

National Bison Association Profit & Loss Budget Performance

January 2018

January 2018 Statement of Operations

Attachment D

	Jan 18	Budget	\$ Over Budget	Jan 18	YTD Budget	\$ Over Budget	3 Mo Budget
Ordinary Income/Expense							
Income							
40000 - Membership							
40100 - Active							
40101 - Renew	12,810.00	12,500.00	310.00	12,810.00	12,500.00	310.00	35,250.00
40102 - New	3,250.00	4,000.00	-750.00	3,250.00	4,000.00	-750.00	10,250.00
40103 - Join N Go	1,750.00	1,750.00	0.00	1,750.00	1,750.00	0.00	1,750.00
Total 40100 - Active	17,810.00	18,250.00	-440.00	17,810.00	18,250.00	-440.00	47,250.00
40105 - Multi-Year Membership							
40106 - Renew	1,158.32	2,780.00	-1,621.68	1,158.32	2,780.00	-1,621.68	4,855.00
40107 - New	4,453.31	2,780.00	1,673.31	4,453.31	2,780.00	1,673.31	4,170.00
Total 40105 - Multi-Year Membership	5,611.63	5,560.00	51.63	5,611.63	5,560.00	51.63	9,025.00
40110 - Allied Industry							
40111 - Renew	995.00	600.00	395.00	995.00	600.00	395.00	1,500.00
40112 - New	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 40110 - Allied Industry	995.00	600.00	395.00	995.00	600.00	395.00	1,500.00
40120 - Friend of the Buffalo							
40121 - New	240.00	240.00	0.00	240.00	240.00	0.00	420.00
40122 - Renew	360.00	360.00	0.00	360.00	360.00	0.00	1,920.00
Total 40120 - Friend of the Buffalo	600.00	600.00	0.00	600.00	600.00	0.00	2,340.00
40130 - Subscription							
40131 - Renew	100.00	100.00	0.00	100.00	100.00	0.00	125.00
40132 - New	30.00	0.00	30.00	30.00	0.00	30.00	25.00
Total 40130 - Subscription	130.00	100.00	30.00	130.00	100.00	30.00	150.00
40140 - Junior							
40141 - Renew	200.00	200.00	0.00	200.00	200.00	0.00	550.00
40142 - New	50.00	500.00	-450.00	50.00	500.00	-450.00	1,000.00
Total 40140 - Junior	250.00	700.00	-450.00	250.00	700.00	-450.00	1,550.00
40145 - Student Group							
40146 - Renew	150.00	50.00	100.00	150.00	50.00	100.00	50.00

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40147 · New	50.00	0.00	50.00	50.00	0.00	50.00	200.00
Total 40145 · Student Group	200.00	50.00	150.00	200.00	50.00	150.00	250.00
40150 · Life Member	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40155 · Lapsed Membership Recovered	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40170 · Foreign S&H	80.00	20.00	60.00	80.00	20.00	60.00	80.00
Total 40000 · Membership	25,676.63	25,880.00	-203.37	25,676.63	25,880.00	-203.37	62,145.00
40500 · Contributed support							
40500-1 · Contributions & Sponsors	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40500-3 · Interest Revenue	5.10	14.00	-8.90	5.10	14.00	-8.90	34.00
40500-4 · Micellaneous Revenue	40.00	0.00	40.00	40.00	0.00	40.00	0.00
40500-5 · Special Project-Bison 1m/Kremer	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
40500-6 · FMPP Project Income - Flags	0.00	0.00	0.00	0.00	0.00	0.00	525.00
Total 40500 · Contributed support	45.10	14.00	31.10	45.10	14.00	31.10	5,559.00
40600 · Restricted Grants							
40600-3 · Farmer's Market Grant							
40603-1 · FMPP Indirect Reimbursements	0.00	0.00	0.00	0.00	0.00	0.00	1,654.33
40600-3 · Farmer's Market Grant - Other	11,553.66	0.00	11,553.66	11,553.66	0.00	11,553.66	32,838.00
Total 40600-3 · Farmer's Market Grant	11,553.66	0.00	11,553.66	11,553.66	0.00	11,553.66	34,492.33
Total 40600 · Restricted Grants	11,553.66	0.00	11,553.66	11,553.66	0.00	11,553.66	34,492.33
40700 · Unrelated Business Income							
40700-2 · Nationwide Agribusiness Ins	0.40	0.00	0.40	0.40	0.00	0.40	0.00
40700-3 · Licensing Fee Income	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
40700 · Unrelated Business Income - Other	140.00	0.00	140.00	140.00	0.00	140.00	0.00
Total 40700 · Unrelated Business Income	140.40	0.00	140.40	140.40	0.00	140.40	2,000.00
40800 · Fund Raiser Revenue							
40800-1 · Summer Conference Proceeds							
40801-1 · SC Fund Raiser Proceeds	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40801-2 · SC Raffle Proceeds	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40801-3 · SC Benefit Auction Proceeds	0.00	0.00	0.00	0.00	0.00	0.00	0.00

