

National Association for Interpretation

FY 2015 FIRST QUARTER ACTUAL V BUDGET

January - March, 2015

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Revenue			
04100 Memberships	0.00	0.00	0.00
04110 Regular	63,407.68	42,500.00	20,907.68
04115 Certification memberships (discounted)	23,650.00	15,000.00	8,650.00
04120 Institutional	8,265.00	8,500.00	-235.00
04130 Commercial	5,151.00	4,100.00	1,051.00
04140 Senior	3,863.00	2,100.00	1,763.00
04150 Student	6,995.33	3,600.00	3,395.33
04160 Lifetime	11,738.13	0.00	11,738.13
Total 04100 Memberships	123,070.14	75,800.00	47,270.14
04200 Certification	0.00	0.00	0.00
04210 Course material sales (workbooks, cert lib)	27,725.32	7,500.00	20,225.32
04220 Entry Level Certification fees (CIG,CIH)	92,254.86	52,005.00	40,249.86
04230 Recertification fees (all)	6,730.00	5,400.00	1,330.00
04240 Certification training (NAI - prof categories)	14,475.00	22,000.00	-7,525.00
04250 Shipping & handling	1,296.43	90.00	1,206.43
04260 Professional Certification Fees (CIT,CIP,CIM,CHI)	5,838.00	4,200.00	1,638.00
04280 Other Certification Revenue	0.00	0.00	0.00
Total 04200 Certification	148,319.61	91,195.00	57,124.61
04300 Other Training	0.00	0.00	0.00
04310 Workshops - Social Media, etc.	8,000.00	4,313.00	3,687.00
04320 Webinars	9,130.00	2,100.00	7,030.00
04330 Consulting	3,500.00	1,750.00	1,750.00
04340 Planning Training (PIP)	4,025.00	5,500.00	-1,475.00
04350 Management Training (IMI)	0.00	0.00	0.00
Total 04300 Other Training	24,655.00	13,663.00	10,992.00
04400 National Conference	0.00	0.00	0.00
04410 Registrations	75.00	0.00	75.00
04420 Conference webinars	0.00	0.00	0.00
04430 Exhibit Hall	1,225.00	2,475.00	-1,250.00
04440 Program Ads	61.66	0.00	61.66
04450 Sponsorships	0.00	0.00	0.00
04460 Media Awards Fees	90.00	150.00	-60.00
04470 Pre/Post-Workshop registrations	0.00	0.00	0.00
04480 Offsite / Special Event Fees	0.00	0.00	0.00
Total 04400 National Conference	1,451.66	2,625.00	-1,173.34
04500 International Conference	0.00	0.00	0.00
04510 Registrations	22,425.00	71,775.00	-49,350.00
04520 Exhibit Hall	1,500.00	2,500.00	-1,000.00

04530 Program ads	620.00	1,000.00	-380.00
04540 Sponsorships	0.00	1,500.00	-1,500.00
Total 04500 International Conference	24,545.00	76,775.00	-52,230.00
04600 Publications and Merchandise	0.00	0.00	0.00
04610 Merchandise	177.05	150.00	27.05
04620 Other pub./merchandise income	1,056.00	600.00	456.00
04630 Non-InterpPress publications	11,338.17	3,000.00	8,338.17
04640 Re-stocking fee	91.65	0.00	91.65
04650 Shipping & handling	1,214.45	1,500.00	-285.55
04660 InterpPress Books	0.00	0.00	0.00
04661 Personal Interpretation	3,441.64	1,500.00	1,941.64
04662 Interpretive Planniing	496.70	300.00	196.70
04663 Nature Center Book	91.35	150.00	-58.65
04664 Management of Interp. Site	160.35	0.00	160.35
04665 History of Heritage Interp.	26.20	0.00	26.20
04666 Interpretive Writing	24.30	100.00	-75.70
04667 Meaningful Interpretation	603.60	150.00	453.60
04668 Applied Interpretation	93.50	0.00	93.50
04669 Interpretation by Design	2,659.50	450.00	2,209.50
Total 04660 InterpPress Books	7,597.14	2,650.00	4,947.14
04670 InterpPress DVDs	0.00	0.00	0.00
04671 Louv DVD	0.00	0.00	0.00
04672 Loewen DVD	0.00	0.00	0.00
04673 Wheeler DVD	0.00	0.00	0.00
04674 Conner DVD	0.00	0.00	0.00
04675 Shilling DVD	0.00	0.00	0.00
04676 Ham DVD	0.00	0.00	0.00
04677 Spoon DVD	15.00	20.00	-5.00
04678 Jarvis DVD	0.00	0.00	0.00
04679 Lethbridge DVD	0.00	0.00	0.00
Total 04670 InterpPress DVDs	15.00	20.00	-5.00
04680 InterpPress eBooks	0.00	0.00	0.00
04681 Map	-9.23	0.00	-9.23
04682 Perspectives	35.34	0.00	35.34
04683 Solutions	70.05	0.00	70.05
04684 Preschool	223.04	10.00	213.04
Total 04680 InterpPress eBooks	319.20	10.00	309.20
04690 Other InterpPress	0.00	0.00	0.00
04691 Your True Nature	48.80	50.00	-1.20
04692 Pregracke DVD	0.00	0.00	0.00
04693 IP Library	86.56	50.00	36.56
Total 04690 Other InterpPress	135.36	100.00	35.36
Total 04600 Publications and Merchandise	21,944.02	8,030.00	13,914.02
04700 Advertising	0.00	0.00	0.00
04710 Publication ad revenue	14,329.14	11,040.00	3,289.14
04720 Labels / mailing lists	0.00	350.00	-350.00

