

## National Bison Association Profit & Loss Budget Performance

January 2016

										Jan 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>														
<b>Income</b>														
<b>40000 - Membership</b>														
<b>40100 - Active</b>														
<b>40101 - Renew</b>										12,760.00	14,500.00	-1,740.00	88.0%	40,000.00
<b>40102 - New</b>										4,250.00	4,500.00	-250.00	94.44%	9,500.00
<b>Total 40100 - Active</b>										<b>17,010.00</b>	<b>19,000.00</b>	<b>-1,990.00</b>	<b>89.53%</b>	<b>49,500.00</b>
<b>40105 - Multi-Year Membership</b>														
<b>40106 - Renew</b>										2,400.00	1,398.00	1,002.00	171.67%	6,524.00
<b>40107 - New</b>										2,200.00	1,398.00	802.00	157.37%	5,126.00
<b>Total 40105 - Multi-Year Membership</b>										<b>4,600.00</b>	<b>2,796.00</b>	<b>1,804.00</b>	<b>164.52%</b>	<b>11,650.00</b>
<b>40110 - Allied Industry</b>														
<b>40111 - Renew</b>										300.00	300.00	0.00	100.0%	850.00
<b>40112 - New</b>										0.00	250.00	-250.00	0.0%	550.00
<b>Total 40110 - Allied Industry</b>										<b>300.00</b>	<b>550.00</b>	<b>-250.00</b>	<b>54.55%</b>	<b>1,400.00</b>
<b>40120 - Friend of the Buffalo</b>														
<b>40121 - New</b>										0.00	180.00	-180.00	0.0%	420.00
<b>40122 - Renew</b>										300.00	300.00	0.00	100.0%	1,860.00
<b>Total 40120 - Friend of the Buffalo</b>										<b>300.00</b>	<b>480.00</b>	<b>-180.00</b>	<b>62.5%</b>	<b>2,280.00</b>
<b>40130 - Subscription</b>														
<b>40131 - Renew</b>										75.00	75.00	0.00	100.0%	100.00
<b>40132 - New</b>										0.00	0.00	0.00	0.0%	0.00
<b>Total 40130 - Subscription</b>										<b>75.00</b>	<b>75.00</b>	<b>0.00</b>	<b>100.0%</b>	<b>100.00</b>
<b>40140 - Junior</b>														
<b>40141 - Renew</b>										250.00	150.00	100.00	166.67%	600.00

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40142 - New						100.00	0.00	100.00	100.0%	250.00
<b>Total 40140 - Junior</b>						350.00	150.00	200.00	233.33%	850.00
40145 - Student Group										
40146 - Renew						50.00	750.00	-700.00	6.67%	850.00
40147 - New						0.00	50.00	-50.00	0.0%	350.00
<b>Total 40145 - Student Group</b>						50.00	800.00	-750.00	6.25%	1,200.00
40150 - Life Member						0.00	0.00	0.00	0.0%	0.00
40155 - Lapsed Membership Recovered						850.00	0.00	850.00	100.0%	0.00
40170 - Foreign S&H						211.00	110.50	100.50	190.95%	276.00
<b>Total 40000 - Membership</b>						23,746.00	23,961.50	-215.50	99.1%	67,256.00
40500 - Contributed support										
40500-1 - Contributions & Sponsors						1,000.00	0.00	1,000.00	100.0%	0.00
40500-2 - Unrestricted Grants						0.00	0.00	0.00	0.0%	0.00
40500-3 - Interest Revenue						23.86	50.00	-26.14	47.72%	150.00
40500-4 - Micellaneous Revenue						0.00	0.00	0.00	0.0%	0.00
40500-5 - Special Projects						50.00	0.00	50.00	100.0%	0.00
<b>Total 40500 - Contributed support</b>						1,073.86	50.00	1,023.86	2,147.72%	150.00
40600 - Restricted Grants										
40600-1 - SARE Grant						0.00	0.00	0.00	0.0%	8,000.00
40600-2 - RMA						0.00	0.00	0.00	0.0%	0.00
<b>Total 40600 - Restricted Grants</b>						0.00	0.00	0.00	0.0%	8,000.00
40700 - Unrelated Business Income										
40700-1 - Affinity Card						0.00	0.00	0.00	0.0%	60.00
40700-2 - Nationwide Agribusiness Ins						0.00	0.00	0.00	0.0%	1,000.00
<b>Total 40700 - Unrelated Business Income</b>						0.00	0.00	0.00	0.0%	1,060.00
40800 - Fund Raiser Revenue										

