

	<u>Apr '20 - Mar 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
Sales Tax Collected	30.75			
4000 · Dues	49,969.48	44,000.00	5,969.48	113.57%
4100 · Income Events				
4101 · Registration	10,086.00	39,900.00	-29,814.00	25.28%
4102 · Meals	0.00	0.00	0.00	0.0%
4103 · Iron in hat	0.00	600.00	-600.00	0.0%
4104 · Auction	0.00	4,400.00	-4,400.00	0.0%
4105 · Refund	-4,507.50	0.00	-4,507.50	100.0%
4106 · Merchandise Sales		3,500.00	-3,500.00	0.0%
4110 · Misc conf revenue	0.00	0.00	0.00	0.0%
Total 4100 · Income Events	<u>5,578.50</u>	<u>48,400.00</u>	<u>-42,821.50</u>	<u>11.53%</u>
4300 · Sales and Donation Income				
4305 · Merch/Memorabilia Sales	0.00	800.00	-800.00	0.0%
4306 · Safety Gear Sales	0.00	0.00	0.00	0.0%
4307 · Online Store	3,679.27	0.00	3,679.27	100.0%
4308 · WA Manual Items	0.00	0.00	0.00	0.0%
4500 · Donations Received	37,903.10	14,000.04	23,903.06	270.74%
Total 4300 · Sales and Donation Income	<u>41,582.37</u>	<u>14,800.04</u>	<u>26,782.33</u>	<u>280.96%</u>
4510 · Rental Income	375.00			
Total Income	<u>97,536.10</u>	<u>107,200.04</u>	<u>-9,663.94</u>	<u>90.99%</u>
Gross Profit	<u>97,536.10</u>	<u>107,200.04</u>	<u>-9,663.94</u>	<u>90.99%</u>
Expense				
5000 · Magazine Expense				
5001 · Magazine Preparation/Editing	5,440.00	8,835.00	-3,395.00	61.57%
5003 · Magazine postage	2,621.76	2,770.00	-148.24	94.65%
5004 · Magazine Printing	10,122.25	9,536.00	586.25	106.15%
5005 · Magazine Editor	3,600.00	3,600.00	0.00	100.0%
5006 · Magazine Shipping	1,542.74	1,510.00	32.74	102.17%

Total 5000 · Magazine Expense	23,326.75	26,251.00	-2,924.25	88.86%
5050 · Web Site Management Expenses	2,717.99	3,600.00	-882.01	75.5%
5100 · Expense Events				
5101 · Site/setup	0.00	3,600.00	-3,600.00	0.0%
5102 · Demos	0.00	0.00	0.00	0.0%
5103 · Lodging & Travel	0.00	400.00	-400.00	0.0%
5104 · Merchandise & Promotion expense	3,682.37	3,144.66	537.71	117.1%
5105 · Credit Card Fees	19.00	0.00	19.00	100.0%
5106 · Food & Catering Expense	0.00	11,800.00	-11,800.00	0.0%
5107 · Equipment, Materials & Supplies	304.63	2,797.34	-2,492.71	10.89%
5108 · Office Supplies and Misc Expens	70.04	6,300.00	-6,229.96	1.11%
5109 · Conference Management Fees	0.00	3,500.00	-3,500.00	0.0%
5230 · Demonstrator Stipend	1,800.00	7,000.00	-5,200.00	25.71%
5240 · Staff & Volunteer Expense	0.00	0.00	0.00	0.0%
Total 5100 · Expense Events	5,876.04	38,542.00	-32,665.96	15.25%
5300 · Education/Instructor Training				
5075 · Rental Expense	180.00	180.00	0.00	100.0%
5304 · Instructor workshop materials	0.00	1,500.00	-1,500.00	0.0%
5305 · Misc. Ed. Expense	702.40	1,800.00	-1,097.60	39.02%
5306 · Instructor Demonstrator	0.00	1,000.00	-1,000.00	0.0%
5307 · Education Chair Stipend	2,080.00	7,200.00	-5,120.00	28.89%
5500 · Library	91.41	500.00	-408.59	18.28%
5800 · Safety	0.00	0.00	0.00	0.0%
Total 5300 · Education/Instructor Training	3,053.81	12,180.00	-9,126.19	25.07%
5405 · Grants and Scholarships	2,600.00	4,000.00	-1,400.00	65.0%
6000 · Admin Expense				
5650 · Promotions	1,563.64	0.00	1,563.64	100.0%
6010 · Bookkeeping Expense	0.00	0.00	0.00	0.0%
6011 · Tax Preparation	1,430.00	1,100.00	330.00	130.0%
6012 · Board meetings/travel	0.00	0.00	0.00	0.0%
6014 · Office Supplies	177.27	0.00	177.27	100.0%
6015 · Software Expense	286.89	480.00	-193.11	59.77%

6016 · Postage	433.53	360.00	73.53	120.43%
6018 · Officer Stipend Treas/Secretary	3,600.00	7,200.00	-3,600.00	50.0%
6020 · Taxes & fees	-1,391.71	294.00	-1,685.71	-473.37%
6030 · Bank charges	13.45	120.00	-106.55	11.21%
6035 · Investment Account Charges	164.17	1,200.00	-1,035.83	13.68%
6040 · Credit Card Payment Fees	2,652.51	3,077.10	-424.59	86.2%
6060 · Membership Software	1,728.00	1,728.00	0.00	100.0%
6114 · Insurance General Liability	4,123.36	4,251.00	-127.64	97.0%
6125 · Shipping office supplies	261.55			
Total 6000 · Admin Expense	<u>15,042.66</u>	<u>19,810.10</u>	<u>-4,767.44</u>	<u>75.93%</u>
6100 · Ins	0.00	0.00	0.00	0.0%
66900 · Reconciliation Discrepancies	-220.20	0.00	-220.20	100.0%
69800 · Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	<u>52,397.05</u>	<u>104,383.10</u>	<u>-51,986.05</u>	<u>50.2%</u>
Net Ordinary Income	<u>45,139.05</u>	<u>2,816.94</u>	<u>42,322.11</u>	<u>1,602.41%</u>
Other Income/Expense				
4299 · Interest Income	0.36	4.77	-4.41	7.55%
4420 · Dividend Income	205.85	0.00	205.85	100.0%
Total 4400 · Other Income	<u>206.21</u>	<u>4.77</u>	<u>201.44</u>	<u>4,323.06%</u>
Total Other Income	<u>206.21</u>	<u>4.77</u>	<u>201.44</u>	<u>4,323.06%</u>
Net Other Income	<u>206.21</u>	<u>4.77</u>	<u>201.44</u>	<u>4,323.06%</u>
Net Income	<u><u>45,345.26</u></u>	<u><u>2,821.71</u></u>	<u><u>42,523.55</u></u>	<u><u>1,607.01%</u></u>