

# ISO COSA

## BUDGET VS. ACTUALS: ISO OF COSA 2019-20 - FY20 P&L

July 2019 - June 2020

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>Income</b>			
Convention Income			
Convention Donations			
7th tradition -convention		2,000.00	-2,000.00
Individual	678.25	1,000.00	-321.75
Pre-Convention Fundraising		500.00	-500.00
Registration Scholarship	408.00	1,000.00	-592.00
<b>Total Convention Donations</b>	<b>1,086.25</b>	<b>4,500.00</b>	<b>-3,413.75</b>
Meals	241.00		241.00
Registration	2,003.00	14,450.00	-12,447.00
Silent Auction	551.50		551.50
Silent Auction/Serenity to Go		3,800.00	-3,800.00
<b>Total Convention Income</b>	<b>3,881.75</b>	<b>22,750.00</b>	<b>-18,868.25</b>
Delegate Registration	15.00	2,000.00	-1,985.00
Donations			
Automatic Recurring Donations	11,233.00	15,768.00	-4,535.00
Group	3,936.76	8,856.00	-4,919.24
Individual	6,172.00	4,968.00	1,204.00
<b>Total Donations</b>	<b>21,341.76</b>	<b>29,592.00</b>	<b>-8,250.24</b>
Interest Income	18.84		18.84
Sales	8,398.85	15,600.00	-7,201.15
Uncategorized Income	7.75		7.75
<b>Total Income</b>	<b>\$33,663.95</b>	<b>\$69,942.00</b>	<b>\$ -36,278.05</b>
<b>GROSS PROFIT</b>	<b>\$33,663.95</b>	<b>\$69,942.00</b>	<b>\$ -36,278.05</b>
<b>Expenses</b>			
Annual Delegate Meeting Expense		2,000.00	-2,000.00
Board Expenses			
Board Convention Travel		7,000.00	-7,000.00
Board convention/delegate registration		2,255.00	-2,255.00
Board Working Weekend	4,083.33	4,500.00	-416.67
Supplies	47.38		47.38
<b>Total Board Expenses</b>	<b>4,130.71</b>	<b>13,755.00</b>	<b>-9,624.29</b>
Convention Expense			
Convention Supplies	24.00	1,970.00	-1,946.00
Online auction	120.00		120.00
<b>Total Convention Supplies</b>	<b>144.00</b>	<b>1,970.00</b>	<b>-1,826.00</b>
Convention ZOOM	160.39		160.39
Hospitality		150.00	-150.00
Hotel			
Audio/Visual		1,500.00	-1,500.00
Hotel Deposit	0.00	10,600.00	-10,600.00
Room block attrition charge		5,152.00	-5,152.00

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Room Rental		1,512.00	-1,512.00
<b>Total Hotel</b>	<b>0.00</b>	<b>18,764.00</b>	<b>-18,764.00</b>
Shipping Expense	90.56	500.00	-409.44
<b>Total Convention Expense</b>	<b>394.95</b>	<b>21,384.00</b>	<b>-20,989.05</b>
COSA Committees			
Literature Committee	195.00	199.92	-4.92
Outreach Committee		804.00	-804.00
Conferences	481.57		481.57
<b>Total Outreach Committee</b>	<b>481.57</b>	<b>804.00</b>	<b>-322.43</b>
<b>Total COSA Committees</b>	<b>676.57</b>	<b>1,003.92</b>	<b>-327.35</b>
COSA Products			
Medallion/Pins	887.71	444.00	443.71
Postage/Shipping	1,635.91	2,004.00	-368.09
Printing	2,711.17	4,560.00	-1,848.83
<b>Total COSA Products</b>	<b>5,234.79</b>	<b>7,008.00</b>	<b>-1,773.21</b>
Office Expenses			
Bank Fees	15.00		15.00
Central Office Relo/Restruc.	15.79		15.79
Computer Software	75.76		75.76
Insurance	2,093.04	2,196.00	-102.96
Office Supplies	292.05	300.00	-7.95
Phone/Fax Line/internet	283.89	360.00	-76.11
Rent	3,606.00	6,800.00	-3,194.00
<b>Total Office Expenses</b>	<b>6,381.53</b>	<b>9,656.00</b>	<b>-3,274.47</b>
Payroll Expenses			
ADP/ QB fees	918.88	1,140.00	-221.12
Taxes	369.04	600.00	-230.96
Wages	5,486.63	7,560.00	-2,073.37
<b>Total Payroll Expenses</b>	<b>6,774.55</b>	<b>9,300.00</b>	<b>-2,525.45</b>
Spring Branch ISD	73.95	72.00	1.95
Staff Travel Expenses			
Staff convention/delegate reg		244.00	-244.00
Staff travel - convention		500.00	-500.00
<b>Total Staff Travel Expenses</b>		<b>744.00</b>	<b>-744.00</b>
State of kentucky		15.00	-15.00
Taxes Harris County	206.73	300.00	-93.27
Technology Fees			
Authnet Gateway Fee	116.50	120.00	-3.50
Getsy/Fetchapp	90.00	120.00	-30.00
Mail Chimp	543.60	600.00	-56.40
Netfirms	222.00	396.00	-174.00
Paymentech fees	848.79	1,200.00	-351.21
PayPal Fees	458.91	600.00	-141.09
Shopify Fees	303.18	1,560.00	-1,256.82
Website Fees	5,500.00		5,500.00
Wire fees for Upwork web site design	220.96		220.96
<b>Total Website Fees</b>	<b>5,720.96</b>		<b>5,720.96</b>

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
ZOOM		108.00	-108.00
<b>Total Technology Fees</b>	<b>8,303.94</b>	<b>4,704.00</b>	<b>3,599.94</b>
<b>Total Expenses</b>	<b>\$32,177.72</b>	<b>\$69,941.92</b>	<b>\$ -37,764.20</b>
NET OPERATING INCOME	<b>\$1,486.23</b>	<b>\$0.08</b>	<b>\$1,486.15</b>
Other Expenses			
Prior year convention expense	135.00		135.00
<b>Total Other Expenses</b>	<b>\$135.00</b>	<b>\$0.00</b>	<b>\$135.00</b>
NET OTHER INCOME	<b>\$ -135.00</b>	<b>\$0.00</b>	<b>\$ -135.00</b>
NET INCOME	<b>\$1,351.23</b>	<b>\$0.08</b>	<b>\$1,351.15</b>