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January 2016

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<b>40800-1 - Summer Conference Proceeds</b>																	
	<b>40801-1 - SC Fund Raiser Proceeds</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40801-2 - SC Raffle Proceeds</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40801-3 - SC Benefit Auction Proceeds</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40800-1 - Summer Conference Proceeds - Other</b>												0.00	0.00	0.00	0.0%	0.00
	<b>Total 40800-1 - Summer Conference Proceeds</b>												0.00	0.00	0.00	0.0%	0.00
<b>40800-2 - Winter Conference Proceeds</b>																	
	<b>40802-1 - WC Benefit Auction NBA Proceeds</b>												14,850.00	14,000.00	850.00	106.07%	14,000.00
	<b>40802-2 - WC Raffle Proceeds</b>												4,973.00	5,000.00	-27.00	99.46%	5,000.00
	<b>40802-3 - WC Benefit Auct. NBF</b>												5,710.00	0.00	5,710.00	100.0%	0.00
	<b>40802-4 - WC Benefit Auct. Throlson</b>												2,100.00	0.00	2,100.00	100.0%	0.00
	<b>40802-5 - WC Fund Raiser Event -Throlson</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40802-6 - WC Fund Raiser Event - NBF</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40802-7 - WC Sale Items</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40802-8 - WC Ticket Proceeds</b>												0.00	0.00	0.00	0.0%	0.00
	<b>Total 40800-2 - Winter Conference Proceeds</b>												27,633.00	19,000.00	8,633.00	145.44%	19,000.00
	<b>Total 40800 - Fund Raiser Revenue</b>												27,633.00	19,000.00	8,633.00	145.44%	19,000.00
<b>40900 - Event Revenue</b>																	
	<b>40901 - Summer Conference</b>																
	<b>40901-1 - Summer Conference Registration</b>																
	<b>40911-1 - Day - Adult</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40911-2 - Full Member Registration SC</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40911-3 - Youth</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40911-4 - Join &amp; Go New Member SC</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40901-1 - Summer Conference Registration - Other</b>												0.00	0.00	0.00	0.0%	0.00
	<b>Total 40901-1 - Summer Conference Registration</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40901-2 - Banquet</b>												0.00	0.00	0.00	0.0%	0.00
	<b>40901-3 - Sponsors</b>												0.00	0.00	0.00	0.0%	0.00

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40901-4 · Exhibitors						0.00	0.00	0.00	0.0%	0.00
40901-5 · In-Kind Contributions - SC						0.00	0.00	0.00	0.0%	0.00
<b>Total 40901 · Summer Conference</b>						<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>
40902 · Winter Conference										
40902-1 · Registration Winter Conference										
40912-1 · Full Member Registration WC						19,195.00	19,000.00	195.00	101.03%	19,000.00
40912-2 · Add'l Member Registration WC						19,800.00	19,000.00	800.00	104.21%	19,000.00
40912-5 · Non-Member Registration WC						1,200.00	2,100.00	-900.00	57.14%	2,100.00
40912-7 · Join & Go New Member WC						2,480.00	2,600.00	-120.00	95.39%	2,600.00
40913-1 · Day - Adult WC						200.00	0.00	200.00	100.0%	0.00
40913-2 · Lunch Ticket WC						580.00	0.00	580.00	100.0%	0.00
40913-3 · WC Misc						0.00	0.00	0.00	0.0%	0.00
<b>Total 40902-1 · Registration Winter Conference</b>						<b>43,455.00</b>	<b>42,700.00</b>	<b>755.00</b>	<b>101.77%</b>	<b>42,700.00</b>
40902-2 · Banquet WC						17,453.08	16,000.00	1,453.08	109.08%	16,000.00
40902-3 · Exhibitors						3,920.00	4,100.00	-180.00	95.61%	4,100.00
40902-4 · Sponsorships Current Yr						16,500.00	19,500.00	-3,000.00	84.62%	19,500.00
40902-5 · Advertising						0.00	0.00	0.00	0.0%	0.00
40902-6 · 'American Buffalo'						0.00	0.00	0.00	0.0%	0.00
40902-7 · In-Kind Contributions - WC						19,572.05	15,500.00	4,072.05	126.27%	15,500.00
<b>Total 40902 · Winter Conference</b>						<b>100,900.13</b>	<b>97,800.00</b>	<b>3,100.13</b>	<b>103.17%</b>	<b>97,800.00</b>
40910 · Calcutta Revenue						6,700.00	6,000.00	700.00	111.67%	6,000.00
<b>Total 40900 · Event Revenue</b>						<b>107,600.13</b>	<b>103,800.00</b>	<b>3,800.13</b>	<b>103.66%</b>	<b>103,800.00</b>
42000 · Gold Trophy Show & Sale										
42001 · Live Sale										
42001-1 · Entry Fees						9,384.00	10,488.00	-1,104.00	89.47%	10,488.00
42001-2 · GTSS Sponsor						641.00	741.00	-100.00	86.51%	741.00
42001-3 · Live Sale Trphy Sprs Current Yr						6,250.00	5,250.00	1,000.00	119.05%	5,250.00
42001-5 · Commission										

