	136.81	106.16
5110 · Board Meetings	1,520.86	3,879.27	1,455.03	2,285.05
5120 · Officers				
5125 · Pres and VPres Travel	3,298.94	4,098.91	2,354.98	3,250.94
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	8,002.36	7,729.85
5130 · Membership Delegates				

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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	1,935.54	892.59
Total 5130 · Membership Delegates	5,073.71	9,828.13	9,015.56	7,972.47
5140 · Committees				
5147 · Publications	519.54	1,426.89	0.00	324.41
5141 · Botany & Horticulture Committee	899.02	1,222.60	1,783.07	1,301.56
5142 · Development Committee	759.33	0.00	0.00	759.33
5143 · Education Committee	411.15	1,740.76	672.62	941.51
5144 · Membership Committee	0.00	141.35	353.32	247.34
5145 · Nominating Committee	613.88	1,370.10	1,125.51	1,036.50
Total 5140 · Committees	3,202.92	5,901.70	3,934.52	4,610.64
Total 5100 · Executive	17,226.33	27,549.12	22,544.28	22,704.17
5200 · National Operations				
5210 · Personnel				
Salaries	155,205.63	147,767.56	133,047.52	145,340.24
Payroll Taxes	12,328.90	11,525.36	10,345.59	11,399.95
Staff Recruitment	0.00	75.12	0.00	75.12
Employee Recognition	157.71	153.83	0.00	155.77
Professional Development				
Training & Education	32.00	156.00	87.63	91.88
Dues & Subscriptions	150.00	785.00	245.00	393.33
Total Professional Development	182.00	941.00	332.63	485.21
Travel	1,502.50	2,428.98	2,108.31	2,013.26
Total 5210 · Personnel	169,376.74	162,891.85	145,834.05	159,469.55

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5220 · Professional Fees				
Legal Services	87.00	0.00	59.00	48.67
Accounting	420.00	506.25	510.00	478.75
Audit/Review Fees	11,200.00	4,200.00	9,000.00	8,133.33
Computer Consultant	1,388.58	1,771.00	2,483.25	1,880.94
Total 5220 · Professional Fees	13,095.58	6,477.25	12,052.25	10,541.69
5230 · Office Expenses				
Equipment Lease	160.29	149.50	156.95	155.58
Postage & Delivery	4,708.55	4,965.50	2,776.65	4,150.23
Printing & Copying	1,202.35	278.84	235.92	572.37
Supplies	4,509.55	4,751.60	3,887.55	4,382.90
Telecommunications	3,906.11	3,013.55	2,758.18	3,225.95
Total 5230 · Office Expenses	14,486.85	13,158.99	9,815.25	12,487.03
5240 · Occupancy				
Garden Maintenance	4,775.58	6,443.15	6,473.18	5,897.30
Electricity	4,549.42	3,937.89	2,806.29	3,764.53
Heating	1,130.79	1,135.89	373.64	880.11
Building Maintenance	2,464.11	3,230.49	618.57	2,104.39
Building Repairs	1,257.75	567.57	710.29	845.20
Security	323.64	332.64	281.88	312.72
Cleaning	1,241.21	1,290.00	716.00	1,082.40
Grounds Maintenance	5,163.66	5,007.38	2,650.90	4,273.98
Insurance	3,988.00	4,246.00	4,554.00	4,262.67
Total 5240 · Occupancy	24,894.16	26,191.01	19,184.75	23,423.31
5250 · Other Expenses				
PayPal Fee	1,968.73	2,142.11	544.46	1,551.77
Bank Service Charges	654.60	598.60	587.30	613.50
Credit Card Fees	2,142.09	2,320.48	2,268.70	2,243.76
Interest Expense	0.00	0.00	0.00	0.00

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Depreciation	21,732.07	23,695.66	17,848.90	21,092.21
Marketing & PR	0.00	0.00	648.89	648.89
Other	252.04	327.48	276.94	285.49
Total 5250 · Other Expenses	26,749.53	29,084.33	22,175.19	26,435.61
Total 5200 · National Operations	248,602.86	237,803.43	209,061.49	232,357.19
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	0.00	37.02
Total 5310 · Central District	427.18	1,103.71	507.90	691.94
5320 · Great Lakes District				
Travel (GL)	155.26	191.25	591.94	312.82
Newsletter (GL)	558.26	333.66	242.26	378.06
Office (GL)	46.00	49.00	0.00	47.50
Total 5320 · Great Lakes District	759.52	573.91	834.20	738.38
5330 · Mid Atlantic District				
Travel (MA)	739.30	671.10	438.00	616.13
Newsletter (MA)	303.34	723.92	337.97	455.08
Office (MA)	41.44	94.47	19.60	51.84
Total 5330 · Mid Atlantic District	1,084.08	1,489.49	795.57	1,123.05
5340 · Northeast District				
Travel (NE)	0.00	0.00	315.47	315.47
Newsletter (NE)	246.38	438.44	238.37	307.73
Office (NE)	9.20	9.80	10.49	9.83
Total 5340 · Northeast District	255.58	448.24	564.33	633.03
5350 · South Central District				