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40801-4 · SC Benefit Auction NBF	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40801-5 · SC Benefit Auction Throlson	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 40800-1 · Summer Conference Proceeds	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40800-2 · Winter Conference Proceeds							
40802-1 · WC Benefit Auction NBA Proceeds	26,434.50	16,000.00	10,434.50	26,434.50	16,000.00	10,434.50	16,000.00
40802-2 · WC Raffle Proceeds	6,130.00	5,000.00	1,130.00	6,130.00	5,000.00	1,130.00	5,000.00
40802-3 · WC Benefit Auct. NBF	4,613.75	1,900.00	2,713.75	4,613.75	1,900.00	2,713.75	1,900.00
40802-4 · WC Benefit Auct. Throlson	6,658.75	2,600.00	4,058.75	6,658.75	2,600.00	4,058.75	2,600.00
40802-7 · WC Sale Items	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 40800-2 · Winter Conference Proceeds	43,837.00	25,500.00	18,337.00	43,837.00	25,500.00	18,337.00	25,500.00
Total 40800 · Fund Raiser Revenue	43,837.00	25,500.00	18,337.00	43,837.00	25,500.00	18,337.00	25,500.00
40900 · Event Revenue							
40901 · Summer Conference							
40901-1 · Summer Conference Registration							
40911-1 · Day - Adult	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40911-2 · Full Member Registration SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40911-3 · Youth	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40911-4 · Join & Go New Member SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40901-1 · Summer Conference Registration - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 40901-1 · Summer Conference Registration	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40901-2 · Banquet	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40901-3 · Sponsors	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40901-4 · Exhibitors	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40901-5 · In-Kind Contributions - SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 40901 · Summer Conference	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40902 · Winter Conference							
40902-1 · Registration Winter Conference							
40912-1 · Full Member Registration WC	85,425.00	96,750.00	-11,325.00	85,425.00	96,750.00	-11,325.00	96,750.00
40912-2 · Add'l Member Registration WC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40912-3 · Late	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40912-5 · Non-Member Registration WC	500.00	0.00	500.00	500.00	0.00	500.00	0.00

