

National Bison Association
Profit & Loss Prev Year Comparison
January through December 2014

				Jan - Dec 14	Jan - Dec 13	\$ Change	% Change
Ordinary Income/Expense							
Income							
40000 · Membership							
40100 · Active							
			40101 · Renew	108,154.96	108,727.58	-572.62	-0.53%
			40102 · New	25,700.00	26,455.00	-755.00	-2.85%
			Total 40100 · Active	133,854.96	135,182.58	-1,327.62	-0.98%
40105 · Multi-Year Membership							
			40106 · Renew	13,075.00	8,600.00	4,475.00	52.04%
			40107 · New	4,415.00	4,150.00	265.00	6.39%
			Total 40105 · Multi-Year Membership	17,490.00	12,750.00	4,740.00	37.18%
40110 · Allied Industry							
			40111 · Renew	5,091.60	4,683.33	408.27	8.72%
			40112 · New	0.00	1,000.00	-1,000.00	-100.0%
			Total 40110 · Allied Industry	5,091.60	5,683.33	-591.73	-10.41%
40120 · Friend of the Buffalo							
			40121 · New	1,392.50	1,250.00	142.50	11.4%
			40122 · Renew	3,032.88	3,187.17	-154.29	-4.84%
			Total 40120 · Friend of the Buffalo	4,425.38	4,437.17	-11.79	-0.27%
40130 · Subscription							
			40131 · Renew	234.96	250.00	-15.04	-6.02%
			40132 · New	25.00	268.51	-243.51	-90.69%
			Total 40130 · Subscription	259.96	518.51	-258.55	-49.86%
40140 · Junior							
			40141 · Renew	935.36	533.20	402.16	75.42%
			40142 · New	750.00	760.00	-10.00	-1.32%
			Total 40140 · Junior	1,685.36	1,293.20	392.16	30.33%
40145 · Student Group							
			40146 · Renew	-50.00	54.96	-104.96	-190.98%
			40147 · New	779.24	250.00	529.24	211.7%
			Total 40145 · Student Group	729.24	304.96	424.28	139.13%
			40150 · Life Member	2,014.16	1,941.34	72.82	3.75%
			40170 · Foreign S&H	580.25	443.00	137.25	30.98%
			Total 40000 · Membership	166,130.91	162,554.09	3,576.82	2.2%
40500 · Contributed support							
			40520 · Contributions & Sponsors	339.72	1,265.20	-925.48	-73.15%

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40540 · Interest Revenue	522.49	517.18	5.31	1.03%
40560 · Micellaneous Revenue	138.78	0.00	138.78	100.0%
Total 40500 · Contributed support	1,000.99	1,782.38	-781.39	-43.84%
40700 · Unrelated Business Income				
40710 · Affinity Card	325.85	360.91	-35.06	-9.71%
40720 · Nationwide Agribusiness Ins	6,257.94	2,571.96	3,685.98	143.31%
40700 · Unrelated Business Income - Other	127.50	0.00	127.50	100.0%
Total 40700 · Unrelated Business Income	6,711.29	2,932.87	3,778.42	128.83%
40900 · Fund Raiser Revenue				
40905 · SC Fund Raiser Proceeds	0.00	1,190.00	-1,190.00	-100.0%
40910 · SC Benefit Auction Proceeds	7,803.00	19,064.00	-11,261.00	-59.07%
40911 · WC Sale Items	50.00	0.00	50.00	100.0%
40920 · WC Benefit Auction NBA Proceeds	14,300.75	11,715.00	2,585.75	22.07%
40940 · WC Raffle Proceeds	3,970.00	5,075.00	-1,105.00	-21.77%
40950 · WC Benefit Auct. NBF	0.00	0.00	0.00	0.0%
40955 · WC Benefit Auct. Throlson	0.00	0.00	0.00	0.0%
Total 40900 · Fund Raiser Revenue	26,123.75	37,044.00	-10,920.25	-29.48%
41000 · Winter Conference				
41010 · Registration				
41011 · Full	20,650.00	19,050.00	1,600.00	8.4%
41012 · Add'l	20,550.00	18,300.00	2,250.00	12.3%
41016 · Banquet	14,430.00	13,860.00	570.00	4.11%
41017 · New Member	950.00	1,625.00	-675.00	-41.54%
Total 41010 · Registration	56,580.00	52,835.00	3,745.00	7.09%
41020 · Exhibitors	5,230.00	5,745.00	-515.00	-8.96%
41030 · Sponsorships Current Yr	18,977.94	15,600.00	3,377.94	21.65%
41032 · Sponsorships Next Yr	-6,488.97	-9,750.00	3,261.03	33.45%
Total 41000 · Winter Conference	74,298.97	64,430.00	9,868.97	15.32%
42000 · Gold Trophy				
42001 · Live Sale				
42010 · Entry Fees	6,336.00	10,450.00	-4,114.00	-39.37%
42015 · GTSS Sponsor	140.00	390.00	-250.00	-64.1%
42020 · Commission				
42021 · 9% COMMISSION	17,289.00	27,155.25	-9,866.25	-36.33%
42022 · 1%CHECKOFF	1,921.00	3,017.25	-1,096.25	-36.33%
42023 · 5% Video Fee-Live	0.00	500.00	-500.00	-100.0%
Total 42020 · Commission	19,210.00	30,672.50	-11,462.50	-37.37%
42040 · Live Sale Trphy Sprs Current Yr	5,000.00	5,500.00	-500.00	-9.09%

