

# ISO COSA

## Balance Sheet

As of June 30, 2022

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
Bank Accounts	
Chase Money Market - Prudent Reserve	57,317.37
Chase Operational	56,525.77
Chase Payments Account	13,993.06
PayPal	3,445.94
<b>Total Bank Accounts</b>	<b>131,282.14</b>
CD (due 5-15-20)	0.00
<b>Total Bank Accounts</b>	<b>\$131,282.14</b>
Other Current Assets	
Pre-Paid Convention Expense	0.00
Prepaid BWV expense	751.20
Uncategorized Asset	0.00
<b>Total Other Current Assets</b>	<b>\$751.20</b>
<b>Total Current Assets</b>	<b>\$132,033.34</b>
Fixed Assets	
Office Equipment	0.00
<b>Total Fixed Assets</b>	<b>\$0.00</b>
<b>TOTAL ASSETS</b>	<b>\$132,033.34</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	0.00
<b>Total Accounts Payable</b>	<b>\$0.00</b>
Other Current Liabilities	
Accrued convention expense - hotel	11,372.78
Convention refund	0.00
Payroll Liabilities	
A FICA Payable	0.00
B Medicare Payable	0.00
Federal Taxes (941/944)	96.40
NC Income Tax	100.00
<b>Total Payroll Liabilities</b>	<b>196.40</b>
Refunds payable	0.00
Sales tax payable	0.00
<b>Total Other Current Liabilities</b>	<b>\$11,569.18</b>
<b>Total Current Liabilities</b>	<b>\$11,569.18</b>

# ISO COSA

## Balance Sheet

As of June 30, 2022

	TOTAL
Long-Term Liabilities	
Reserves for COSA basic text	25,000.00
Reserves for operating expenses	30,000.00
<b>Total Long-Term Liabilities</b>	<b>\$55,000.00</b>
<b>Total Liabilities</b>	<b>\$66,569.18</b>
Equity	
Opening Balance Equity {4}	0.00
Unrestricted Net Assets	61,223.26
Net Income	4,240.90
<b>Total Equity</b>	<b>\$65,464.16</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$132,033.34</b>

# ISO COSA

## Profit and Loss

July 2021 - June 2022

	TOTAL
Income	
Convention Income	
Convention Donations	
7th tradition -convention	2,464.00
Registration Scholarship	535.00
<b>Total Convention Donations</b>	<b>2,999.00</b>
Meals	90.00
Refunded in subsequent month	0.00
Registration	4,825.00
ZOOM registration	4,235.00
<b>Total Registration</b>	<b>9,060.00</b>
Silent auction/other sales	402.68
<b>Total Convention Income</b>	<b>12,551.68</b>
Delegate Registration	780.00
Delegate-ZOOM registration	292.00
<b>Total Delegate Registration</b>	<b>1,072.00</b>
Donations	
Automatic Recurring Donations	18,627.00
Group	8,864.59
Individual	6,954.53
Retreat Donations	30.00
<b>Total Donations</b>	<b>34,476.12</b>
In Kind donations	1,820.67
Interest Income	11.31
Sales	7,174.69
Sales - Amazon	586.39
<b>Total Sales</b>	<b>7,761.08</b>
<b>Total Income</b>	<b>\$57,692.86</b>
<b>GROSS PROFIT</b>	<b>\$57,692.86</b>
Expenses	
Annual Delegate Meeting Expense	467.00
Board Expenses	
Board Convention Travel	8,085.44
Board convention/delegate registration	1,920.00
Board Working Weekend	3,865.18
Board Working Weekend Travel	760.36
Supplies	93.06
<b>Total Board Expenses</b>	<b>14,724.04</b>