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					<b>42015-1 - 9% COMMISSION</b>	28,269.00	30,052.78	-1,783.78	94.07%	30,052.78
					<b>42015-2 - 1%CHECKOFF</b>	2,927.50	3,339.20	-411.70	87.67%	3,339.20
					<b>42015-3 - 5% Video Fee-Live</b>	0.00	0.00	0.00	0.0%	0.00
					<b>Total 42001-5 - Commission</b>	31,196.50	33,391.98	-2,195.48	93.43%	33,391.98
					<b>Total 42001 - Live Sale</b>	47,471.50	49,870.98	-2,399.48	95.19%	49,870.98
					<b>42002 - Carcass Sale</b>					
					<b>42002-1 - Entry Fees</b>	4,756.00	4,268.80	487.20	111.41%	4,268.80
					<b>42002-2 - Carcass Trphy Sprs Current Yr</b>	0.00	1,250.00	-1,250.00	0.0%	1,250.00
					<b>42002-3 - Carcass Class Commissions 7%</b>	8,777.84	7,749.73	1,028.11	113.27%	7,749.73
					<b>42002-4 - Carcass Class Checkoff 1%</b>	1,467.49	1,107.10	360.39	132.55%	1,107.10
					<b>42002-5 - 5% Video Fee-Carcass</b>	0.00	0.00	0.00	0.0%	0.00
					<b>Total 42002 - Carcass Sale</b>	15,001.33	14,375.63	625.70	104.35%	14,375.63
					<b>42003 - Advertising</b>	1,950.00	1,650.00	300.00	118.18%	1,650.00
					<b>42004 - Show &amp; Sale Insurance</b>	1,200.00	1,200.00	0.00	100.0%	1,200.00
					<b>42005 - Sponsorship - Presenting</b>	10,999.00	10,000.00	999.00	109.99%	10,000.00
					<b>Total 42000 - Gold Trophy Show &amp; Sale</b>	76,621.83	77,096.61	-474.78	99.38%	77,096.61
					<b>43000 - Junior Judging Sponsorships</b>	2,400.00				
					<b>44000 - Communication</b>					
					<b>44001 - Bison World</b>					
					<b>44001-1 - BW Advertising</b>	10,736.50	9,430.00	1,306.50	113.86%	9,430.00
					<b>44001-2 - Sales BW</b>	0.00	0.00	0.00	0.0%	25.00
					<b>44001-3 - Shipping - Bison World</b>	0.00	0.00	0.00	0.0%	14.00
					<b>44001-4 - Member Directory Ads</b>	0.00	3,345.00	-3,345.00	0.0%	3,345.00
					<b>44001-5 - July Food Issue Insert</b>					
					<b>44015-1 - Sales</b>	15.00	65.00	-50.00	23.08%	73.25
					<b>44015-2 - July Insert S&amp;H</b>	0.00	0.00	0.00	0.0%	9.50
					<b>Total 44001-5 - July Food Issue Insert</b>	15.00	65.00	-50.00	23.08%	82.75