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42045 · Live Sale Trphy Sprs Next Yr	0.00	1,500.00	-1,500.00	-100.0%
Total 42001 · Live Sale	30,686.00	48,512.50	-17,826.50	-36.75%
42100 · Carcass Sale				
42101 · Entry Fees	2,175.00	3,190.00	-1,015.00	-31.82%
42102 · Carcass Trphy Sprs Current Yr	2,250.00	750.00	1,500.00	200.0%
42103 · Carcass Trphy Sprs Next Yr	0.00	0.00	0.00	0.0%
42104 · Carcass Class Commissions 7%	4,182.34	4,373.14	-190.80	-4.36%
42105 · Carcass Class Checkoff 1%	597.49	598.17	-0.68	-0.11%
Total 42100 · Carcass Sale	9,204.83	8,911.31	293.52	3.29%
42400 · Advertising	2,625.00	3,150.00	-525.00	-16.67%
42600 · Show & Sale Insurance	1,200.00	4,200.00	-3,000.00	-71.43%
42700 · Jr Judging	0.00	1,000.00	-1,000.00	-100.0%
Total 42000 · Gold Trophy	43,715.83	65,773.81	-22,057.98	-33.54%
43000 · Summer Conference				
43010 · Registration				
43011 · Full Advanced	22,950.00	28,750.00	-5,800.00	-20.17%
43012 · SC New Mbr Reg	1,125.00	750.00	375.00	50.0%
43013 · Banquet	200.00	350.00	-150.00	-42.86%
43014 · Youth	650.00	550.00	100.00	18.18%
Total 43010 · Registration	24,925.00	30,400.00	-5,475.00	-18.01%
43020 · Sponsors	3,900.00	9,675.00	-5,775.00	-59.69%
43025 · In-Kind Contributions	4,280.00	3,000.00	1,280.00	42.67%
43030 · Exhibitors	900.00	0.00	900.00	100.0%
43000 · Summer Conference - Other	75.00	0.00	75.00	100.0%
Total 43000 · Summer Conference	34,080.00	43,075.00	-8,995.00	-20.88%
44000 · Communication				
44010 · Bison World				
44011 · BW Advertising	36,640.50	44,896.00	-8,255.50	-18.39%
44012 · Sales	200.00	55.00	145.00	263.64%
44013 · Shipping - Bison World	70.23	19.75	50.48	255.6%
44015 · July Food Issue Insert				
440154 · Sales	2,721.00	3,622.50	-901.50	-24.89%
440155 · July Insert S&H	393.21	587.94	-194.73	-33.12%
Total 44015 · July Food Issue Insert	3,114.21	4,210.44	-1,096.23	-26.04%
44016 · Member Directory Ads	4,188.75	5,800.00	-1,611.25	-27.78%
Total 44010 · Bison World	44,213.69	54,981.19	-10,767.50	-19.58%
44050 · Website				