# ISO COSA

## Profit and Loss

July 2021 - June 2022

	TOTAL
Convention Expense	
Convention Supplies	140.40
Convention merchandise	108.64
Silent Auction/Serenity to Go	117.35
<b>Total Convention Supplies</b>	<b>366.39</b>
Convention ZOOM	34.13
Hospitality	306.63
Hotel	
Hotel Deposit	15,905.78
<b>Total Hotel</b>	<b>15,905.78</b>
<b>Total Convention Expense</b>	<b>16,612.93</b>
COSA Committees	
Outreach Committee	
COSA teen	394.48
UK expenses	654.66
<b>Total Outreach Committee</b>	<b>1,049.14</b>
<b>Total COSA Committees</b>	<b>1,049.14</b>
COSA Products	
Postage/Shipping	1,392.69
Printing	1,391.05
<b>Total COSA Products</b>	<b>2,783.74</b>
Office Expenses	
Bank Fees	70.00
Central Office Relo/Restruct.	815.64
Insurance	-148.30
Mail forwarding service	129.72
Office Equipment	374.30
Office Supplies	451.96
P.O. Box Fee	182.00
Phone/Fax Line/internet	337.54
Rent	215.43
Storage	239.00
<b>Total Office Expenses</b>	<b>2,667.29</b>
Payroll Expenses	
ADP/ QB fees	1,376.13
Taxes	572.83
Wages	7,488.20
<b>Total Payroll Expenses</b>	<b>9,437.16</b>

# ISO COSA

## Profit and Loss

July 2021 - June 2022

	TOTAL
Staff Travel Expenses	
Staff convention/delegate reg	1,054.24
<b>Total Staff Travel Expenses</b>	<b>1,054.24</b>
State of kentucky	25.00
Taxes - NC sales	1.45
Taxes Harris County	54.45
Technology Fees	
Authnet Gateway Fee	126.50
Mail Chimp	843.10
Paymentech fees	1,277.58
PayPal Fees	716.50
Website Fees	1,355.91
ZOOM	255.93
<b>Total Technology Fees</b>	<b>4,575.52</b>
<b>Total Expenses</b>	<b>\$53,451.96</b>
<b>NET OPERATING INCOME</b>	<b>\$4,240.90</b>
<b>NET INCOME</b>	<b>\$4,240.90</b>

# ISO COSA

## Budget vs. Actuals: ISO of COSA 2021-2022 - FY22 P&L

July 2021 - June 2022

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
Convention Income			
Convention Donations			
7th tradition -convention	2,464.00	2,500.00	-36.00
Hospitality suite donations		300.00	-300.00
Registration Scholarship	535.00		535.00
<b>Total Convention Donations</b>	<b>2,999.00</b>	<b>2,800.00</b>	<b>199.00</b>
Meals	90.00		90.00
Refunded in subsequent month	0.00		0.00
Registration	4,825.00	12,675.00	-7,850.00
ZOOM registration	4,235.00	975.00	3,260.00
<b>Total Registration</b>	<b>9,060.00</b>	<b>13,650.00</b>	<b>-4,590.00</b>
Silent auction/other sales	402.68	1,029.00	-626.32
<b>Total Convention Income</b>	<b>12,551.68</b>	<b>17,479.00</b>	<b>-4,927.32</b>
Delegate Registration	780.00	2,000.00	-1,220.00
Delegate-ZOOM registration	292.00		292.00
<b>Total Delegate Registration</b>	<b>1,072.00</b>	<b>2,000.00</b>	<b>-928.00</b>
Donations			
Automatic Recurring Donations	18,627.00	15,600.00	3,027.00
Group	8,864.59	4,800.00	4,064.59
Individual	6,954.53	9,600.00	-2,645.47
Retreat Donations	30.00		30.00
<b>Total Donations</b>	<b>34,476.12</b>	<b>30,000.00</b>	<b>4,476.12</b>
In Kind donations	1,820.67		1,820.67
Interest Income	11.31		11.31
Sales	7,174.69	9,600.00	-2,425.31
Sales - Amazon	586.39		586.39
<b>Total Sales</b>	<b>7,761.08</b>	<b>9,600.00</b>	<b>-1,838.92</b>
<b>Total Income</b>	<b>\$57,692.86</b>	<b>\$59,079.00</b>	<b>\$ -1,386.14</b>
<b>GROSS PROFIT</b>	<b>\$57,692.86</b>	<b>\$59,079.00</b>	<b>\$ -1,386.14</b>
Expenses			
Annual Delegate Meeting Expense	467.00	2,200.00	-1,733.00
Board Expenses			
Board Convention Travel	8,085.44	9,000.00	-914.56
Board convention/delegate registration	1,920.00	2,255.00	-335.00
Board Working Weekend	3,865.18	6,500.00	-2,634.82
Board Working Weekend Travel	760.36		760.36
Supplies	93.06		93.06
<b>Total Board Expenses</b>	<b>14,724.04</b>	<b>17,755.00</b>	<b>-3,030.96</b>
Convention Expense			
Convention Supplies	140.40	900.00	-759.60