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<b>Total 44001 - Bison World</b>					10,751.50	12,840.00	-2,088.50	83.73%	12,896.75
<b>44002 - Website</b>									
44002-1 - Advertising					1,000.00	850.00	150.00	117.65%	2,815.00
44002-2 - www links					0.00	0.00	0.00	0.0%	800.00
44002-3 - Bison 101-201					149.75	0.00	149.75	100.0%	0.00
44002-4 - Third Party Online Sellers					70.00	50.00	20.00	140.0%	200.00
<b>Total 44002 - Website</b>					<b>1,219.75</b>	<b>900.00</b>	<b>319.75</b>	<b>135.53%</b>	<b>3,815.00</b>
<b>Total 44000 - Communication</b>					<b>11,971.25</b>	<b>13,740.00</b>	<b>-1,768.75</b>	<b>87.13%</b>	<b>16,711.75</b>
<b>46000 - Promotion</b>									
<b>46000-1 - Producers' Handbook</b>									
46001-1 - Producers' Handbook 2nd Edition					280.00				
46000-1 - Producers' Handbook - Other					320.00	1,200.00	-880.00	26.67%	3,200.00
<b>Total 46000-1 - Producers' Handbook</b>					<b>600.00</b>	<b>1,200.00</b>	<b>-600.00</b>	<b>50.0%</b>	<b>3,200.00</b>
46000-2 - Merchandise Sales (Novelties)					920.65	800.00	120.65	115.08%	1,230.00
46000-3 - Promotional Materials					524.25	370.00	154.25	141.69%	1,960.00
46000-4 - Mbr Plaques/Gate Signs					111.50	80.00	31.50	139.38%	130.00
46000-5 - Shipping & Handling - Sales					285.37	380.00	-94.63	75.1%	1,020.00
<b>Total 46000 - Promotion</b>					<b>2,441.77</b>	<b>2,830.00</b>	<b>-388.23</b>	<b>86.28%</b>	<b>7,540.00</b>
<b>47000 - Check Off Program Revenue</b>									
47000-1 - Check-off Contributions					2,137.50	3,300.00	-1,162.50	64.77%	5,000.00
47000-2 - Check-Off Released from Temp Re					0.00	0.00	0.00	0.0%	0.00
47000-3 - Check-off Reserve 5%					2,137.50	3,300.00	-1,162.50	64.77%	5,000.00
<b>Total 47000 - Check Off Program Revenue</b>					<b>4,275.00</b>	<b>6,600.00</b>	<b>-2,325.00</b>	<b>64.77%</b>	<b>10,000.00</b>
<b>49000 - NABR</b>									
49000-1 - Ear Tag Set					0.00	0.00	0.00	0.0%	0.00

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49000-2 · Registration Fees										0.00	500.00	-500.00	0.0%	1,000.00
49000-3 · New DNA Profile										0.00	0.00	0.00	0.0%	0.00
49000-4 · DNA Retest/Update										0.00	0.00	0.00	0.0%	0.00
49000-5 · Shipping - NABR										0.00	0.00	0.00	0.0%	0.00
<b>Total 49000 · NABR</b>										<b>0.00</b>	<b>500.00</b>	<b>-500.00</b>	<b>0.0%</b>	<b>1,000.00</b>
49010 · Unrealized Gain/Loss										0.00	0.00	0.00	0.0%	0.07
49999 · Misc Income										0.00	0.00	0.00	0.0%	0.00
<b>Total Income</b>										<b>257,762.84</b>	<b>247,578.11</b>	<b>10,184.73</b>	<b>104.11%</b>	<b>311,614.43</b>
<b>Gross Profit</b>										<b>257,762.84</b>	<b>247,578.11</b>	<b>10,184.73</b>	<b>104.11%</b>	<b>311,614.43</b>
<b>Expense</b>														
50000 · Membership Expense														
50000-1 · Recruitment										0.00	0.00	0.00	0.0%	0.00
50000-2 · Plaques/Awards										0.00	100.00	-100.00	0.0%	100.00
50000-3 · Complimentary Membership										0.00	0.00	0.00	0.0%	0.00
50000-4 · Membership Production										0.00	0.00	0.00	0.0%	73.50
50000-5 · Membership Printing										172.24	0.00	172.24	100.0%	2,500.00
50000-6 · Membership S&H										220.91	0.00	220.91	100.0%	214.10
<b>Total 50000 · Membership Expense</b>										<b>393.15</b>	<b>100.00</b>	<b>293.15</b>	<b>393.15%</b>	<b>2,887.60</b>
50500 · Administration														
50501 · Payroll Expenses														
50501-1 · Gross Wages														
50511-1 · Salaried Payroll										11,658.00	12,200.00	-542.00	95.56%	36,600.00
50511-2 · Hourly Payroll										4,424.63	3,540.00	884.63	124.99%	8,807.00
50511-3 · Grant Salary Expense										0.00	0.00	0.00	0.0%	0.00
<b>Total 50501-1 · Gross Wages</b>										<b>16,082.63</b>	<b>15,740.00</b>	<b>342.63</b>	<b>102.18%</b>	<b>45,407.00</b>
50501-2 · Employer Payroll Taxes														
50512-1 · FICA										1,142.99	1,337.90	-194.91	85.43%	3,859.60