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			44051 · Advertising	7,080.00	12,890.00	-5,810.00	-45.07%
			44052 · www links	1,700.00	1,900.00	-200.00	-10.53%
			44053 · Bison 101-201	639.05	569.05	70.00	12.3%
			44054 · Third Party Online Sellers	497.00	299.50	197.50	65.94%
			Total 44050 · Website	9,916.05	15,658.55	-5,742.50	-36.67%
			Total 44000 · Communication	54,129.74	70,639.74	-16,510.00	-23.37%
			46000 · Promotion				
			46003 · Producers' Handbook	7,390.00	7,850.00	-460.00	-5.86%
			46004 · Merchandise Sales (Novelties)	5,935.50	3,156.10	2,779.40	88.06%
			46005 · Promotional Materials	9,632.15	8,703.54	928.61	10.67%
			46007 · Shipping & Handling - Sales	4,307.85	4,290.48	17.37	0.41%
			46012 · Mbr Plaques/Gate Signs	544.20	1,169.40	-625.20	-53.46%
			Total 46000 · Promotion	27,809.70	25,169.52	2,640.18	10.49%
			47000 · Check Off Program Revenue				
			47004 · Check-off Contributions	19,477.81	21,470.00	-1,992.19	-9.28%
			47005 · Check-off Reserve 50%	19,647.81	21,470.00	-1,822.19	-8.49%
			Total 47000 · Check Off Program Revenue	39,125.62	42,940.00	-3,814.38	-8.88%
			49000 · NABR				
			49002 · Registration Fees	1,575.00	55.00	1,520.00	2,763.64%
			49004 · New DNA Profile	35.00	35.00	0.00	0.0%
			49006 · Shipping - NABR	0.00	6.25	-6.25	-100.0%
			Total 49000 · NABR	1,610.00	96.25	1,513.75	1,572.73%
			49999 · Misc Income	200.00	198.00	2.00	1.01%
			Total Income	474,936.80	516,635.66	-41,698.86	-8.07%
			Gross Profit	474,936.80	516,635.66	-41,698.86	-8.07%
			Expense				
			50000 · Membership Expense				
			50120 · Recruitment	155.19	0.00	155.19	100.0%
			50130 · Plaques/Awards	207.30	203.96	3.34	1.64%
			50150 · Complimentary Membership	0.00	200.00	-200.00	-100.0%
			50170 · Membership Production	153.45	0.00	153.45	100.0%
			50172 · Membership Printing	2,555.49	949.63	1,605.86	169.1%
			50174 · Membership S&H	1,397.07	1,932.34	-535.27	-27.7%
			Total 50000 · Membership Expense	4,468.50	3,285.93	1,182.57	35.99%
			50500 · Administration				
			50501 · Payroll Expenses				

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50502 · Salaried Payroll	137,476.75	136,402.41	1,074.34	0.79%
50503 · Hourly Payroll	30,812.12	27,808.42	3,003.70	10.8%
50504 · Payroll Tax Expense	12,461.21	11,684.84	776.37	6.64%
50505 · Health Insurance	29,826.39	36,829.41	-7,003.02	-19.02%
50506 · Retirement	4,020.13	3,045.24	974.89	32.01%
50501 · Payroll Expenses - Other	0.00	868.98	-868.98	-100.0%
Total 50501 · Payroll Expenses	214,596.60	216,639.30	-2,042.70	-0.94%
50510 · Advertising & Promotion	4,193.11	752.50	3,440.61	457.22%
50512 · Bank/Credit Card Fees				
505121 · QB CC Fees	4,351.98	3,339.37	1,012.61	30.32%
505123 · Amazon/Pay Pal Fees	1,011.55	971.78	39.77	4.09%
505124 · AmEx CC Fees	490.45	250.32	240.13	95.93%
505126 · Wells Fargo Bank Fees	77.58	680.16	-602.58	-88.59%
505127 · PSCU Bank Fees	49.00	0.00	49.00	100.0%
505128 · FirstData CC Fees	4,251.24	3,774.72	476.52	12.62%
Total 50512 · Bank/Credit Card Fees	10,231.80	9,016.35	1,215.45	13.48%
50513 · Computer Support	3,781.35	3,352.50	428.85	12.79%
50514 · Contract Services	526.28	633.88	-107.60	-16.98%
50517 · Dues & Subscriptions	0.00	200.00	-200.00	-100.0%
50518 · Equipment Lease	0.00	2,352.82	-2,352.82	-100.0%
50520 · Government Relations	3,473.40	3,558.08	-84.68	-2.38%
50521 · Insurance	1,786.21	1,759.05	27.16	1.54%
50522 · Legal & Accounting	13,096.37	9,270.34	3,826.03	41.27%
50523 · Misc. Expense	130.54	131.99	-1.45	-1.1%
50524 · Office Supplies	2,576.88	1,469.12	1,107.76	75.4%
50525 · Online Services	753.59	826.40	-72.81	-8.81%
50526 · Postage	1,173.66	1,294.88	-121.22	-9.36%
50527 · Printing	129.25	140.86	-11.61	-8.24%
50528 · Rent	8,602.64	8,355.04	247.60	2.96%
50530 · Software Support	649.91	0.00	649.91	100.0%
50531 · Strategic Planning	2,858.37	0.00	2,858.37	100.0%
50532 · Taxes & Licenses	30.00	269.70	-239.70	-88.88%
50533 · Telephone	2,256.33	1,562.65	693.68	44.39%
50534 · Travel & Entertainment	5,896.70	8,399.18	-2,502.48	-29.79%
50535 · USHA Membership	150.00	750.00	-600.00	-80.0%
Total 50500 · Administration	276,892.99	270,734.64	6,158.35	2.28%
50900 · Fund Raiser Costs				
50901 · SC Fund Raiser Costs	0.00	3,000.00	-3,000.00	-100.0%
50902 · WC Fund Raiser Costs	0.00	74.16	-74.16	-100.0%
50903 · SC Fund Raiser Raffle Costs	0.00	137.87	-137.87	-100.0%
50904 · WC Fund Raiser Raffle Costs	1,200.00	1,803.08	-603.08	-33.45%