04730 Jobs web income	0.00	0.00	0.00
04740 Ad web income (MultiView)	0.00	1,330.00	-1,330.00
04750 Green Pages upgrades	506.34	4,200.00	-3,693.66
Total 04700 Advertising	14,835.48	16,920.00	-2,084.52
04800 Public Support	0.00	0.00	0.00
04810 Grants, NOAA	0.00	0.00	0.00
04820 Grants, other federal support	0.00	0.00	0.00
04830 Grants, foundations	0.00	0.00	0.00
04840 Contributions, general	7,461.77	0.00	7,461.77
04850 Contributions, Enos Mills	375.00	545.00	-170.00
04860 Contributions, Legacy Trust	0.00	0.00	0.00
04870 Contributions, student scholarships	500.00	0.00	500.00
04875 Contributions, IC Scholarship	0.00	0.00	0.00
Total 04800 Public Support	8,336.77	545.00	7,791.77
04900 Other Revenue	0.00	0.00	0.00
04910 Rent income	5,400.00	8,100.00	-2,700.00
04920 Interest income	10.95	0.00	10.95
04930 Miscellaneous	222.96	0.00	222.96
Total 04900 Other Revenue	5,633.91	8,100.00	-2,466.09
Total Revenue	\$372,791.59	\$293,653.00	\$79,138.59
Gross Profit	\$372,791.59	\$293,653.00	\$79,138.59
Expenditures			
05100 Member Services	0.00	0.00	0.00
05110 Travel	140.52	0.00	140.52
05120 Supplies	59.00	3,600.00	-3,541.00
05130 Printing & Copying	0.00	800.00	-800.00
05140 Postage/Fax/Shipping	234.22	1,950.00	-1,715.78
05150 Marketing/development	0.00	150.00	-150.00
05160 Publications, Legacy	14,654.90	13,200.00	1,454.90
05170 Publications, Journal of Interp	1,173.63	2,300.00	-1,126.37
05180 Discounts/Credits	0.00	30.00	-30.00
Total 05100 Member Services	16,262.27	22,030.00	-5,767.73
05200 Certification Expense	0.00	0.00	0.00
05210 Travel	7,149.65	15,000.00	-7,850.35
05220 Supplies	1,427.65	1,900.00	-472.35
05230 Printing & Copying	11.88	180.00	-168.12
05240 Postage/Fax/Shipping	3,831.00	2,700.00	1,131.00
05250 Contract Services	1,400.00	8,000.00	-6,600.00
05260 Training / Workshop expenses	249.56	300.00	-50.44
05270 Cost of materials sold	0.00	96.00	-96.00
05280 Other expenses	67.86	105.00	-37.14
05290 Scholarship expense	0.00	0.00	0.00
Total 05200 Certification Expense	14,137.60	28,281.00	-14,143.40
05300 Other Training Expense	0.00	0.00	0.00
05310 Travel	1,973.61	2,200.00	-226.39

