

Profit & Loss by Department

July 1, 2015 through January 2016

	For the month of January				Year-to-date through Jan. 31, 2016					
	Jan. '16	Budget	\$ Over Budget	% of Budget	Jul '15 - Jan 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget	%
Income										
4011 · Membership-Teacher	1,998	3,792	-1,793	52.7%	8,111	26,542	-18,431	30.6%	45,500	17.8%
4012 · Membership Paraprofessional	118	167	-48	70.9%	401	1,167	-766	34.4%	2,000	20.1%
4013 · Membership Parent/Community	60	417	-357	14.4%	980	2,917	-1,937	33.6%	5,000	19.6%
4014 · Membership Student	0	83	-83	0.0%	120	583	-463	20.6%	1,000	12.0%
4016 · Membership-Inst/Org/Commercial	0	292	-292	0.0%	3,500	2,042	1,458	171.4%	3,500	100.0%
4017 · Membership Administrator	524	1,333	-810	39.3%	2,258	9,333	-7,076	24.2%	16,000	14.1%
4018 · Membership Retired Teacher	120	125	-5	96.0%	280	875	-595	32.0%	1,500	18.7%
4019 · 2 Day Institute fees	750	0	750	100.0%	6,150	0	6,150	100.0%	0	100.0%
4020 · Fees Registration	315,093	220,000	95,093	143.2%	928,671	336,500	592,171	276.0%	1,826,875	50.8%
4021 · Fees-Exhibitors	24,405	10,750	13,655	227.0%	149,005	17,100	131,905	871.4%	78,350	190.2%
4022 · Fees-Career Fair	0	0	0	0.0%	600	0	600	100.0%	6,000	10.0%
4023 · Fees-Meals	150	0	150	100.0%	390	0	390	100.0%	10,000	3.9%
4024 · Presenter Fees Annual	6,725	5,000	1,725	134.5%	33,750	7,500	26,250	450.0%	32,000	105.5%
4025 · Award Luncheon	550	0	550	100.0%	550	0	550	100.0%	0	100.0%
4029 · Shipping Cost	30	0	30	100.0%	294	0	294	100.0%	650	45.2%
4030 · Publications / Books	81	825	-744	9.8%	4,962	4,150	812	119.6%	6,500	76.3%
4031 · Promotional Items	0	0	0	0.0%	113	0	113	100.0%	10,000	1.1%
4032 · Auxiliary Materials	152	0	150	100.0%	2,096	0	150	100.0%	0	100.0%
4040 · Sponsors	22,300	10,000	12,300	223.0%	32,300	15,000	17,300	215.3%	65,000	49.7%
4041 · Other Contributions	20	0	20	100.0%	70	0	70	100.0%	250	28.0%
4042 · Other-Advertising	825	500	325	165.0%	3,113	500	2,613	622.7%	7,000	44.5%
4043 · Government Grant	34,231	59,744	-25,513	57.3%	300,109	418,516	-118,407	71.7%	717,251	41.8%
4044 · Ticket Sales	3,690	0	3,690	100.0%	7,905	0	7,905	100.0%	32,000	24.7%
4045 · Other School Visits	850	500	350	170.0%	900	500	400	180.0%	10,000	9.0%
4046 · Hotel Rebates	0	0	0	0.0%	0	0	0	0.0%	34,000	0.0%
4047 · Mailing Lists	0	0	0	0.0%	0	0	0	0.0%	100	0.0%
4048 · Dues & Subscription Income	181	0	181	100.0%	1,214	14	1,200	8,668.9%	1,000	121.4%
4900 · Interest-Savings, Short-term CD	5,138	417	4,721	1,233.0%	5,138	2,917	2,221	176.1%	5,000	102.8%
4920 · Fundraising Income	0	0	0	0.0%	0	0	0	0.0%	4,500	0.0%
4921 · Grant Income	46,542	54,167	-7,625	85.9%	46,542	79,167	-32,625	58.8%	100,000	46.5%
4930 · Contract Income	105,338	50,525	54,813	208.5%	154,960	241,505	-86,545	64.2%	533,000	29.1%
4990 · Other Income	0	208	-208	0.0%	0	1,458	-1,458	0.0%	3,250	0.0%
Total Income	569,870	418,844	151,026	136.1%	1,694,481	1,168,285	526,196	145.0%	3,557,226	47.6%
Cost of Goods Sold										
5000 · COGS - Books/Publications	0	0	0	0.0%	0	0	0	0.0%	2,000	0.0%
5010 · COGS - Promotional Items	550	0	550	100.0%	1,108	0	1,108	100.0%	2,000	55.4%
Total COGS	550	0	550	100.0%	1,108	0	1,108	100.0%	4,000	27.7%
Gross Profit	569,320	418,844	150,476	135.9%	1,693,373	1,168,285	525,088	144.9%	3,553,226	47.7%