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Total 50900 · Fund Raiser Costs	1,200.00	5,015.11	-3,815.11	-76.07%
51000 · Winter Conf Exp				
51010 · Ad/Promotion	323.45	224.50	98.95	44.08%
51020 · Conference expense				
51021 · Food				
51022 · Main Banquet	11,235.82	14,036.10	-2,800.28	-19.95%
51024 · Luncheon	9,859.90	8,470.44	1,389.46	16.4%
51025 · Breaks	730.25	1,392.77	-662.52	-47.57%
51028 · Fun Auction Dinner	10,515.23	9,003.38	1,511.85	16.79%
51029 · Other	1,725.49	1,151.62	573.87	49.83%
Total 51021 · Food	34,066.69	34,054.31	12.38	0.04%
51030 · Speakers				
51031 · Fees	3,500.00	0.00	3,500.00	100.0%
51032 · Audio Visuals	1,661.24	1,726.50	-65.26	-3.78%
51034 · Travel	760.95	0.00	760.95	100.0%
Total 51030 · Speakers	5,922.19	1,726.50	4,195.69	243.02%
51040 · Hotel Rooms	1,364.39	1,050.30	314.09	29.91%
51050 · Conference Packets	2,915.62	2,777.37	138.25	4.98%
51060 · Reg Mailers/ Postage	138.78	0.00	138.78	100.0%
51070 · Booths	108.00	180.00	-72.00	-40.0%
51080 · Signs/Banners	561.77	0.00	561.77	100.0%
51090 · Trophies and Awards	793.65	527.50	266.15	50.46%
Total 51020 · Conference expense	45,871.09	40,315.98	5,555.11	13.78%
51120 · Printing	337.60	71.59	266.01	371.57%
51140 · Travel & Entertainment	500.00	168.80	331.20	196.21%
51150 · Complimentary Reg./Ticket	0.00	-25.00	25.00	100.0%
Total 51000 · Winter Conf Exp	47,032.14	40,755.87	6,276.27	15.4%
52000 · Gold Trophy Exp				
52010 · Advertise & Promotion	633.97	1,064.16	-430.19	-40.43%
52020 · Catalog	2,362.32	2,407.76	-45.44	-1.89%
52040 · Insurance	3,818.76	2,096.56	1,722.20	82.14%
52050 · Postage	40.41	217.23	-176.82	-81.4%
52060 · Video	500.00	500.00	0.00	0.0%
52080 · Show & Sale Costs - Live				
52070 · NWSS Live Commission	17,290.62	18,190.62	-900.00	-4.95%
52081 · Auctioneer	2,252.62	4,240.95	-1,988.33	-46.88%
52082 · Buffaleros				
52083 · Wage	812.50	812.50	0.00	0.0%
52084 · Radios	0.00	268.75	-268.75	-100.0%