# ISO COSA

## Budget vs. Actuals: ISO of COSA 2021-2022 - FY22 P&L

July 2021 - June 2022

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Convention merchandise	108.64		108.64
Silent Auction/Serenity to Go	117.35		117.35
<b>Total Convention Supplies</b>	<b>366.39</b>	<b>900.00</b>	<b>-533.61</b>
Convention ZOOM	34.13		34.13
Hospitality	306.63	600.00	-293.37
Hotel			
Audio/Visual		1,200.00	-1,200.00
Hotel Deposit	15,905.78	11,694.00	4,211.78
<b>Total Hotel</b>	<b>15,905.78</b>	<b>12,894.00</b>	<b>3,011.78</b>
Miscellaneous convention expense		800.00	-800.00
Promotional Expenses		551.00	-551.00
<b>Total Convention Expense</b>	<b>16,612.93</b>	<b>15,745.00</b>	<b>867.93</b>
COSA Committees			
Literature Committee		200.00	-200.00
Outreach Committee		800.00	-800.00
Conferences		1,500.00	-1,500.00
COSA teen	394.48		394.48
UK expenses	654.66		654.66
<b>Total Outreach Committee</b>	<b>1,049.14</b>	<b>2,300.00</b>	<b>-1,250.86</b>
<b>Total COSA Committees</b>	<b>1,049.14</b>	<b>2,500.00</b>	<b>-1,450.86</b>
COSA Products			
Medallion/Pins		444.00	-444.00
Postage/Shipping	1,392.69	2,004.00	-611.31
Printing	1,391.05	4,560.00	-3,168.95
<b>Total COSA Products</b>	<b>2,783.74</b>	<b>7,008.00</b>	<b>-4,224.26</b>
Office Expenses			
Bank Fees	70.00		70.00
Central Office Relo/Restruct.	815.64		815.64
Insurance	-148.30	2,196.00	-2,344.30
Mail forwarding service	129.72		129.72
Office Equipment	374.30		374.30
Office Supplies	451.96	300.00	151.96
P.O. Box Fee	182.00		182.00
Phone/Fax Line/Internet	337.54	360.00	-22.46
Rent	215.43	764.00	-548.57
Storage	239.00		239.00
<b>Total Office Expenses</b>	<b>2,667.29</b>	<b>3,620.00</b>	<b>-952.71</b>
Payroll Expenses			
ADP/ QB fees	1,376.13	1,140.00	236.13
Taxes	572.83	600.00	-27.17
Wages	7,488.20	7,560.00	-71.80

# ISO COSA

## Budget vs. Actuals: ISO of COSA 2021-2022 - FY22 P&L

July 2021 - June 2022

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>Total Payroll Expenses</b>	<b>9,437.16</b>	<b>9,300.00</b>	<b>137.16</b>
Spring Branch ISD		74.00	-74.00
Staff Travel Expenses			
Staff convention/delegate reg	1,054.24	244.00	810.24
Staff Rooms		550.00	-550.00
<b>Total Staff Travel Expenses</b>	<b>1,054.24</b>	<b>794.00</b>	<b>260.24</b>
State of kentucky	25.00	15.00	10.00
Taxes - NC sales	1.45		1.45
Taxes Harris County	54.45	104.00	-49.55
Technology Fees			
Authnet Gateway Fee	126.50	156.00	-29.50
Getsy/Fetchapp		120.00	-120.00
In Motion Hosting		480.00	-480.00
Mail Chimp	843.10	768.00	75.10
Paymentech fees	1,277.58	1,200.00	77.58
PayPal Fees	716.50	600.00	116.50
Shopify Fees		600.00	-600.00
Website Fees	1,355.91		1,355.91
ZOOM	255.93	216.00	39.93
<b>Total Technology Fees</b>	<b>4,575.52</b>	<b>4,140.00</b>	<b>435.52</b>
<b>Total Expenses</b>	<b>\$53,451.96</b>	<b>\$63,255.00</b>	<b>\$ -9,803.04</b>
<b>NET OPERATING INCOME</b>	<b>\$4,240.90</b>	<b>\$ -4,176.00</b>	<b>\$8,416.90</b>
<b>NET INCOME</b>	<b>\$4,240.90</b>	<b>\$ -4,176.00</b>	<b>\$8,416.90</b>