

**NAI**  
**3rd Quarter 2014 Statement of Activity Budget vs. Actuals**  
 January - September, 2014

	Total	
	Actual	Budget
<b>Revenue</b>		
<b>04100 Memberships</b>		
04110 Regular	206,788.25	218,500.00
04120 Institutional	24,165.42	0.00
04130 Commercial	8,400.00	0.00
04140 Senior	6,615.00	0.00
04150 Student	10,435.00	0.00
04160 Lifetime	12,943.55	8,901.00
<b>Total 04100 Memberships</b>	<b>\$ 269,347.22 \$</b>	<b>227,401.00</b>
<b>04200 Certification</b>		
04210 Course material sales	69,320.00	139,600.00
04220 Certification fees	77,405.00	11,435.00
04230 Recertification fees	15,858.00	17,435.00
04240 Certification training (NAI - prof categories)	51,080.00	76,950.00
04250 Shipping & handling	206.05	7,600.00
04260 Certification Other	10.00	0.00
<b>Total 04200 Certification</b>	<b>\$ 213,879.05 \$</b>	<b>253,020.00</b>
<b>04300 Other Training</b>		
04310 Workshops	14,196.00	6,000.00
04320 Webinars	11,535.00	5,625.00
04330 Consulting	0.00	0.00
04340 Planning Training		0.00
<b>Total 04300 Other Training</b>	<b>\$ 25,731.00 \$</b>	<b>11,625.00</b>
<b>04400 National Conference</b>		
04410 Registrations	180,362.00	177,000.00
04420 Conference webinars		2,000.00
04430 Exhibit Hall	30,700.00	32,000.00
04440 Program Ads	267.00	2,500.00
04450 Sponsorships	2,650.00	5,000.00
04460 Media Awards Fees	4,400.00	3,750.00
04470 Pre/Post-Workshop registrations	14,085.02	0.00
04480 Offsite / Special Event Fees	18,950.00	0.00
<b>Total 04400 National Conference</b>	<b>\$ 251,414.02 \$</b>	<b>222,250.00</b>
<b>04500 International Conference</b>		
04510 Registrations	5,400.00	39,000.00
04520 Exhibit Hall		0.00
04530 Program ads		500.00
04540 Sponsorships		2,500.00
<b>Total 04500 International Conference</b>	<b>\$ 5,400.00 \$</b>	<b>42,000.00</b>
<b>04600 Publications and Merchandise</b>		
04610 Merchandise	657.00	270.00
04620 Other pub./merchandise income	9,171.01	0.00
04630 Non-InterpPress publications	16,632.90	19,300.00
04640 Re-stocking fee	20.10	0.00
04650 Shipping & handling	6,120.77	675.00
04660 InterpPress Books		
04661 Personal Interpretation	7,567.88	13,100.00
04662 Interpretive Planniing	1,983.62	4,500.00
04663 Nature Center Book	1,162.50	0.00

	Actual	Budget
04664 Management of Interp. Site	434.30	0.00
04665 History of Heritage Interp.	89.80	0.00
04666 Interpretive Writing	2,750.33	4,500.00
04667 Meaningful Interpretation	741.40	0.00
04668 Applied Interpretation	860.90	0.00
04669 Interpretation by Design	2,354.62	4,500.00
<b>Total 04660 InterpPress Books</b>	<b>\$ 17,945.35 \$</b>	<b>26,600.00</b>
<b>04670 InterpPress DVDs</b>		
04671 Louv DVD		0.00
04672 Loewen DVD		0.00
04673 Wheeler DVD		0.00
04674 Conner DVD		0.00
04675 Shilling DVD		0.00
04676 Ham DVD	111.00	0.00
04677 Spoon DVD		0.00
04678 Jarvis DVD		0.00
04679 Lethbridge DVD		0.00
<b>Total 04670 InterpPress DVDs</b>	<b>\$ 111.00 \$</b>	<b>0.00</b>
<b>04680 InterpPress eBooks</b>		
04681 Map	38.89	0.00
04682 Perspectives	251.35	0.00
04683 Solutions	85.19	0.00
04684 Preschool	495.56	0.00
<b>Total 04680 InterpPress eBooks</b>	<b>\$ 870.99 \$</b>	<b>0.00</b>
<b>04690 Other InterpPress</b>		
04691 Your True Nature	426.00	0.00
04692 Pregracke DVD	648.80	0.00
04693 IP Library	789.00	0.00
<b>Total 04690 Other InterpPress</b>	<b>\$ 1,863.80 \$</b>	<b>0.00</b>
<b>Total 04600 Publications and Merchandise</b>	<b>\$ 53,392.92 \$</b>	<b>46,845.00</b>
<b>04700 Advertising</b>		
04710 Publication ad revenue	25,280.82	28,000.00
04720 Labels / mailing lists	452.40	300.00
04730 Jobs web income	600.00	1,100.00
04740 Ad web income (MultiView)	3,264.77	7,200.00
04750 Green Pages upgrades	712.50	0.00
<b>Total 04700 Advertising</b>	<b>\$ 30,310.49 \$</b>	<b>36,600.00</b>
<b>04800 Public Support</b>		
04810 Grants, NOAA	5,056.00	5,000.00
04820 Grants, other federal support		0.00
04830 Grants, foundations		0.00
04840 Contributions, general	1,313.27	8,100.00
04850 Contributions, Enos Mills	916.83	1,837.00
04860 Contributions, Legacy Trust		0.00
04870 Contributions, student scholarships	25.00	0.00
04875 Contributions, IC Scholarship	1,483.59	0.00
<b>Total 04800 Public Support</b>	<b>\$ 8,794.69 \$</b>	<b>14,937.00</b>
<b>04900 Other Revenue</b>		
04910 Rent income	21,043.60	24,300.00
04920 Interest income	20.10	448.00
04930 Miscellaneous		225.00
<b>Total 04900 Other Revenue</b>	<b>\$ 21,063.70 \$</b>	<b>24,973.00</b>
<b>Total Revenue</b>	<b>\$ 879,333.09 \$</b>	<b>879,651.00</b>
<b>Gross Profit</b>	<b>\$ 879,333.09 \$</b>	<b>879,651.00</b>