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53061 · Fees	363.00	990.69	-627.69	-63.36%
53062 · Gifts	112.50	105.42	7.08	6.72%
53060 · Speakers - Other	115.78	0.00	115.78	100.0%
Total 53060 · Speakers	591.28	1,096.11	-504.83	-46.06%
53080 · Audio Visuals	1,516.46	0.00	1,516.46	100.0%
53090 · Transportation	3,920.00	5,491.60	-1,571.60	-28.62%
53020 · Conference Expense - Other	200.00	2,773.60	-2,573.60	-92.79%
Total 53020 · Conference Expense	47,859.94	35,108.20	12,751.74	36.32%
53110 · Printing	262.95	890.65	-627.70	-70.48%
53120 · Postage	120.50	0.00	120.50	100.0%
53140 · Travel & Entertainment	1,787.62	1,716.35	71.27	4.15%
53000 · Summer Conference Exp - Other	0.00	0.00	0.00	0.0%
Total 53000 · Summer Conference Exp	50,031.01	37,715.20	12,315.81	32.66%
60000 · Communications				
60010 · Bison World				
60011 · Contract Services	16,707.00	16,956.58	-249.58	-1.47%
60012 · Postage	3,619.35	2,479.01	1,140.34	46.0%
60013 · Printing	6,879.50	7,488.45	-608.95	-8.13%
60014 · Production Costs	8,046.40	8,494.20	-447.80	-5.27%
60015 · July Food Insert				
600152 · COGS July Food Insert	1,279.76	1,844.10	-564.34	-30.6%
600154 · S&H July Food Insert	455.84	678.27	-222.43	-32.79%
Total 60015 · July Food Insert	1,735.60	2,522.37	-786.77	-31.19%
60016 · Membership Directory				
60018 · Member Dir Production	2,438.86	1,907.70	531.16	27.84%
60019 · Member Dir Printing	1,267.50	1,463.55	-196.05	-13.4%
Total 60016 · Membership Directory	3,706.36	3,371.25	335.11	9.94%
Total 60010 · Bison World	40,694.21	41,311.86	-617.65	-1.5%
60050 · Website				
60051 · Hosting Fee	75.72	128.98	-53.26	-41.29%
60052 · Maintenance/Updates	1,149.69	2,444.72	-1,295.03	-52.97%
60053 · Bison Online Training	0.00	20.99	-20.99	-100.0%
60054 · Third Party Seller Expense	61.25	149.00	-87.75	-58.89%
Total 60050 · Website	1,286.66	2,743.69	-1,457.03	-53.11%
Total 60000 · Communications	41,980.87	44,055.55	-2,074.68	-4.71%
70000 · Promotions				

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	70010 · COGS-Novelties	3,829.54	1,609.68	2,219.86	137.91%
	70030 · COGS-Promotional Items	3,677.12	4,169.88	-492.76	-11.82%
	70035 · COGS - Producers' Handbook	749.32	1,455.16	-705.84	-48.51%
	70050 · Shipping & Handling - Sales	4,680.41	4,913.92	-233.51	-4.75%
	Total 70000 · Promotions	12,936.39	12,148.64	787.75	6.48%
	75000 · Check Off				
	75005 · Contract Services	1,503.57	6,928.00	-5,424.43	-78.3%
	75006 · Advertising, Promo & Recruit	26,234.72	22,356.39	3,878.33	17.35%
	75000 · Check Off - Other	23.56	0.00	23.56	100.0%
	Total 75000 · Check Off	27,761.85	29,284.39	-1,522.54	-5.2%
	88000 · NABR Reg				
	88008 · Contract Services - NABR	0.00	110.00	-110.00	-100.0%
	Total 88000 · NABR Reg	0.00	110.00	-110.00	-100.0%
	89000 · RMA Grant Expenses	287.50	0.00	287.50	100.0%
	91000 · SARE Grant Expenses	299.20	0.00	299.20	100.0%
	99999 · Suspense Expense	181.30	0.00	181.30	100.0%
	Total Expense	502,980.20	486,095.43	16,884.77	3.47%
	Net Ordinary Income	-28,043.40	30,540.23	-58,583.63	-191.82%
	Other Income/Expense				
	Other Income				
	99910 · Bad Debt Write Offs	-9.50	-1,080.00	1,070.50	99.12%
	Total Other Income	-9.50	-1,080.00	1,070.50	99.12%
	Other Expense				
	99900 · 5% Designated Reserves	21,126.87	0.00	21,126.87	100.0%
	99947 · Check-Off Retained Earnings	-6,328.76	0.00	-6,328.76	-100.0%
	Total Other Expense	14,798.11	0.00	14,798.11	100.0%
	Net Other Income	-14,807.61	-1,080.00	-13,727.61	-1,271.08%
	Net Income	-42,851.01	29,460.23	-72,311.24	-245.45%