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					<b>50512-2 · FUTA</b>	89.65	0.00	89.65	100.0%	0.00
					<b>50512-3 · SUTA</b>	153.88	0.00	153.88	100.0%	0.00
					<b>Total 50501-2 · Employer Payroll Taxes</b>	<b>1,386.52</b>	<b>1,337.90</b>	<b>48.62</b>	<b>103.63%</b>	<b>3,859.60</b>
					<b>50501-3 · Employee Benefits</b>					
					<b>50513-1 · Health Insurance</b>	3,037.00	3,070.00	-33.00	98.93%	9,210.00
					<b>50513-2 · 401(k) Match - Retirement</b>	349.74	400.00	-50.26	87.44%	1,200.00
					<b>Total 50501-3 · Employee Benefits</b>	<b>3,386.74</b>	<b>3,470.00</b>	<b>-83.26</b>	<b>97.6%</b>	<b>10,410.00</b>
					<b>Total 50501 · Payroll Expenses</b>	<b>20,855.89</b>	<b>20,547.90</b>	<b>307.99</b>	<b>101.5%</b>	<b>59,676.60</b>
					<b>50510 · Advertising &amp; Promotion</b>	0.00	0.00	0.00	0.0%	0.00
					<b>50511 · Bad Debt Write Offs</b>	0.00	0.00	0.00	0.0%	0.00
					<b>50512 · Bank/Credit Card Fees</b>					
					<b>505123 · Amazon/Pay Pal Fees</b>	97.99	80.00	17.99	122.49%	210.00
					<b>505126 · Wells Fargo Bank Fees</b>	0.00	0.00	0.00	0.0%	5.00
					<b>505127 · PSCU Bank Fees</b>	0.00	0.00	0.00	0.0%	0.00
					<b>505129 · Bank of the West Bank Fees</b>	38.00	0.00	38.00	100.0%	0.00
					<b>505130 · Investment Management Fees</b>	0.00	0.00	0.00	0.0%	50.00
					<b>50550 · Credit Card Merchant Fees</b>					
					<b>505121 · QB CC Fees</b>	279.41	1,100.00	-820.59	25.4%	2,580.00
					<b>505122 · Discover CC Fees</b>	0.00	0.00	0.00	0.0%	0.00
					<b>505124 · AmEx CC Fees</b>	0.00	40.00	-40.00	0.0%	175.00
					<b>505128 · FirstData CC Fees</b>	952.88	1,000.00	-47.12	95.29%	2,540.00
					<b>Total 50550 · Credit Card Merchant Fees</b>	<b>1,232.29</b>	<b>2,140.00</b>	<b>-907.71</b>	<b>57.58%</b>	<b>5,295.00</b>
					<b>Total 50512 · Bank/Credit Card Fees</b>	<b>1,368.28</b>	<b>2,220.00</b>	<b>-851.72</b>	<b>61.63%</b>	<b>5,560.00</b>
					<b>50513 · Computer Support</b>	316.00	900.00	-584.00	35.11%	1,500.00
					<b>50514 · Contract Services</b>					
					<b>50514-1 · Legal Services</b>	0.00	0.00	0.00	0.0%	0.00
					<b>50514-2 · Accounting &amp; Audit Services</b>	0.00	280.00	-280.00	0.0%	680.00



**National Bison Association  
Profit & Loss Budget Performance**

January 2016

						Jan 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
				50514-3	Payroll Processing Fees	372.58	500.00	-127.42	74.52%	1,100.00
				50514	Contract Services - Other	35.00	25.00	10.00	140.0%	65.75
				<b>Total 50514 - Contract Services</b>		407.58	805.00	-397.42	50.63%	1,845.75
					50515 - Contributions to Charity/Funds	0.00	0.00	0.00	0.0%	0.00
					50516 - Depreciation	0.00	0.00	0.00	0.0%	0.00
					50517 - Dues & Subscriptions					
				50517-1	USHA Membership	160.00	810.00	-650.00	19.75%	810.00
					50517 - Dues & Subscriptions - Other	357.00	357.00	0.00	100.0%	357.00
				<b>Total 50517 - Dues &amp; Subscriptions</b>		517.00	1,167.00	-650.00	44.3%	1,167.00
					50518 - Equipment Lease	0.00	0.00	0.00	0.0%	0.00
					50520 - Government Relations					
				50520-1	Lobbying Expense	0.00	0.00	0.00	0.0%	0.00
					50520 - Government Relations - Other	0.00	50.00	-50.00	0.0%	150.00
				<b>Total 50520 - Government Relations</b>		0.00	50.00	-50.00	0.0%	150.00
					50521 - Insurance					
				50521-1	Workers Comp Insurance	41.32	40.00	1.32	103.3%	120.00
					50521 - Insurance - Other	1,300.00	1,300.00	0.00	100.0%	1,300.00
				<b>Total 50521 - Insurance</b>		1,341.32	1,340.00	1.32	100.1%	1,420.00
					50523 - Misc. Expense	0.00	0.00	0.00	0.0%	0.00
					50524 - Office Supplies	177.13	100.00	77.13	177.13%	240.00
					50525 - Online Services	136.85	40.00	96.85	342.13%	570.00
					50526 - Postage	114.16	85.00	29.16	134.31%	335.00
					50527 - Printing	72.20	50.00	22.20	144.4%	75.00
				50528	Rent	754.76	735.00	19.76	102.69%	2,205.00
					50529 - Repairs & Maintenance	0.00	0.00	0.00	0.0%	0.00
					50530 - Software Support	0.00	0.00	0.00	0.0%	0.00
					50531 - Strategic Planning	0.00	0.00	0.00	0.0%	0.00
					50532 - Taxes & Licenses	0.00	0.00	0.00	0.0%	0.00

