

ISO COSA

Balance Sheet

As of March 31, 2023 and June 30, 2022

	<u>March 31, 2023</u>	<u>June 30, 2022</u>
ASSETS		
Current Assets		
Bank Accounts		
Bank Accounts		
Chase Money Market - Prudent Reserve	37,323.04	57,317.37
Chase Operational	42,667.69	56,525.77
Chase Payments Account	5,080.60	13,993.06
PayPal	4,304.90	3,445.94
Total Bank Accounts	<u>89,376.23</u>	<u>131,282.14</u>
CD (due 5-15-20)		
CD (due 7-11-23) Edward Jones	35,000.00	0.00
Total Bank Accounts	<u>\$124,376.23</u>	<u>\$131,282.14</u>
Other Current Assets		
Pre-Paid Convention Expense	0.00	0.00
Prepaid BWV expense	0.00	751.20
Uncategorized Asset	0.00	0.00
Total Other Current Assets	<u>0.00</u>	<u>751.20</u>
Total Current Assets	<u>124,376.23</u>	<u>132,033.34</u>
Fixed Assets		
Office Equipment	0.00	0.00
Total Fixed Assets	<u>0.00</u>	<u>0.00</u>
TOTAL ASSETS	<u>\$124,376.23</u>	<u>\$132,033.34</u>
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	0.00	0.00
Total Accounts Payable	<u>0.00</u>	<u>0.00</u>
Other Current Liabilities		
Accrued convention expense - hotel	0.00	11,372.78
Convention refund	0.00	0.00
Payroll Liabilities		
A FICA Payable	0.00	0.00
B Medicare Payable	0.00	0.00
Federal Taxes (941/944)	126.22	96.40
NC Income Tax	100.00	100.00
Total Payroll Liabilities	<u>226.22</u>	<u>196.40</u>
Refunds payable	0.00	0.00

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	March 31, 2023	June 30, 2022
Sales tax payable	0.00	0.00
Total Other Current Liabilities	226.22	11,569.18
Total Current Liabilities	226.22	11,569.18
Long-Term Liabilities		
Reserves for COSA basic text	25,000.00	25,000.00
Reserves for operating expenses	30,000.00	30,000.00
Total Long-Term Liabilities	55,000.00	55,000.00
Total Liabilities	\$55,226.22	\$66,569.18
Equity		
Opening Balance Equity {4}	0.00	0.00
Unrestricted Net Assets	65,464.16	61,223.26
Net Income	3,685.85	4,240.90
Total Equity	\$69,150.01	\$65,464.16
TOTAL LIABILITIES AND EQUITY	\$124,376.23	\$132,033.34

ISO COSA
Profit & Loss for the Nine Months ended March 31, 2023
Budget for the Nine and Twelve Months ending June 30, 2023

	<u>9 month actual</u>	<u>9 mo of total budget</u>	<u>12 mo budget</u>
Income			
Convention Income			
Convention Donations			
7th tradition -convention	0.00	0.00	500.00
Registration scholarships	0.00	0.00	0.00
Hospitality suite donations	0.00	0.00	150.00
Total Convention Donations	<u>0.00</u>	<u>0.00</u>	<u>650.00</u>
Meals			
Registration	<u>0.00</u>	<u>3,250.00</u>	<u>9,750.00</u>
ZOOM registration	2,080.00	2,500.00	2,500.00
Total Registration	<u>2,080.00</u>	<u>5,750.00</u>	<u>12,250.00</u>
Silent Auction/other sales	<u>557.15</u>	<u>0.00</u>	<u>0.00</u>
Total Convention Income	<u>2,637.15</u>	<u>5,750.00</u>	<u>12,900.00</u>
Delegate Registration	0.00	1,200.00	2,000.00
Donations			
Automatic Recurring Donations	12,588.00	11,700.00	15,600.00
Group	7,717.27	3,600.00	4,800.00
Individual	4,857.28	7,200.00	9,600.00
Retreat donations	293.00		0.00
Total Donations	<u>25,455.55</u>	<u>22,500.00</u>	<u>30,000.00</u>
Interest income	5.67	0.00	0.00
Sales	<u>4,973.83</u>	<u>6,300.00</u>	<u>8,400.00</u>
Total Income	<u>33,072.20</u>	<u>35,750.00</u>	<u>53,300.00</u>
Expenses			
Annual Delegate Meeting Expense	0.00	0.00	2,200.00
Board Expenses			
Board Convention Travel	0.00	0.00	9,000.00
Board convention/delegate registration	0.00	2,255.00	2,255.00
Board Working Weekend Travel	8,278.35	6,500.00	6,500.00
Board Working Weekend Supplies	713.98	0.00	0.00
Total Board Expenses	<u>8,992.33</u>	<u>8,755.00</u>	<u>17,755.00</u>
Convention Expense			
Convention Supplies	449.81	0.00	400.00