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Travel (SC)	24.00	635.53	0.00	329.77
Newsletter (SC)	62.27	223.07	85.23	123.52
Office (SC)	56.47	0.00	0.00	56.47
Total 5350 · South Central District	142.74	858.60	85.23	509.76
5360 · Southeast District				
Travel (SE)	308.30	0.00	446.94	377.62
Newsletter (SE)	35.00	420.94	84.06	180.00
Office (SE)	0.00	9.80	0.00	9.80
Total 5360 · Southeast District	343.30	430.74	531.00	567.42
5370 · West District				
Travel (W)	1,239.99	0.00	0.00	1,239.99
Newsletter (W)	35.00	100.00	50.00	61.67
Total 5370 · West District	1,274.99	100.00	50.00	1,301.66
Total 5300 · District Operations	4,287.39	5,004.69	3,368.23	5,565.23
5400 · Membership				
Awards & Recognition	391.92	309.03	743.22	481.39
Member Benefits	5,087.95	2,254.38	1,446.67	2,929.67
Directory/Brochure	0.00	349.00	0.00	349.00
Membership Brochures	485.00	0.00	275.00	380.00
Member Development	9,366.26	851.00	375.20	3,530.82
Total 5400 · Membership	15,331.13	3,763.41	2,840.09	7,670.88
5500 · Fundraising & Dev't				
Marketing	1,593.30	2,691.96	604.48	1,629.91
Calendar	5,277.50	6,281.94	0.00	5,779.72
Garden Gallery	11,139.73	11,394.08	10,026.89	10,853.57
Appeals	2,601.97	2,746.07	2,539.81	2,629.28
Total 5500 · Fundraising & Dev't	20,612.50	23,114.05	13,171.18	20,892.48

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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	1,848.10
Honoraria	7,212.15	9,499.15	5,828.36	7,513.22
Staff				
Staff Payroll	2,277.63	0.00	0.00	2,277.63
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	5,938.43
Pre-Conference Planning	614.90	1,627.19	1,037.87	1,093.32
Printing & Mailing	2,954.29	0.00	0.00	2,954.29
Shipping	449.26	1,627.31	0.00	1,038.29
Promotional Materials	1,677.62	2,601.15	0.00	2,139.39
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	86,957.00
5612 · District Gatherings				
Central Gathering	1,199.15	1,919.73	0.00	1,559.44
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	5,255.97
South Central Gathering	3,576.82	6,919.67	747.70	3,748.06
Southeast Gathering	508.82	587.43	0.00	548.13
Total 5612 · District Gatherings	20,093.21	25,308.10	12,178.29	21,647.71
5615 · Educational Program Development	502.08	342.76	791.03	545.29
5616 · Grants				
Samull Grant	1,530.05	1,287.44	600.00	1,139.16

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Grant for Educators	3,230.00	4,686.00	3,615.00	3,843.67
Research Grants	5,499.40	6,000.00	5,433.17	5,644.19
Total 5616 · Grants	10,259.45	11,973.44	9,648.17	10,627.02
Total 5610 · Education	92,143.09	129,451.16	113,035.57	119,777.02
5620 · Publications				
5621 · Newsletters	353.60	1,992.74	1,288.05	1,211.46
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	1,770.75
5620 · Publications - Other	0.00	50.97	0.00	50.97
Total 5620 · Publications	19,556.79	22,043.34	18,445.10	20,639.31
5630 · Information				
5631 · Library	2,209.90	1,454.55	1,181.14	1,615.20
5632 · Website	4,025.69	7,809.64	2,965.76	4,933.70
5633 · Archives	48.81	227.53	569.99	282.11
Total 5630 · Information	6,284.40	9,491.72	4,716.89	6,831.00
5640 · Botany & Horticulture				
5648 · Green Bridges	0.00	500.00	275.00	387.50
5643 · National Herb Garden	26,620.47	18,279.33	0.00	22,449.90
5645 · Promising Plants	2,156.07	258.73	426.67	947.16
5640 · Botany & Horticulture - Other	114.67	125.00	0.00	119.84
Total 5640 · Botany & Horticulture	28,891.21	19,163.06	701.67	23,904.39
5690 · Other Program Expense				
5649 · Nominating Committee	0.00	152.63	278.00	215.32
Total 5690 · Other Program Expense	0.00	152.63	278.00	215.32
Total 5600 · Programs	146,875.49	180,301.91	137,177.23	171,367.04
Total Expense	452,935.70	477,536.61	388,162.50	460,556.98

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Net Income	-150,492.76	-174,087.86	-80,495.75	-150,970.39