### National Bison Association Profit & Loss Budget Performance

January 2016

	Jan 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
50533 - Telephone	317.62	150.00	167.62	211.75%	450.00
50534 - Travel & Entertainment	613.96	400.00	213.96	153.49%	900.00
<b>Total 50500 - Administration</b>	<b>26,992.75</b>	<b>28,589.90</b>	<b>-1,597.15</b>	<b>94.41%</b>	<b>76,094.35</b>
<b>50900 - Fund Raiser Costs</b>					
<b>50901 - SC Fund Raiser Costs</b>					
50901-1 - SC Fund Raiser Raffle Costs	0.00	0.00	0.00	0.0%	0.00
50901 - SC Fund Raiser Costs - Other	0.00	0.00	0.00	0.0%	0.00
<b>Total 50901 - SC Fund Raiser Costs</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>
<b>50902 - WC Fund Raiser Costs</b>					
50902-2 - WC Throlson Share Fund Raiser	1,190.00				
50902-3 - NBF Share of Fund Raiser	5,139.00				
50902 - WC Fund Raiser Costs - Other	0.00	125.00	-125.00	0.0%	125.00
<b>Total 50902 - WC Fund Raiser Costs</b>	<b>6,329.00</b>	<b>125.00</b>	<b>6,204.00</b>	<b>5,063.2%</b>	<b>125.00</b>
<b>50970 - Calcutta Costs</b>	<b>3,350.00</b>	<b>3,000.00</b>	<b>350.00</b>	<b>111.67%</b>	<b>3,000.00</b>
<b>Total 50900 - Fund Raiser Costs</b>	<b>9,679.00</b>	<b>3,125.00</b>	<b>6,554.00</b>	<b>309.73%</b>	<b>3,125.00</b>
<b>51000 - Event Conference Expense</b>					
<b>51000-2 - Winter Conference Expense</b>					
<b>51002-1 - WC Event Expense</b>					
<b>51021-1 - Food - WC</b>					
51211-2 - Luncheon	22,498.56	21,000.00	1,498.56	107.14%	21,000.00
51211-3 - Breaks	1,542.76	3,000.00	-1,457.24	51.43%	3,000.00
51211-4 - In-Kind Sponsors	19,572.05	15,500.00	4,072.05	126.27%	15,500.00
51211-6 - Benefit Auction Dinner	14,061.60	14,000.00	61.60	100.44%	14,000.00
51211-7 - Other WC Food Costs	1,198.91	2,200.00	-1,001.09	54.5%	2,200.00
51211-8 - Main Banquet	16,934.18	16,000.00	934.18	105.84%	16,000.00
<b>Total 51021-1 - Food - WC</b>	<b>75,808.06</b>	<b>71,700.00</b>	<b>4,108.06</b>	<b>105.73%</b>	<b>71,700.00</b>
<b>51021-3 - Hotel Rooms</b>	<b>1,675.37</b>	<b>1,000.00</b>	<b>675.37</b>	<b>167.54%</b>	<b>1,000.00</b>

