

National Association for Interpretation

YTD BUDGET VS. ACTUALS - THIRD QUARTER

January - September, 2015

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Revenue			
04100 Memberships			
04110 Regular	161,243.12	126,500.00	34,743.12
04115 Certification memberships (discounted)	27,554.98	45,000.00	-17,445.02
04120 Institutional	24,410.00	25,000.00	-590.00
04130 Commercial	10,851.00	11,800.00	-949.00
04140 Senior	11,532.00	7,500.00	4,032.00
04150 Student	16,885.81	8,550.00	8,335.81
04160 Lifetime	11,738.13	0.00	11,738.13
Total 04100 Memberships	264,215.04	224,350.00	39,865.04
04200 Certification			
04210 Course material sales (workbooks, cert lib)	39,937.53	22,500.00	17,437.53
04220 Entry Level Certification fees (CIG,CIH)	182,650.92	156,015.00	26,635.92
04230 Recertification fees (all)	17,142.00	16,200.00	942.00
04240 Certification training (NAI - prof categories)	44,825.00	50,400.00	-5,575.00
04250 Shipping & handling	3,120.19	270.00	2,850.19
04260 Professional Certification Fees (CIT,CIP,CIM,CHI)	13,808.00	12,600.00	1,208.00
04280 Other Certification Revenue	435.00	0.00	435.00
Total 04200 Certification	301,918.64	257,985.00	43,933.64
04300 Other Training			
04310 Workshops - Social Media, etc.	12,625.00	14,550.00	-1,925.00
04320 Webinars	21,275.00	6,300.00	14,975.00
04330 Consulting	3,500.00	1,750.00	1,750.00
04340 Planning Training (PIP)	49,275.00	16,500.00	32,775.00
04350 Management Training (IMI)		0.00	0.00
Total 04300 Other Training	86,675.00	39,100.00	47,575.00
04400 National Conference			
04410 Registrations	142,134.85	159,900.00	-17,765.15
04420 Conference webinars		2,500.00	-2,500.00
04430 Exhibit Hall	14,100.00	22,975.00	-8,875.00
04440 Program Ads	421.15	2,500.00	-2,078.85
04450 Sponsorships	3,250.00	8,000.00	-4,750.00
04460 Media Awards Fees	2,895.00	4,200.00	-1,305.00
04470 Pre/Post-Workshop registrations	9,040.00	15,715.00	-6,675.00
04480 Offsite / Special Event Fees	16,832.00	11,993.00	4,839.00
Total 04400 National Conference	188,673.00	227,783.00	-39,110.00
04500 International Conference			
04510 Registrations	42,843.00	85,775.00	-42,932.00
04520 Exhibit Hall	3,450.00	2,500.00	950.00

04530 Program ads	920.00	1,000.00	-80.00
04540 Sponsorships	2,185.17	2,500.00	-314.83
Total 04500 International Conference	49,398.17	91,775.00	-42,376.83
04600 Publications and Merchandise			
04610 Merchandise	483.17	450.00	33.17
04620 Other pub./merchandise income	3,214.90	1,800.00	1,414.90
04630 Non-InterpPress publications	27,688.85	9,000.00	18,688.85
04640 Re-stocking fee	91.65	0.00	91.65
04650 Shipping & handling	2,969.16	4,500.00	-1,530.84
04660 InterpPress Books			
04661 Personal Interpretation	7,875.75	4,500.00	3,375.75
04662 Interpretive Planniing	1,023.05	900.00	123.05
04663 Nature Center Book	798.20	450.00	348.20
04664 Management of Interp. Site	338.10	0.00	338.10
04665 History of Heritage Interp.	83.60	0.00	83.60
04666 Interpretive Writing	1,102.35	100.00	1,002.35
04667 Meaningful Interpretation	1,843.00	150.00	1,693.00
04668 Applied Interpretation	1,553.05	0.00	1,553.05
04669 Interpretation by Design	3,804.10	1,350.00	2,454.10
Total 04660 InterpPress Books	18,421.20	7,450.00	10,971.20
04670 InterpPress DVDs			
04671 Louv DVD	15.00	0.00	15.00
04672 Loewen DVD		0.00	0.00
04673 Wheeler DVD		0.00	0.00
04674 Conner DVD		0.00	0.00
04675 Shilling DVD		0.00	0.00
04676 Ham DVD	15.00	0.00	15.00
04677 Spoon DVD	15.00	60.00	-45.00
04678 Jarvis DVD		0.00	0.00
04679 Lethbridge DVD		0.00	0.00
Total 04670 InterpPress DVDs	45.00	60.00	-15.00
04680 InterpPress eBooks			
04681 Map	12.86	0.00	12.86
04682 Perspectives	28.75	0.00	28.75
04683 Solutions	56.47	0.00	56.47
04684 Preschool	477.61	30.00	447.61
Total 04680 InterpPress eBooks	575.69	30.00	545.69
04690 Other InterpPress			
04691 Your True Nature	151.80	150.00	1.80
04692 Pregracke DVD	15.00	0.00	15.00
04693 IP Library	155.56	150.00	5.56
Total 04690 Other InterpPress	322.36	300.00	22.36
Total 04600 Publications and Merchandise	53,811.98	23,590.00	30,221.98
04700 Advertising			
04710 Publication ad revenue	24,455.52	33,120.00	-8,664.48
04720 Labels / mailing lists		350.00	-350.00