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Profit & Loss for the Nine Months ended March 31, 2023
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	9 month actual	9 mo of total budget	12 mo budget
Convention ZOOM	53.30	0.00	400.00
Hotel			
Hotel Deposit	500.00	500.00	8,000.00
Total Hotel	500.00	500.00	8,000.00
Shipping Expense	0.00	0.00	200.00
Total Convention Expense	1,003.11	500.00	9,000.00
 COSA Committees			
Literature Committee	0.00	149.99	200.00
Outreach Committee	0.00	602.00	800.00
Conferences	725.00	1,125.00	1,500.00
UK expenses	581.61	0.00	0.00
Total Outreach Committee	1,306.61	1,727.00	2,300.00
Total COSA Committees	1,306.61	1,876.99	2,500.00
 COSA Products			
Medallion/Pins	161.45	333.00	444.00
Postage/Shipping	1,109.32	1,503.00	2,004.00
Printing	1,708.21	2,520.00	3,360.00
Total COSA Products	2,978.98	4,356.00	5,808.00
 Office Expenses			
Insurance	2,684.00	1,647.00	2,196.00
Mail forwarding service	126.84	90.00	120.00
Office Supplies	584.31	225.00	300.00
Phone/Fax Line/internet	416.38	270.00	360.00
Trademark renewal	1,175.00	0.00	0.00
Total Office Expenses	4,986.53	2,232.00	2,976.00
 Payroll Expenses			
ADP/ QB fees	1,233.34	855.00	1,140.00
Taxes	473.16	450.00	600.00
Wages	6,185.20	5,670.00	7,560.00
Total Payroll Expenses	7,891.70	6,975.00	9,300.00
 Staff Travel Expenses			
Staff convention/delegate reg	0.00	240.00	240.00
Staff Rooms	0.00	0.00	550.00
Staff travel - convention	0.00	0.00	300.00
Total Staff Travel Expenses	0.00	240.00	1,090.00
 State of kentucky	0.00	15.00	15.00

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Budget for the Nine and Twelve Months ending June 30, 2023

	<u>9 month actual</u>	<u>9 mo of total budget</u>	<u>12 mo budget</u>
Technology Fees			
Authnet Gateway Fee	98.25	117.00	156.00
In Motion Hosting	0.00	360.00	480.00
Mail Chimp	703.50	576.00	768.00
Paymentech fees	983.83	900.00	1,200.00
PayPal Fees	360.32	450.00	600.00
Other website fees	81.19	0.00	0.00
Shopify Fees	0.00	20.00	50.00
ZOOM	0.00	108.00	216.00
Total Technology Fees	<u>2,227.09</u>	<u>2,531.00</u>	<u>3,470.00</u>
Total Expenses	<u>29,386.35</u>	<u>27,480.99</u>	<u>54,114.00</u>
Net Operating Income	<u>3,685.85</u>	<u>8,269.01</u>	<u>-814.00</u>
Net Income	<u><u>3,685.85</u></u>	<u><u>8,269.01</u></u>	<u><u>-814.00</u></u>