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40912-7 · Join & Go New Member WC	7,100.00	4,500.00	2,600.00	7,100.00	4,500.00	2,600.00	4,500.00
40913-1 · Day - Adult WC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40913-2 · Lunch Ticket WC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40913-3 · WC Misc	2,927.00	0.00	2,927.00	2,927.00	0.00	2,927.00	0.00
Total 40902-1 · Registration Winter Conference	95,952.00	101,250.00	-5,298.00	95,952.00	101,250.00	-5,298.00	101,250.00
40902-2 · Banquet WC	11,575.00	1,500.00	10,075.00	11,575.00	1,500.00	10,075.00	1,500.00
40902-3 · Exhibitors	4,300.00	6,000.00	-1,700.00	4,300.00	6,000.00	-1,700.00	6,000.00
40902-4 · Sponsorships Current Yr	22,000.00	20,000.00	2,000.00	22,000.00	20,000.00	2,000.00	20,000.00
40902-5 · Advertising	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40902-6 · 'American Buffalo'	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40902-7 · In-Kind Contributions - WC	19,957.90	17,177.00	2,780.90	19,957.90	17,177.00	2,780.90	17,177.00
40912-4 · Late-add'l	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40912-8 · First time add'l	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40922-3 · Sponsorships Next Yr	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40922-5 · Meal Tickets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
41010 · WC Registration	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 40902 · Winter Conference	153,784.90	145,927.00	7,857.90	153,784.90	145,927.00	7,857.90	145,927.00
40910 · Calcutta Revenue	0.00	7,000.00	-7,000.00	0.00	7,000.00	-7,000.00	7,000.00
Total 40900 · Event Revenue	153,784.90	152,927.00	857.90	153,784.90	152,927.00	857.90	152,927.00
41500-6 · Disposed of Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
42000 · Gold Trophy Show & Sale							
42001 · Live Sale							

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42001-1 · Entry Fees	11,844.00	11,518.40	325.60	11,844.00	11,518.40	325.60	11,518.40
42001-2 · GTSS Sponsor	845.00	0.00	845.00	845.00	0.00	845.00	0.00
42001-3 · Live Sale Trphy Sprs Current Yr	5,500.00	5,400.00	100.00	5,500.00	5,400.00	100.00	5,400.00
42001-5 · Commission							
42015-1 · 9% COMMISSION	52,758.50	48,023.74	4,734.76	52,758.50	48,023.74	4,734.76	48,023.74
42015-2 · 1%CHECKOFF	4,687.41	5,335.97	-648.56	4,687.41	5,335.97	-648.56	5,335.97
42015-3 · 5% Video Fee-Live	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 42001-5 · Commission	57,445.91	53,359.71	4,086.20	57,445.91	53,359.71	4,086.20	53,359.71
Total 42001 · Live Sale	75,634.91	70,278.11	5,356.80	75,634.91	70,278.11	5,356.80	70,278.11
42002 · Market Sale							
42002-1 · Entry Fees	2,610.00	2,668.00	-58.00	2,610.00	2,668.00	-58.00	2,668.00
42002-2 · Market Trphy Sprs Current Yr	1,000.00	1,250.00	-250.00	1,000.00	1,250.00	-250.00	1,250.00
42002-3 · Market Class Commissions 7%	4,435.00	4,410.25	24.75	4,435.00	4,410.25	24.75	4,410.25
42002-4 · Market Class Checkoff 1%	1,803.39	630.04	1,173.35	1,803.39	630.04	1,173.35	630.04
42002-5 · 5% Video Fee-Carcass	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 42002 · Market Sale	9,848.39	8,958.29	890.10	9,848.39	8,958.29	890.10	8,958.29
42003 · Advertising	3,375.00	1,400.00	1,975.00	3,375.00	1,400.00	1,975.00	1,400.00
42004 · Show & Sale Insurance	900.00	1,200.00	-300.00	900.00	1,200.00	-300.00	1,200.00
42005 · Sponsorship - Presenting	500.00	0.00	500.00	500.00	0.00	500.00	0.00
Total 42000 · Gold Trophy Show & Sale	90,258.30	81,836.40	8,421.90	90,258.30	81,836.40	8,421.90	81,836.40
43000 · Junior Judging Sponsorships	3,600.00	0.00	3,600.00	3,600.00	0.00	3,600.00	3,600.00
43520 · IBC Conference - Contribution	0.00	0.00	0.00	0.00	0.00	0.00	0.00
44000 · Communication							
44001 · Bison World							
44001-1 · BW Advertising	12,439.50	12,445.00	-5.50	12,439.50	12,445.00	-5.50	12,445.00
44001-2 · Sales BW	0.00	0.00	0.00	0.00	0.00	0.00	0.00
44001-3 · Shipping - Bison World	0.00	0.00	0.00	0.00	0.00	0.00	0.00
44001-4 · Member Directory Ads	0.00	0.00	0.00	0.00	0.00	0.00	0.00
44001-5 · July Food Issue Insert							
44015-1 · Sales	17.00	0.00	17.00	17.00	0.00	17.00	0.00
44015-2 · July Insert S&H	0.00	0.00	0.00	0.00	0.00	0.00	0.00