## National Bison Association Profit & Loss Budget Performance

January 2016

						Jan 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
51021-4 · Conference Packets						5,007.77	2,500.00	2,507.77	200.31%	2,500.00
51021-7 · Signs/Banners						3,978.49	400.00	3,578.49	994.62%	400.00
51021-8 · Trophies and Awards						304.70	250.00	54.70	121.88%	250.00
51021-9 · Audio Visuals						5,752.57	4,821.00	931.57	119.32%	4,821.00
51100-1 · Speakers WC										
51111-1 · Fees						600.00	600.00	0.00	100.0%	600.00
<b>Total 51100-1 · Speakers WC</b>						<b>600.00</b>	<b>600.00</b>	<b>0.00</b>	<b>100.0%</b>	<b>600.00</b>
51002-1 · WC Event Expense - Other						0.00				
<b>Total 51002-1 · WC Event Expense</b>						<b>93,126.96</b>	<b>81,271.00</b>	<b>11,855.96</b>	<b>114.59%</b>	<b>81,271.00</b>
51002-3 · Printing						23.82				
51002-4 · Postage						37.44				
51002-5 · Travel & Entertainment						430.38				
51002-6 · Complimentary Reg./Ticket						0.00				
<b>Total 51000-2 · Winter Conference Expense</b>						<b>93,618.60</b>	<b>81,271.00</b>	<b>12,347.60</b>	<b>115.19%</b>	<b>81,271.00</b>
53000-3 · Gold Trophy Expense										
53003-1 · Show & Sale Costs - Live										
52071-1 · Buffaleros										
52711-1 · Wage						812.50	850.00	-37.50	95.59%	850.00
52711-3 · Meals						1,222.69	1,400.00	-177.31	87.34%	1,400.00
52711-4 · Lodging						543.90				
<b>Total 52071-1 · Buffaleros</b>						<b>2,579.09</b>	<b>2,250.00</b>	<b>329.09</b>	<b>114.63%</b>	<b>2,250.00</b>
53031-1 · Auctioneer						2,300.15	4,185.22	-1,885.07	54.96%	4,185.22
53031-2 · Judges										
53312-2 · Judges Compensation						0.00	870.00	-870.00	0.0%	870.00
53031-2 · Judges - Other						666.66				
<b>Total 53031-2 · Judges</b>						<b>666.66</b>	<b>870.00</b>	<b>-203.34</b>	<b>76.63%</b>	<b>870.00</b>
53031-3 · Signs/Banners						0.00	1,000.00	-1,000.00	0.0%	1,000.00

## National Bison Association Profit & Loss Budget Performance

January 2016

						Jan 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
					<b>53031-4 · NWSS Yardage &amp; Admin Fees</b>	6,278.00	8,050.00	-1,772.00	77.99%	8,050.00
					<b>53031-5 · Veterinary</b>	0.00	50.00	-50.00	0.0%	50.00
					<b>53031-6 · Trophies/Awards</b>	5,294.85	4,200.00	1,094.85	126.07%	4,200.00
					<b>53031-7 · NWSS Live Commission</b>	15,410.00	18,551.10	-3,141.10	83.07%	18,551.10
					<b>53031-8 · Tags</b>	0.00	130.00	-130.00	0.0%	130.00
					<b>53031-9 · Other</b>	308.52	3,000.00	-2,691.48	10.28%	3,000.00
					<b>53310-1 · Feed &amp; Yard Costs</b>	0.00	1,250.00	-1,250.00	0.0%	1,250.00
					<b>Total 53003-1 · Show &amp; Sale Costs - Live</b>	<b>32,837.27</b>	<b>43,536.32</b>	<b>-10,699.05</b>	<b>75.43%</b>	<b>43,536.32</b>
					<b>53003-4 · Carcass</b>					
					<b>53034-1 · Show &amp; Sale Costs - Carcass</b>					
					<b>53341-1 · Auctioneer</b>	2,213.13	1,107.10	1,106.03	199.9%	1,107.10
					<b>53341-2 · Trophies/Awards</b>	59.00	2,250.00	-2,191.00	2.62%	2,250.00
					<b>53341-3 · Processing Fee</b>	2,181.52	1,280.00	901.52	170.43%	1,280.00
					<b>53341-4 · NWSS Carcass Commission</b>	4,261.97	3,321.31	940.66	128.32%	3,321.31
					<b>Total 53034-1 · Show &amp; Sale Costs - Carcass</b>	<b>8,715.62</b>	<b>7,958.41</b>	<b>757.21</b>	<b>109.52%</b>	<b>7,958.41</b>
					<b>Total 53003-4 · Carcass</b>	<b>8,715.62</b>	<b>7,958.41</b>	<b>757.21</b>	<b>109.52%</b>	<b>7,958.41</b>
					<b>53003-6 · Video</b>	500.00	500.00	0.00	100.0%	500.00
					<b>53003-8 · Catalog</b>	1,637.32	1,600.00	37.32	102.33%	1,600.00
					<b>53003-9 · Advertise &amp; Promotion</b>	260.00	700.00	-440.00	37.14%	700.00
					<b>53033-2 · Insurance</b>	0.00	0.00	0.00	0.0%	3,150.00
					<b>Total 53000-3 · Gold Trophy Expense</b>	<b>43,950.21</b>	<b>54,294.73</b>	<b>-10,344.52</b>	<b>80.95%</b>	<b>57,444.73</b>
					<b>53120 · Postage</b>	-5.25				
					<b>Total 51000 · Event Conference Expense</b>	<b>137,563.56</b>	<b>135,565.73</b>	<b>1,997.83</b>	<b>101.47%</b>	<b>138,715.73</b>
					<b>54000 · Jr Judging</b>	170.70	400.00	-229.30	42.68%	520.00
					<b>60000 · Communications</b>					
					<b>60000-1 · Bison World</b>					
					<b>60001-1 · Contract Services</b>	1,977.00	1,200.00	777.00	164.75%	3,600.00