04730 Jobs web income		0.00	0.00
04740 Ad web income (MultiView)		2,630.00	-2,630.00
04750 Green Pages upgrades	715.85	4,200.00	-3,484.15
Total 04700 Advertising	25,171.37	40,300.00	-15,128.63
04800 Public Support			
04810 Grants, NOAA		0.00	0.00
04820 Grants, other federal support		0.00	0.00
04830 Grants, foundations		0.00	0.00
04840 Contributions, general	10,639.38	0.00	10,639.38
04850 Contributions, Enos Mills	430.00	1,950.00	-1,520.00
04860 Contributions, Legacy Trust		0.00	0.00
04870 Contributions, student scholarships	500.00	0.00	500.00
04875 Contributions, IC Scholarship	2,910.00	2,000.00	910.00
Total 04800 Public Support	14,479.38	3,950.00	10,529.38
04900 Other Revenue			
04910 Rent income	27,054.79	24,300.00	2,754.79
04920 Interest income	237.20	0.00	237.20
04930 Miscellaneous	0.00	0.00	0.00
Total 04900 Other Revenue	27,291.99	24,300.00	2,991.99
Total Revenue	\$1,011,634.57	\$933,133.00	\$78,501.57
Gross Profit	\$1,011,634.57	\$933,133.00	\$78,501.57
Expenditures			
05100 Member Services			
05110 Travel	447.32	0.00	447.32
05120 Supplies		4,150.00	-4,150.00
05130 Printing & Copying	2,024.11	1,400.00	624.11
05140 Postage/Fax/Shipping	3,386.57	5,850.00	-2,463.43
05150 Marketing/development	84.46	450.00	-365.54
05160 Publications, Legacy	28,480.89	33,000.00	-4,519.11
05170 Publications, Journal of Interp	2,947.13	4,600.00	-1,652.87
05180 Discounts/Credits	26.23	90.00	-63.77
Total 05100 Member Services	37,396.71	49,540.00	-12,143.29
05200 Certification Expense			
05210 Travel	12,703.39	24,000.00	-11,296.61
05220 Supplies	6,605.42	3,700.00	2,905.42
05230 Printing & Copying		540.00	-540.00
05240 Postage/Fax/Shipping	8,749.54	8,100.00	649.54
05250 Contract Services	3,400.00	12,000.00	-8,600.00
05260 Training / Workshop expenses	1,057.88	900.00	157.88
05270 Cost of materials sold		3,820.00	-3,820.00
05280 Other expenses	312.71	465.00	-152.29
05290 Scholarship expense		0.00	0.00
Total 05200 Certification Expense	32,828.94	53,525.00	-20,696.06
05300 Other Training Expense			
05310 Travel	16,574.13	6,100.00	10,474.13