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Expense										
6000 · Payroll Expenses	118,406	128,255	-9,849	92.3%	788,308	888,423	-100,116	88.7%	1,525,220	51.7%
6010 · Temporary Help	0	0	0	0.0%	0	0	0	0.0%	8,000	0.0%
6110 · Payroll Taxes	18,061	10,328	7,733	174.9%	66,740	71,544	-4,804	93.3%	122,825	54.3%
6120 · Workers Comp	1,047	1,247	-200	84.0%	6,974	8,639	-1,664	80.7%	14,832	47.0%
6130 · Dental Insurance	1,052	1,599	-547	65.8%	6,317	11,194	-4,877	56.4%	19,189	32.9%
6140 · Medical Insurance	5,332	5,765	-432	92.5%	33,553	40,352	-6,800	83.2%	69,175	48.5%
6142 · Aflac Insurance	629	0	150	100.0%	1,286	0	150	100.0%	0	100.0%
6150 · Employee Life Insurance	174	331	-157	52.7%	1,075	2,315	-1,240	46.4%	3,969	27.1%
6155 · Retirement Plan	2,779	4,037	-1,258	68.8%	20,869	28,258	-7,389	73.9%	48,443	43.1%
6170 · Vacation Expense	2,863	0	150	100.0%	7,019	0	7,019	100.0%	0	100.0%
6200 · Rent Expense	0	0	0	0.0%	0	0	0	0.0%	0	0.0%
6210 · Phone Expense	1,975	2,083	-109	94.8%	15,263	14,608	655	104.5%	25,040	61.0%
6220 · Electricity Expense	628	1,167	-538	53.9%	7,884	8,167	-283	96.5%	14,000	56.3%
6221 · Disposal Expense	137	148	-11	92.5%	960	1,038	-78	92.5%	1,780	53.9%
6222 · Gas Expense	93	43	49	213.7%	120	303	-183	39.5%	520	23.0%
6223 · Janitorial Expense	500	617	-117	81.1%	3,340	4,317	-977	77.4%	7,400	45.1%
6224 · Security (Alarm) Expense	75	83	-8	90.0%	674	583	91	115.5%	1,000	67.4%
6230 · Insurance Expense	569	1,083	-515	52.5%	9,124	7,583	1,541	120.3%	13,000	70.2%
6240 · Water Expense	178	129	49	137.6%	941	904	37	104.1%	2,000	47.0%
6250 · Tax & Licenses	0	333	-333	0.0%	7,216	2,333	4,883	309.3%	8,000	90.2%
6300 · Postage	15	432	-417	3.4%	118	3,053	-2,935	3.9%	4,908	2.4%
6301 · Postage Freight Shipping	0	500	-500	0.0%	0	1,500	-1,500	0.0%	3,500	0.0%
6302 · Postage UPS	367	475	-108	77.2%	2,725	2,825	-100	96.5%	4,750	57.4%
6303 · Postage Bulk Mail	0	2,268	-2,268	0.0%	5,540	4,127	1,413	134.3%	8,267	67.0%
6304 · Postage FedEx	0	492	-492	0.0%	714	2,342	-1,627	30.5%	4,250	16.8%
6310 · Office Supplies Expense	1,275	2,978	-1,703	42.8%	12,572	18,341	-5,769	68.5%	32,311	38.9%
6330 · Maint & Repairs Equipment	552	1,442	-889	38.3%	3,788	10,092	-6,304	37.5%	17,300	21.9%
6331 · Maintenance & Repairs Building	118	417	-299	28.3%	1,588	5,917	-4,328	26.8%	8,000	19.9%
6340 · Equipment Rental Expense	4,041	36,142	-32,100	11.2%	20,056	50,892	-30,836	39.4%	195,200	10.3%
6350 · Small Equipment Purchases										
6351 · Hardware	80	1,058	-978	7.6%	3,036	12,540	-9,504	24.2%	27,830	10.9%
6352 · Software	0	0	0	0.0%	80	0	0	0.0%	0	100.0%
6353 · Other Small Equipment Purchases	0	0	0	0.0%	1,683	7,750	-6,067	21.7%	8,500	19.8%
6350 · Small Equipment Purchases - Oth	0	0	0	0.0%	1,218	0	1,218	100.0%	0	100.0%
Total 6350 · Small Equipment Purchases	80	1,058	-978	7.6%	6,016	20,290	-14,274	29.7%	36,330	16.6%
6400 · Activity Supplies	113	260	-147	43.6%	3,505	1,354	2,151	258.9%	22,370	15.7%
6401 · Activity Supplies Region 1	0	0	0	0.0%	200	118	82	169.5%	1,200	16.7%
6402 · Activity Supplies Region 2	0	0	0	0.0%	0	649	-649	0.0%	1,200	0.0%