## Expenditures

	Actual	Budget
<b>05100 Member Services</b>		
05110 Travel		0.00
05120 Supplies	427.92	180.00
05130 Printing & Copying	446.35	0.00
05140 Postage/Fax/Shipping	3,777.15	3,600.00
05150 Marketing/development	45.00	0.00
05160 Publications, Legacy	32,930.08	33,000.00
05170 Publications, Journal of Interp	1,899.42	2,000.00
05180 Discounts/Credits	111.00	0.00
<b>Total 05100 Member Services</b>	<b>\$ 39,636.92 \$</b>	<b>38,780.00</b>
<b>05200 Certification Expense</b>		
05210 Travel	9,514.75	10,575.00
05220 Supplies	3,678.34	2,700.00
05230 Printing & Copying	596.34	1,350.00
05240 Postage/Fax/Shipping	11,796.05	12,015.00
05250 Contract Services	8,309.00	6,000.00
05260 Training / Workshop expenses	84.53	5,750.00
05270 Cost of materials sold		1,800.00
05280 Other expenses	283.14	3,735.00
05290 Scholarship expense	400.00	0.00
<b>Total 05200 Certification Expense</b>	<b>\$ 34,662.15 \$</b>	<b>43,925.00</b>
<b>05300 Other Training Expense</b>		
05310 Travel	3,923.83	2,100.00
05320 Supplies		750.00
05330 Printing & Copying	10.55	300.00
05340 Postage/Fax/Shipping		180.00
05350 Contract Services		1,500.00
05360 Webinar expenses	2,720.83	500.00
<b>Total 05300 Other Training Expense</b>	<b>\$ 6,655.21 \$</b>	<b>5,330.00</b>
<b>05400 National Conference (Workshop)</b>		
05410 Travel / Transportation	13,442.87	100.00
05420 Supplies	233.90	400.00
05430 Printing & Copying	15.67	0.00
05440 Postage/Fax/Shipping/Tel	122.74	0.00
05450 Catering		0.00
05460 Exhibit Hall	400.00	0.00
05470 Speakers / Program	4,335.00	0.00
05480 Scholarship expense	1,045.00	0.00
05490 Storage	1,004.00	855.00
<b>Total 05400 National Conference (Workshop)</b>	<b>\$ 20,599.18 \$</b>	<b>1,355.00</b>
<b>05500 International Conference Expens</b>		
05510 Travel	4,475.47	10,500.00
05520 Supplies	1,036.16	1,950.00
05530 Printing & Copying		500.00
05540 Postage/Fax/Shipping	122.18	300.00
05550 Contract Services		500.00
05560 Scholarship expense	2,400.00	2,400.00
05570 Other Expense	161.21	0.00
<b>Total 05500 International Conference Expens</b>	<b>\$ 8,195.02 \$</b>	<b>16,150.00</b>
<b>05600 Publication &amp; Merchandise</b>		
05610 InterpPress publications		
05611 Authors' royalties	2,500.07	5,300.00
05612 Publication costs	3 6,426.79	5,200.00

