

ISO COSA

BUDGET VS. ACTUALS: ISO OF COSA FY 2019 - FY19 P&L

July 2018 - June 2019

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
Convention Income		22,175.00	-22,175.00
Convention Donations			
7th tradition -convention	2,371.78		2,371.78
Pre-Convention Fundraising	1,500.00		1,500.00
Registration Scholarship	1,382.00		1,382.00
Total Convention Donations	5,253.78		5,253.78
Convention service fee (income)	2,937.50		2,937.50
Meals	1,190.00		1,190.00
Registration	9,976.00		9,976.00
Sales-calendars 2020 convention	525.00		525.00
Silent Auction/Serenity to Go	1,923.50		1,923.50
Total Convention Income	21,805.78	22,175.00	-369.22
Delegate Registration	1,834.00	2,625.00	-791.00
Donations			
Automatic Recurring Donations	14,447.00	16,500.00	-2,053.00
Group	9,925.62	8,000.00	1,925.62
Individual	4,476.72	6,000.00	-1,523.28
Total Donations	28,849.34	30,500.00	-1,650.66
In Kind donations	916.31		916.31
Interest Income	10.41	40.00	-29.59
Sales	16,930.57	15,500.00	1,430.57
Total Income	\$70,346.41	\$70,840.00	\$ -493.59
GROSS PROFIT	\$70,346.41	\$70,840.00	\$ -493.59
Expenses			
Annual Delegate Meeting Expense	294.63	2,625.00	-2,330.37
Board Expenses			
Board Convention Travel	8,354.83	11,500.00	-3,145.17
Board convention/delegate registration	2,255.00		2,255.00
Board Working Weekend	4,326.21	4,500.00	-173.79
Supplies	41.82	110.00	-68.18
Total Board Expenses	14,977.86	16,110.00	-1,132.14
Convention Expense		16,339.00	-16,339.00
Convention Supplies	1,009.88		1,009.88
Registration	173.74		173.74
Silent Auction/Serenity to Go	33.11		33.11
Total Convention Supplies	1,216.73		1,216.73
Fees	169.26		169.26
Hotel			
Food and Beverage	11,904.37		11,904.37
Total Hotel	11,904.37		11,904.37

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Shipping Expense	25.34		25.34
Total Convention Expense	13,315.70	16,339.00	-3,023.30
COSA Committees			
Literature Committee	195.00	195.00	0.00
Outreach Committee	91.00	1,000.00	-909.00
Resource Development Committee		500.00	-500.00
Total COSA Committees	286.00	1,695.00	-1,409.00
COSA Products			
Medallion/Pins	446.13		446.13
Postage/Shipping	2,239.45	2,400.00	-160.55
Printing	4,374.45	3,000.00	1,374.45
Total COSA Products	7,060.03	5,400.00	1,660.03
Office Expenses			
Bank Fees	81.75	20.00	61.75
Foreign Exchange Fees	40.11		40.11
Total Bank Fees	121.86	20.00	101.86
Insurance	2,115.90	2,200.00	-84.10
Office Equipment	474.73	250.00	224.73
Office Supplies	440.22	525.00	-84.78
Phone/Fax Line/internet	348.53	400.00	-51.47
Postage	84.30	10.00	74.30
Rent	6,802.96	7,354.00	-551.04
Total Office Expenses	10,388.50	10,759.00	-370.50
Payroll Expenses			
ADP/ QB fees	1,112.47	950.00	162.47
Taxes	551.61	950.00	-398.39
Wages	7,210.80	9,500.00	-2,289.20
Total Payroll Expenses	8,874.88	11,400.00	-2,525.12
Professional Fees		700.00	-700.00
Spring Branch ISD	70.01	65.00	5.01
Staff Travel Expenses		150.00	-150.00
Staff convention/delegate reg	250.00		250.00
Staff Rooms		800.00	-800.00
Total Staff Travel Expenses	250.00	950.00	-700.00
State of kentucky	15.00	20.00	-5.00
Taxes Harris County	284.72	505.00	-220.28
Technology Fees			
Authnet Gateway Fee	105.00	170.00	-65.00
Getsy/Fetchapp	100.00	132.00	-32.00
Mail Chimp	618.28	360.00	258.28
Netfirms	397.26	210.00	187.26
Paymentech fees	1,298.79	1,800.00	-501.21
PayPal Fees	536.52	750.00	-213.48
Shopify Fees	1,434.24	750.00	684.24
ZOOM	216.28	100.00	116.28
Total Technology Fees	4,706.37	4,272.00	434.37
Total Expenses	\$60,523.70	\$70,840.00	\$ -10,316.30

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
NET OPERATING INCOME	\$9,822.71	\$0.00	\$9,822.71
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