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6403 · Activity Supplies Region 3	0	0	0	0.0%	355	34	321	1,045.1%	1,200	29.6%
6404 · Activity Supplies Region 4	0	0	0	0.0%	0	0	0	0.0%	1,200	0.0%
6405 · Activity Supplies Region 5	0	0	0	0.0%	0	133	-133	0.0%	1,200	0.0%
6410 · Decorations	0	0	0	0.0%	0	0	0	0.0%	1,700	0.0%
6420 · Education/Prof. Materials	0	25	-25	0.0%	697	1,125	-428	62.0%	1,125	62.0%
6430 · Awards & Gifts	1,577	250	1,327	631.0%	2,526	1,100	1,426	229.6%	13,050	19.4%
6440 · Reprographics	6,630	7,783	-1,154	85.2%	24,503	24,528	-26	99.9%	72,965	33.6%
6450 · Facility Rental	0	5,000	-5,000	0.0%	10,347	9,000	1,347	115.0%	14,600	70.9%
6500 · Depreciation	0	0	0	0.0%	0	0	0	0.0%	0	0.0%
6501 · Depreciation Expense	3,103	2,625	478	118.2%	21,246	18,375	2,871	115.6%	31,500	67.4%
6520 · Gains/Losses on Disposal Assets	0	0	0	0.0%	0	600	-600	0.0%	1,000	0.0%
6600 · Seminars & Education Expense	0	1,742	-1,742	0.0%	2,314	10,342	-8,028	22.4%	17,450	13.3%
6610 · Dues & Subscriptions Expense	180	527	-347	34.2%	1,680	5,587	-3,907	30.1%	9,150	18.4%
6700 · Speaker Fees	0	1,000	-1,000	0.0%	5,750	14,600	-8,850	39.4%	46,600	12.3%
6710 · Speaker Travel Costs	0	500	-500	0.0%	247	1,500	-1,253	16.5%	12,000	2.1%
6720 · Chapter Rebates	0	0	0	0.0%	0	0	0	0.0%	8,900	0.0%
6730 · Scholarships	0	0	0	0.0%	0	1,000	-1,000	0.0%	17,000	0.0%
6740 · Donations & Contributions	0	0	0	0.0%	2,000	10,600	-8,600	18.9%	11,000	18.2%
6800 · Travel Expense	9,762	10,528	-766	92.7%	55,522	98,115	-42,593	56.6%	160,890	34.5%
6810 · Meals Expense	874	2,070	-1,196	42.2%	4,971	17,705	-12,734	28.1%	35,325	14.1%
6820 · Conference Music Show Expense	0	0	0	0.0%	0	0	0	0.0%	6,000	0.0%
6840 · Food Catering Service	-212	13,600	-13,812	-1.6%	47,664	45,750	1,914	104.2%	234,124	20.4%
6850 · Lodging Expense	991	5,825	-4,834	17.0%	24,100	25,214	-1,114	95.6%	143,880	16.8%
6900 · Legal Expense	1,600	1,750	-150	91.4%	9,600	12,250	-2,650	78.4%	21,300	45.1%
6910 · Accounting Expense	0	2,530	-2,530	0.0%	18,500	22,530	-4,030	82.1%	23,500	78.7%
6920 · Bank Charges	1,404	750	654	187.3%	6,428	3,250	3,178	197.8%	8,000	80.4%
6921 · Credit Card Charge Fees	2,940	3,000	-60	98.0%	11,172	6,000	5,172	186.2%	15,000	74.5%
6950 · Other-Services	77,967	32,573	45,394	239.4%	172,966	130,008	42,958	133.0%	311,750	55.5%
6960 · Consultants	15,350	12,693	2,657	120.9%	94,255	120,251	-25,996	78.4%	201,216	46.8%
6961 · Consultant Reimbursements	1,424	117	1,307	1,220.6%	6,487	1,267	5,220	512.1%	2,000	324.3%
7000 · Advertising/Marketing Expense	0	1,092	-1,092	0.0%	424	4,042	-3,618	10.5%	7,400	5.7%
7840 · Miscellaneous Expense	0	367	-367	0.0%	142	2,567	-2,425	5.5%	7,400	1.9%
7930 · Indirect Cost	0	0	0	0.0%	0	0	0	0.0%	0	0.0%
Total Expense	285,106	310,532	-25,426	91.8%	1,562,039	1,803,279	-241,240	86.6%	3,669,225	42.6%
Net Income	284,215	108,312	175,903	262.4%	131,334	-634,994	766,329	-20.7%	-115,999	-113.2%