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Total 44001-5 · July Food Issue Insert	17.00	0.00	17.00	17.00	0.00	17.00	0.00
44001 · Bison World - Other	-188.00			-188.00			
Total 44001 · Bison World	12,268.50	12,445.00	-176.50	12,268.50	12,445.00	-176.50	12,445.00
44002 · Website							
44002-1 · Advertising	1,200.00	1,250.00	-50.00	1,200.00	1,250.00	-50.00	3,235.00
44002-2 · www links	100.00	200.00	-100.00	100.00	200.00	-100.00	600.00
44002-3 · Bison 101-201	29.95	100.00	-70.05	29.95	100.00	-70.05	300.00
Total 44002 · Website	1,329.95	1,550.00	-220.05	1,329.95	1,550.00	-220.05	4,135.00
Total 44000 · Communication	13,598.45	13,995.00	-396.55	13,598.45	13,995.00	-396.55	16,580.00
46000 · Promotion							
46000-1 · Producers' Handbook							
46001-1 · Producers' Handbook 2nd Edition	545.00	80.00	465.00	545.00	80.00	465.00	719.35
46001-2 · E Verison Handbook	80.00	100.00	-20.00	80.00	100.00	-20.00	220.00
46000-1 · Producers' Handbook - Other	-1.23	0.00	-1.23	-1.23	0.00	-1.23	0.00
Total 46000-1 · Producers' Handbook	623.77	180.00	443.77	623.77	180.00	443.77	939.35
46000-2 · Merchandise Sales (Novelties)	269.95	900.00	-630.05	269.95	900.00	-630.05	1,375.00
46000-3 · Promotional Materials	227.05	550.00	-322.95	227.05	550.00	-322.95	1,315.00
46000-4 · Mbr Plaques/Gate Signs	0.00	0.00	0.00	0.00	0.00	0.00	0.00
46000-5 · Shipping & Handling - Sales	194.38	50.00	144.38	194.38	50.00	144.38	485.00
Total 46000 · Promotion	1,315.15	1,680.00	-364.85	1,315.15	1,680.00	-364.85	4,114.35
47000 · Growth Fund Check Off Revenue							
47000-1 · Growth Fund Contributions - CK	90.50	7,000.00	-6,909.50	90.50	7,000.00	-6,909.50	16,000.00
47000-2 · Growth Fund Released Temp Re	0.00	0.00	0.00	0.00	0.00	0.00	0.00
47000-3 · Growth Fund Reserve 1/2 Income	90.50	7,000.00	-6,909.50	90.50	7,000.00	-6,909.50	16,000.00
Total 47000 · Growth Fund Check Off Revenue	181.00	14,000.00	-13,819.00	181.00	14,000.00	-13,819.00	32,000.00
49000 · NABR							
49000-1 · Ear Tag Set	0.00	0.00	0.00	0.00	0.00	0.00	0.00
49000-2 · Registration Fees	285.00	100.00	185.00	285.00	100.00	185.00	300.00
49000-3 · New DNA Profile	210.00	0.00	210.00	210.00	0.00	210.00	0.00
49000-4 · DNA Retest/Update	0.00	0.00	0.00	0.00	0.00	0.00	0.00
49000-5 · Shipping - NABR	0.00	0.00	0.00	0.00	0.00	0.00	0.00