05320 Supplies	0.00	50.00	-50.00
05330 Printing & Copying	0.00	0.00	0.00
05340 Postage/Fax/Shipping	0.00	60.00	-60.00
05350 Contract Services	0.00	500.00	-500.00
05360 Webinar expenses	454.95	1,550.00	-1,095.05
Total 05300 Other Training Expense	2,428.56	4,360.00	-1,931.44
05400 National Conference (Workshop)	0.00	0.00	0.00
05410 Travel / Transportation	774.07	350.00	424.07
05420 Supplies	0.00	0.00	0.00
05430 Printing & Copying	836.53	0.00	836.53
05440 Postage/Fax/Shipping/Tel	269.29	0.00	269.29
05450 Catering	-265.63	0.00	-265.63
05460 Exhibit Hall	0.00	0.00	0.00
05470 Speakers / Program	1,605.00	0.00	1,605.00
05480 Scholarship expense	0.00	0.00	0.00
05490 Storage	295.50	183.00	112.50
05495 Other expense	3,203.00	0.00	3,203.00
Total 05400 National Conference (Workshop)	6,717.76	533.00	6,184.76
05500 International Conference Expens	0.00	0.00	0.00
05510 Travel	0.00	3,400.00	-3,400.00
05520 Supplies	0.00	1,700.00	-1,700.00
05530 Printing & Copying	0.00	0.00	0.00
05540 Postage/Fax/Shipping	0.00	200.00	-200.00
05550 Contract Services	0.00	6,000.00	-6,000.00
05560 Scholarship expense	0.00	1,400.00	-1,400.00
05570 Other Expense	0.00	0.00	0.00
Total 05500 International Conference Expens	0.00	12,700.00	-12,700.00
05600 Publication & Merchandise	0.00	0.00	0.00
05610 InterpPress publications	0.00	0.00	0.00
05611 Authors' royalties	552.61	900.00	-347.39
05612 Publication costs	11.40	11.40	0.00
05613 Storage	1,010.50	729.00	281.50
Total 05610 InterpPress publications	1,574.51	1,640.40	-65.89
05620 Other publications - inventory	2,900.74	3,500.00	-599.26
05630 Merchandise - inventory	0.00	0.00	0.00
05640 Postage / UPS	1,060.29	1,300.00	-239.71
05650 Shipping Supplies	153.09	75.00	78.09
05660 Sales tax expense	0.00	15.00	-15.00
Total 05600 Publication & Merchandise	5,688.63	6,530.40	-841.77
05700 Other Program Expense	0.00	0.00	0.00
05710 Staff travel, other	4,020.96	4,286.00	-265.04
05720 Advocacy	1,155.82	5,000.00	-3,844.18
05730 Miscellaneous	0.00	0.00	0.00
Total 05700 Other Program Expense	5,176.78	9,286.00	-4,109.22
06100 Salaries / Wages	0.00	0.00	0.00
06110 Executive Director	25,752.00	25,752.00	0.00

06120 Deputy Director	16,611.00	16,611.00	0.00
06130 Events Manager	14,094.48	14,094.00	0.48
06150 Certification/Training Manager	12,730.74	12,732.00	-1.26
06160 Member Services Manager	10,162.98	10,164.00	-1.02
06170 Certification Specialist	9,338.76	9,339.00	-0.24
06180 Administrative Assistant	5,634.64	7,120.93	-1,486.29
06190 Bonus Pool	0.00	0.00	0.00
Total 06100 Salaries / Wages	94,324.60	95,812.93	-1,488.33
06200 Payroll Taxes	0.00	0.00	0.00
06210 FICA	7,047.23	7,632.00	-584.77
06220 Unemployment tax	1,336.09	2,221.00	-884.91
Total 06200 Payroll Taxes	8,383.32	9,853.00	-1,469.68
06300 Employee Benefits	0.00	0.00	0.00
06310 Health/Vision/Dental	21,384.11	18,615.00	2,769.11
06320 Longterm disability (Standard Ins.)	1,181.64	885.00	296.64
06330 Workers comp insurance	396.00	0.00	396.00
06340 Retirement	11,233.72	8,424.00	2,809.72
06350 Professional development	648.00	1,720.00	-1,072.00
Total 06300 Employee Benefits	34,843.47	29,644.00	5,199.47
06400 Office Operations	0.00	0.00	0.00
06410 Other expenses	24.06	75.00	-50.94
06420 Office supplies	129.97	600.00	-470.03
06430 Office printing	0.00	0.00	0.00
06440 General postage	39.62	150.00	-110.38
06450 Contract services, office	170.59	200.00	-29.41
06460 Licenses & Permits	230.00	310.00	-80.00
06470 Accounting fees	15,175.55	25,500.00	-10,324.45
06480 Legal fees	0.00	0.00	0.00
Total 06400 Office Operations	15,769.79	26,835.00	-11,065.21
06500 Occupancy	0.00	0.00	0.00
06510 Building insurance	2,876.51	2,175.00	701.51
06520 Building supplies	139.65	240.00	-100.35
06530 Cleaning & Maintenance	2,305.40	1,391.00	914.40
06540 Repairs	686.81	0.00	686.81
06550 Contract services (sec, elev)	1,386.52	1,087.00	299.52
06560 Utilities	3,342.07	2,070.00	1,272.07
06570 Property tax	7,295.82	14,690.00	-7,394.18
06580 RMBO Triple Net	-2,925.00	-4,389.00	1,464.00
06590 Mortgage Principal	5,841.44	3,780.00	2,061.44
Total 06500 Occupancy	20,949.22	21,044.00	-94.78
06600 Other Indirect Operating	0.00	0.00	0.00
06610 Telecommunications	1,762.61	1,725.00	37.61
06620 Equipment lease	1,502.55	1,516.00	-13.45
06630 Software licenses (QB/CC/SM/BC)	2,514.01	1,720.00	794.01
06640 iMIS AMS System	16,791.78	7,000.00	9,791.78
06650 Bank service charges	723.37	900.00	-176.63