05320 Supplies	312.75	150.00	162.75
05330 Printing & Copying	27.28	0.00	27.28
05340 Postage/Fax/Shipping		180.00	-180.00
05350 Contract Services	6,000.00	1,000.00	5,000.00
05360 Webinar expenses	8,735.38	3,650.00	5,085.38
Total 05300 Other Training Expense	31,649.54	11,080.00	20,569.54
05400 National Conference (Workshop)			
05410 Travel / Transportation	3,146.64	1,550.00	1,596.64
05420 Supplies	21.18	400.00	-378.82
05430 Printing & Copying	836.53	300.00	536.53
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
05470 Speakers / Program	68.53	3,000.00	-2,931.47
05480 Scholarship expense	4,468.90	8,000.00	-3,531.10
05490 Storage	842.25	549.00	293.25
05495 Other expense	6,718.85	0.00	6,718.85
Total 05400 National Conference (Workshop)	16,106.54	13,799.00	2,307.54
05500 International Conference Expens			
05510 Travel	9,170.53	13,400.00	-4,229.47
05520 Supplies	440.53	2,150.00	-1,709.47
05530 Printing & Copying		600.00	-600.00
05540 Postage/Fax/Shipping		200.00	-200.00
05550 Contract Services	46,404.59	44,110.00	2,294.59
05560 Scholarship expense	1,500.00	1,400.00	100.00
05570 Other Expense	3,893.62	10,500.00	-6,606.38
Total 05500 International Conference Expens	61,409.27	72,360.00	-10,950.73
05600 Publication & Merchandise			
05610 InterpPress publications			
05611 Authors' royalties	2,075.86	3,000.00	-924.14
05612 Publication costs	11.40	0.00	11.40
05613 Storage	2,407.75	2,187.00	220.75
Total 05610 InterpPress publications	4,495.01	5,187.00	-691.99
05620 Other publications - inventory	10,628.18	17,500.00	-6,871.82
05630 Merchandise - inventory		0.00	0.00
05640 Postage / UPS	3,084.49	3,300.00	-215.51
05650 Shipping Supplies	243.01	225.00	18.01
05660 Sales tax expense	26.94	45.00	-18.06
Total 05600 Publication & Merchandise	18,477.63	26,257.00	-7,779.37
05700 Other Program Expense			
05710 Staff travel, other	8,563.92	7,251.00	1,312.92
05720 Advocacy	6,655.82	5,500.00	1,155.82
05730 Miscellaneous	181.81	0.00	181.81
Total 05700 Other Program Expense	15,401.55	12,751.00	2,650.55
06100 Salaries / Wages			
06110 Executive Director	77,256.00	77,256.00	0.00

06120 Deputy Director	49,833.00	49,833.00	0.00
06130 Events Manager	43,194.66	42,282.00	912.66
06150 Certification/Training Manager	38,192.22	38,196.00	-3.78
06160 Member Services Manager	30,488.94	30,492.00	-3.06
06170 Certification Specialist	28,016.28	28,017.00	-0.72
06180 Administrative Assistant	17,119.16	14,625.00	2,494.16
06185 Shipping Clerk	4,362.54	5,463.00	-1,100.46
06190 Bonus Pool	541.42	1,500.00	-958.58
Total 06100 Salaries / Wages	289,004.22	287,664.00	1,340.22
06200 Payroll Taxes			
06210 FICA	21,261.94	22,896.00	-1,634.06
06220 Unemployment tax	1,771.82	2,369.00	-597.18
Total 06200 Payroll Taxes	23,033.76	25,265.00	-2,231.24
06300 Employee Benefits			
06310 Health/Vision/Dental	47,160.52	55,845.00	-8,684.48
06320 Longterm disability (Standard Ins.)	2,954.10	2,655.00	299.10
06330 Workers comp insurance	396.00	0.00	396.00
06340 Retirement	19,659.01	25,272.00	-5,612.99
06350 Professional development	1,482.88	3,020.00	-1,537.12
Total 06300 Employee Benefits	71,652.51	86,792.00	-15,139.49
06400 Office Operations			
06410 Other expenses	170.38	150.00	20.38
06420 Office supplies	993.62	1,800.00	-806.38
06430 Office printing	1,101.34	0.00	1,101.34
06440 General postage	223.19	450.00	-226.81
06450 Contract services, office	319.33	480.00	-160.67
06460 Licenses & Permits	457.00	286.00	171.00
06470 Accounting fees	48,730.55	44,000.00	4,730.55
06480 Legal fees		0.00	0.00
Total 06400 Office Operations	51,995.41	47,166.00	4,829.41
06500 Occupancy			
06510 Building insurance	3,509.93	2,900.00	609.93
06520 Building supplies	739.58	720.00	19.58
06530 Cleaning & Maintenance	6,765.78	5,277.00	1,488.78
06540 Repairs	1,317.34	0.00	1,317.34
06550 Contract services (sec, elev)	2,941.37	3,261.00	-319.63
06560 Utilities	6,984.70	6,210.00	774.70
06570 Property tax	22,539.87	29,380.00	-6,840.13
06580 RMBO Triple Net	-14,513.96	-13,167.00	-1,346.96
06590 Mortgage Principal	17,593.37	11,340.00	6,253.37
Total 06500 Occupancy	47,877.98	45,921.00	1,956.98
06600 Other Indirect Operating			
06610 Telecommunications	5,899.59	5,175.00	724.59
06620 Equipment lease	6,186.71	4,548.00	1,638.71
06630 Software licenses (QB/CC/SM/BC)	3,234.94	4,090.00	-855.06
06640 iMIS AMS System	51,447.07	19,800.00	31,647.07

