

**ISO COSA**  
**Budget vs. Actuals: ISO of COSA 2020-2021 - FY21 P&L**  
 July 2020 - March 2021

	Total		
	Actual (9 months)	Budget (12 months)	(under) over Budget
<b>Income</b>			
Bank error	0.00		0.00
Convention Income			0.00
Convention Donations			0.00
7th tradition -convention		2,000.00	-2,000.00
Individual		1,000.00	-1,000.00
Pre-Convention Fundraising		500.00	-500.00
Registration Scholarship		1,000.00	-1,000.00
Total Convention Donations	\$ 0.00	\$ 4,500.00	-\$ 4,500.00
Registration		14,450.00	-14,450.00
Silent Auction/Serenity to Go		3,800.00	-3,800.00
Total Convention Income	\$ 0.00	\$ 22,750.00	-\$ 22,750.00
Delegate Registration		2,000.00	-2,000.00
Donations			0.00
Automatic Recurring Donations	13,820.00	15,600.00	-1,780.00
Group	6,895.45	4,800.00	2,095.45
Individual	10,033.17	4,800.00	5,233.17
Paypal Giving Fund	75.00		75.00
Retreat Donations	2,243.00		2,243.00
Total Donations	\$ 33,066.62	\$ 25,200.00	\$ 7,866.62
Interest Income	8.49		8.49
Sales	7,299.85	15,600.00	-8,300.15
Sales - Amazon	478.70		478.70
Total Sales	\$ 7,778.55	\$ 15,600.00	-\$ 7,821.45
Total Income	\$ 40,853.66	\$ 65,550.00	-\$ 24,696.34
Gross Profit	\$ 40,853.66	\$ 65,550.00	-\$ 24,696.34
<b>Expenses</b>			
Annual Delegate Meeting Expense		2,000.00	-2,000.00
Board Expenses			0.00
Board Convention Travel		7,000.00	-7,000.00
Board convention/delegate registration		2,255.00	-2,255.00
Board Working Weekend		4,500.00	-4,500.00
Total Board Expenses	\$ 0.00	\$ 13,755.00	-\$ 13,755.00
Convention Expense			0.00
Convention Supplies		1,970.00	-1,970.00
Hospitality		150.00	-150.00
Hotel			0.00
Audio/Visual		1,500.00	-1,500.00
Hotel Deposit	5,592.00	10,600.00	-5,008.00
Room block attrition charge		5,152.00	-5,152.00
Room Rental		1,512.00	-1,512.00
Total Hotel	\$ 5,592.00	\$ 18,764.00	-\$ 13,172.00
Shipping Expense		500.00	-500.00
Total Convention Expense	\$ 5,592.00	\$ 21,384.00	-\$ 15,792.00

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	Total				
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<b>COSA Committees</b>					0.00
Literature Committee		200.00			-200.00
Outreach Committee		800.00			-800.00
<b>Total COSA Committees</b>	\$ 0.00	\$ 1,000.00	-\$		1,000.00
<b>COSA Products</b>					0.00
Medallion/Pins		444.00			-444.00
Postage/Shipping	1,673.62	2,004.00			-330.38
Printing	1,313.59	4,560.00			-3,246.41
<b>Total COSA Products</b>	\$ 2,987.21	\$ 7,008.00	-\$		4,020.79
<b>Office Expenses</b>					0.00
Computer Software	75.76				75.76
Insurance	2,392.00	2,196.00			196.00
Office Equipment	45.99				45.99
Office Supplies	212.25	300.00			-87.75
Phone/Fax Line/Internet	396.18	360.00			36.18
Rent	3,056.00	4,584.00			-1,528.00
<b>Total Office Expenses</b>	\$ 6,178.18	\$ 7,440.00	-\$		1,261.82
<b>Payroll Expenses</b>					0.00
ADP/ QB fees	934.89	1,140.00			-205.11
Taxes	298.54	600.00			-301.46
Wages	4,550.47	7,560.00			-3,009.53
<b>Total Payroll Expenses</b>	\$ 5,783.90	\$ 9,300.00	-\$		3,516.10
Spring Branch ISD	67.27	74.00			-6.73
<b>Staff Travel Expenses</b>					0.00
Staff convention/delegate reg		244.00			-244.00
Staff Rooms		500.00			-500.00
<b>Total Staff Travel Expenses</b>	\$ 0.00	\$ 744.00	-\$		744.00
State of kentucky		15.00			-15.00
Taxes Harris County	87.22	104.00			-16.78
<b>Technology Fees</b>					0.00
Authnet Gateway Fee	122.75	156.00			-33.25
Getsy/Fetchapp	30.00	120.00			-90.00
In Motion Hosting	206.64				206.64
Mail Chimp	591.55	768.00			-176.45
Netfirms		288.00			-288.00
Paymentech fees	1,282.78	1,200.00			82.78
PayPal Fees	310.01	600.00			-289.99
Shopify Fees	422.11	600.00			-177.89
ZOOM	53.30	216.00			-162.70
<b>Total Technology Fees</b>	\$ 3,019.14	\$ 3,948.00	-\$		928.86
<b>Total Expenses</b>	\$ 23,714.92	\$ 66,772.00	-\$		43,057.08
<b>Net Operating Income</b>	\$ 17,138.74	-\$	1,222.00	\$	18,360.74
<b>Net Income</b>	\$ 17,138.74	-\$	1,222.00	\$	18,360.74