06660 Credit card fees	7,131.52	6,850.00	281.52
06670 Bad Checks, Bad Debts	0.00	0.00	0.00
Total 06600 Other Indirect Operating	30,425.84	19,711.00	10,714.84
06700 Board Expenses	0.00	0.00	0.00
06710 Travel, board members	7,512.86	5,300.00	2,212.86
06720 Travel, staff	851.69	1,000.00	-148.31
06730 D & O Insurance	626.01	0.00	626.01
06740 Board meeting expenses	2,346.74	300.00	2,046.74
06750 Board election expenses	0.00	0.00	0.00
06760 Other Board Expenses	20.00	0.00	20.00
Total 06700 Board Expenses	11,357.30	6,600.00	4,757.30
07000 Development Expenses	0.00	0.00	0.00
07100 Organizational development/promotion	2,233.98	1,975.00	258.98
07200 Fundraising expenses	0.00	500.00	-500.00
Total 07000 Development Expenses	2,233.98	2,475.00	-241.02
09000 Interest Expenses	0.00	0.00	0.00
09100 Interest, Line of Credit	708.33	1,465.00	-756.67
09200 Interest, mortgage	3,565.51	5,640.00	-2,074.49
Total 09000 Interest Expenses	4,273.84	7,105.00	-2,831.16
Total Expenditures	\$272,972.96	\$302,800.33	\$ -29,827.37
Net Operating Revenue	\$99,818.63	\$ -9,147.33	\$108,965.96
Other Revenue			
4999 OU Revenue	0.00	0.00	0.00
4999a OU Workshop Registrations	110,554.50	110,554.50	0.00
4999b OU Member Networking Revenue	90.00	90.00	0.00
4999c OU Fundraising Revenue	11,060.20	11,060.20	0.00
Total 4999 OU Revenue	121,704.70	121,704.70	0.00
Total Other Revenue	\$121,704.70	\$121,704.70	\$0.00
Other Expenditures			
7999 OU Expenses	0.00	0.00	0.00
7999a OU Training/Workshop Expenses	43,391.07	61,165.32	-17,774.25
7999b OU Member Networking	69.00	69.00	0.00
7999c OU Administrative Expenses	3,673.70	2,780.55	893.15
7999d OU Fundraising/Scholarship Expense	8,564.92	10,064.92	-1,500.00
7999e OU Miscellaneous Expenses	531.64	531.64	0.00
Total 7999 OU Expenses	56,230.33	74,611.43	-18,381.10
Total Other Expenditures	\$56,230.33	\$74,611.43	\$ -18,381.10
Net Other Revenue	\$65,474.37	\$47,093.27	\$18,381.10
Net Revenue	\$165,293.00	\$37,945.94	\$127,347.06

Tuesday, Apr 21, 2015 10:15:20 AM PDT GMT-6 - Cash Basis