06650 Bank service charges	2,942.12	2,700.00	242.12
06660 Credit card fees	20,893.76	23,750.00	-2,856.24
06670 Bad Checks, Bad Debts		200.00	-200.00
Total 06600 Other Indirect Operating	90,604.19	60,263.00	30,341.19
06700 Board Expenses			
06710 Travel, board members	17,752.96	15,742.00	2,010.96
06720 Travel, staff	851.69	2,000.00	-1,148.31
06730 D & O Insurance	1,878.03	0.00	1,878.03
06740 Board meeting expenses	2,862.17	600.00	2,262.17
06750 Board election expenses		0.00	0.00
06760 Other Board Expenses	20.00	0.00	20.00
Total 06700 Board Expenses	23,364.85	18,342.00	5,022.85
07000 Development Expenses			
07100 Organizational development/promotion	4,621.17	4,525.00	96.17
07200 Fundraising expenses	585.00	500.00	85.00
Total 07000 Development Expenses	5,206.17	5,025.00	181.17
09000 Interest Expenses			
09100 Interest, Line of Credit	1,770.83	4,095.00	-2,324.17
09200 Interest, mortgage	10,988.99	16,920.00	-5,931.01
Total 09000 Interest Expenses	12,759.82	21,015.00	-8,255.18
Total Expenditures	\$828,769.09	\$836,765.00	\$ -7,995.91
Net Operating Revenue	\$182,865.48	\$96,368.00	\$86,497.48
Other Revenue			
4999 OU Revenue			
4999a OU Workshop Registrations	137,978.58	110,554.50	27,424.08
4999b OU Member Networking Revenue	105.00	90.00	15.00
4999c OU Fundraising Revenue	23,259.57	11,060.20	12,199.37
Total 4999 OU Revenue	161,343.15	121,704.70	39,638.45
Total Other Revenue	\$161,343.15	\$121,704.70	\$39,638.45
Other Expenditures			
7999 OU Expenses			
7999a OU Training/Workshop Expenses	109,659.33	61,165.32	48,494.01
7999b OU Member Networking	1,080.45	69.00	1,011.45
7999c OU Administrative Expenses	4,731.77	2,780.55	1,951.22
7999d OU Fundraising/Scholarship Expense	16,186.98	10,064.92	6,122.06
7999e OU Miscellaneous Expenses	531.64	531.64	0.00
Total 7999 OU Expenses	132,190.17	74,611.43	57,578.74
Total Other Expenditures	\$132,190.17	\$74,611.43	\$57,578.74
Net Other Revenue	\$29,152.98	\$47,093.27	\$ -17,940.29
Net Revenue	\$212,018.46	\$143,461.27	\$68,557.19

Friday, Oct 16, 2015 04:17:10 PM PDT GMT-6 - Cash Basis