	Actual	Budget
05613 Storage	1,612.00	1,710.00
<b>Total 05610 InterPress publications</b>	<b>\$ 10,538.86</b>	<b>\$ 12,210.00</b>
05620 Other publications - inventory	10,316.64	11,600.00
05630 Merchandise - inventory	2,674.01	2,000.00
05640 Postage / UPS	3,578.51	1,350.00
05650 Shipping Supplies	461.96	200.00
05660 Sales tax expense	121.96	45.00
<b>Total 05600 Publication &amp; Merchandise</b>	<b>\$ 27,691.94</b>	<b>\$ 27,405.00</b>
<b>05700 Other Program Expense</b>		
05710 Staff travel, other	3,869.01	0.00
05720 Advocacy	3,016.00	850.00
05730 Miscellaneous	90.13	0.00
<b>Total 05700 Other Program Expense</b>	<b>\$ 6,975.14</b>	<b>\$ 850.00</b>
<b>06100 Salaries / Wages</b>		
06110 Executive Director	77,351.06	76,921.00
06120 Deputy Director	50,255.90	50,102.00
06130 Events Manager	42,701.08	42,516.00
06140 Business Manager	42,881.30	40,921.00
06150 Certification/Training Manager	38,175.39	38,031.00
06160 Member Services Manager	30,484.70	30,360.00
06170 Certification Specialist	28,284.81	28,171.00
06180 Administrative Assistant	14,971.90	18,460.00
06190 Bonus Pool		0.00
<b>Total 06100 Salaries / Wages</b>	<b>\$ 325,106.14</b>	<b>\$ 325,482.00</b>
<b>06200 Payroll Taxes</b>		
06210 FICA	13,851.07	24,534.00
06220 Unemployment tax	5,973.18	3,000.00
<b>Total 06200 Payroll Taxes</b>	<b>\$ 19,824.25</b>	<b>\$ 27,534.00</b>
<b>06300 Employee Benefits</b>		
06310 Health/Vision/Dental	60,439.99	73,017.00
06320 Longterm disability (Standard Ins.)	2,839.23	3,375.00
06330 Workers comp insurance	394.00	1,529.00
06340 Retirement	28,150.53	30,465.00
06350 Professional development	3,061.48	2,765.00
<b>Total 06300 Employee Benefits</b>	<b>\$ 94,885.23</b>	<b>\$ 111,151.00</b>
<b>06400 Office Operations</b>		
06410 Other expenses	493.31	0.00
06420 Office supplies	1,406.87	2,950.00
06430 Office printing	1,223.03	0.00
06440 General postage	-53.46	756.00
06450 Contract services, office	794.39	1,125.00
06460 Licenses & Permits	716.14	286.00
06470 Accounting fees	42,318.86	16,250.00
06480 Legal fees	500.00	0.00
<b>Total 06400 Office Operations</b>	<b>\$ 47,399.14</b>	<b>\$ 21,367.00</b>
<b>06500 Occupancy</b>		
06510 Building insurance	2,843.40	5,084.00
06515 Liability Insurance		0.00
06520 Building supplies	708.47	1,260.00
06530 Cleaning & Maintenance	5,816.25	6,735.00
06540 Repairs	2,750.39	0.00
06550 Contract services (sec, elev)	4,446.32	0.00
06560 Utilities	6,187.78	6,980.00
06570 Property tax	823.15	23,076.00

	Actual	Budget
06580 RMBO Triple Net	-14,625.00	-12,600.00
06590 Mortgage Principal	25,924.64	30,825.00
<b>Total 06500 Occupancy</b>	<b>\$ 34,875.40</b>	<b>\$ 61,360.00</b>
<b>06600 Other Indirect Operating</b>		
06610 Telecommunications	5,460.88	5,625.00
06620 Equipment lease	4,542.61	4,509.00
06630 Software licenses (QB/CC/SM/BC)	1,538.28	3,700.00
06640 iMIS AMS System	29,498.16	22,300.00
06650 Bank service charges	3,348.25	2,250.00
06660 Credit card fees	18,661.24	11,880.00
06670 Bad Checks, Bad Debts	1,148.25	0.00
<b>Total 06600 Other Indirect Operating</b>	<b>\$ 64,197.67</b>	<b>\$ 50,264.00</b>
<b>06700 Board Expenses</b>		
06710 Travel, board members	15,363.20	11,000.00
06720 Travel, staff	344.62	0.00
06730 D & O Insurance	3,128.00	0.00
06740 Board meeting expenses	763.47	3,000.00
06750 Board election expenses		0.00
06760 Other Board Expenses	46.95	0.00
<b>Total 06700 Board Expenses</b>	<b>\$ 19,646.24</b>	<b>\$ 14,000.00</b>
<b>07000 Development Expenses</b>		
07100 Organizational development/promotion	2,469.63	4,430.00
07200 Fundraising expenses		0.00
<b>Total 07000 Development Expenses</b>	<b>\$ 2,469.63</b>	<b>\$ 4,430.00</b>
<b>09000 Interest Expenses</b>		
09100 Interest, Line of Credit	4,859.96	2,695.00
09200 Interest, mortgage	7,795.56	10,800.00
<b>Total 09000 Interest Expenses</b>	<b>\$ 12,655.52</b>	<b>\$ 13,495.00</b>
<b>Total Expenditures</b>	<b>\$ 765,474.78</b>	<b>\$ 762,878.00</b>
<b>Net Operating Revenue</b>	<b>\$ 113,858.31</b>	<b>\$ 116,773.00</b>
<b>Net Revenue</b>	<b>\$ 113,858.31</b>	<b>\$ 116,773.00</b>

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