## National Bison Association Profit & Loss Budget Performance

January 2016

							Jan 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
60001-2 · Postage							0.00	1,500.00	-1,500.00	0.0%	1,500.00
60001-3 · Printing							0.00	1,500.00	-1,500.00	0.0%	1,500.00
60001-4 · Production Costs							2,055.72	2,000.00	55.72	102.79%	2,000.00
60001-5 · July Food Insert											
	60015-1 · COGS July Food Insert						6.00	25.00	-19.00	24.0%	27.00
Total 60001-5 · July Food Insert							6.00	25.00	-19.00	24.0%	27.00
60001-6 · Membership Directory											
	60016-2 · Member Dir Production						2,559.71	2,700.00	-140.29	94.8%	2,700.00
	60016-3 · Member Dir Printing						0.00	1,500.00	-1,500.00	0.0%	1,500.00
Total 60001-6 · Membership Directory							2,559.71	4,200.00	-1,640.29	60.95%	4,200.00
Total 60000-1 · Bison World							6,598.43	10,425.00	-3,826.57	63.29%	12,827.00
60000-2 · Website											
	60002-2 · Maintenance/Updates						918.00	0.00	918.00	100.0%	9,000.00
Total 60000-2 · Website							918.00	0.00	918.00	100.0%	9,000.00
60000-3 · Social Media											
	60003-1 · Social Media Contract						0.00	1,000.00	-1,000.00	0.0%	3,000.00
Total 60000-3 · Social Media							0.00	1,000.00	-1,000.00	0.0%	3,000.00
Total 60000 · Communications							7,516.43	11,425.00	-3,908.57	65.79%	24,827.00
70000 · Promotions											
	70000-1 · COGS-Novelties						335.68	450.00	-114.32	74.6%	1,375.00
	70000-2 · COGS-Promotional Items						220.43	100.00	120.43	220.43%	620.00
70000-3 · COGS - Producers' Handbook											
	70031-1 · COGS -Producers' Handbook 2nd						33.20				
	70000-3 · COGS - Producers' Handbook - Other						50.96	105.00	-54.04	48.53%	280.00
Total 70000-3 · COGS - Producers' Handbook							84.16	105.00	-20.84	80.15%	280.00

## National Bison Association Profit & Loss Budget Performance

January 2016

										Jan 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
70000-5 · Shipping & Handling - Sales										385.78	250.00	135.78	154.31%	950.00
<b>Total 70000 · Promotions</b>										<b>1,026.05</b>	<b>905.00</b>	<b>121.05</b>	<b>113.38%</b>	<b>3,225.00</b>
75000 · Check Off														
75000-2 · Advertising, Promo & Recruit										0.00	3,300.00	-3,300.00	0.0%	5,000.00
<b>Total 75000 · Check Off</b>										<b>0.00</b>	<b>3,300.00</b>	<b>-3,300.00</b>	<b>0.0%</b>	<b>5,000.00</b>
89000 · Grant Expense														
89000-1 · RMA Grant Expenses										1,400.00				
89000-2 · SARE Grant Expenses										0.00	0.00	0.00	0.0%	80.00
89000 · Grant Expense - Other										0.00	0.00	0.00	0.0%	7,500.00
<b>Total 89000 · Grant Expense</b>										<b>1,400.00</b>	<b>0.00</b>	<b>1,400.00</b>	<b>100.0%</b>	<b>7,580.00</b>
99910 · Lapsed Membership Write Offs										250.00	1,500.00	-1,250.00	16.67%	4,500.00
<b>Total Expense</b>										<b>184,991.64</b>	<b>184,910.63</b>	<b>81.01</b>	<b>100.04%</b>	<b>266,474.68</b>
<b>Net Ordinary Income</b>										<b>72,771.20</b>	<b>62,667.48</b>	<b>10,103.72</b>	<b>116.12%</b>	<b>45,139.75</b>
Other Income/Expense														
Other Expense														
99900 · 5% Designated Reserves										12,888.15	10,203.14	2,685.01	126.32%	12,920.70
99947 · Check-Off Retained Earnings										4,335.00				
<b>Total Other Expense</b>										<b>17,223.15</b>	<b>10,203.14</b>	<b>7,020.01</b>	<b>168.8%</b>	<b>12,920.70</b>
<b>Net Other Income</b>										<b>-17,223.15</b>	<b>-10,203.14</b>	<b>-7,020.01</b>	<b>168.8%</b>	<b>-12,920.70</b>
<b>Net Income</b>										<b>55,548.05</b>	<b>52,464.34</b>	<b>3,083.71</b>	<b>105.88%</b>	<b>32,219.05</b>