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Total 49000 - NABR	495.00	100.00	395.00	495.00	100.00	395.00	300.00
49010 - Unrealized Gain/Loss	0.00	0.00	0.00	0.00	0.00	0.00	0.00
49500 - PY Bonus Offset Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
49900 - Merchant Fee Reimbursed Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
49999 - Misc Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	344,485.59	315,932.40	28,553.19	344,485.59	315,932.40	28,553.19	421,054.08
Cost of Goods Sold							
5000 - Cost of Goods Sold	0.00			0.00			
Total COGS	0.00			0.00			
Gross Profit	344,485.59	315,932.40	28,553.19	344,485.59	315,932.40	28,553.19	421,054.08
Expense							
50000 - Membership Expense							
50000-1 - Recruitment	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50000-2 - Plaques/Awards	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50000-3 - Complimentary Membership	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50000-4 - Membership Production	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50000-5 - Membership Printing	0.00	1,000.00	-1,000.00	0.00	1,000.00	-1,000.00	1,000.00
Total 50000 - Membership Expense	0.00	1,000.00	-1,000.00	0.00	1,000.00	-1,000.00	1,000.00
50500 - Administration							
50501 - Payroll Expenses							
50501-1 - Gross Wages							
50511-1 - Salaried Payroll	13,292.95	11,746.00	1,546.95	13,292.95	11,746.00	1,546.95	35,238.00
50511-2 - Grant Salary Expense	0.00	1,547.00	-1,547.00	0.00	1,547.00	-1,547.00	4,641.00
50511-3 - Hourly Payroll	4,797.00	4,500.00	297.00	4,797.00	4,500.00	297.00	9,900.00
50511-4 - Hourly Wage Reimbursement IBC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50511-5 - PY Performance Bonuses	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 50501-1 - Gross Wages	18,089.95	17,793.00	296.95	18,089.95	17,793.00	296.95	54,779.00
50501-2 - Employer Payroll Taxes							
50512-1 - FICA	1,277.18	1,160.68	116.50	1,277.18	1,160.68	116.50	3,194.04
50512-2 - FUTA	0.00			0.00			
50512-3 - SUTA	136.91			136.91			
50501-2 - Employer Payroll Taxes - Other	0.00	159.57	-159.57	0.00	159.57	-159.57	353.02

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Total 50501-2 · Employer Payroll Taxes	1,414.09	1,320.25	93.84	1,414.09	1,320.25	93.84	3,547.06
50501-3 · Employee Benefits							
50513-1 · Health Insurance	3,506.49	3,713.09	-206.60	3,506.49	3,713.09	-206.60	10,847.68
50513-2 · 401(k) Match - Retirement	398.79	382.20	16.59	398.79	382.20	16.59	1,146.60
50513-3 · Grant Fringe Benefot offset	0.00	139.00	-139.00	0.00	139.00	-139.00	417.00
Total 50501-3 · Employee Benefits	3,905.28	4,234.29	-329.01	3,905.28	4,234.29	-329.01	12,411.28
Total 50501 · Payroll Expenses	23,409.32	23,347.54	61.78	23,409.32	23,347.54	61.78	70,737.34
50510 · Advertising & Promotion	0.00	0.00	0.00	0.00	0.00	0.00	100.00
50511 · Bad Debt Write Offs	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50512 · Bank/Credit Card Fees							
505121 · QB CC Fees	1,513.21	1,500.00	13.21	1,513.21	1,500.00	13.21	2,500.00
505123 · Amazon/Square Fees	802.38	700.00	102.38	802.38	700.00	102.38	925.00
505128 · Authnet Gateway(Elavon CC Fees)	1,668.80	50.00	1,618.80	1,668.80	50.00	1,618.80	650.00
505129 · Bank of the West Bank Fees	-411.34	200.00	-611.34	-411.34	200.00	-611.34	600.00
505130 · Investment Management Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50512 · Bank/Credit Card Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 50512 · Bank/Credit Card Fees	3,573.05	2,450.00	1,123.05	3,573.05	2,450.00	1,123.05	4,675.00
50513 · Computer Support	300.00	350.00	-50.00	300.00	350.00	-50.00	1,050.00
50514 · Contract Services							
50514-1 · Legal Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50514-2 · Accounting & Audit Services	187.50	400.00	-212.50	187.50	400.00	-212.50	950.00
50514-3 · Payroll Processing Fees	637.29	300.83	336.46	637.29	300.83	336.46	986.23
50514 · Contract Services - Other	0.00	50.00	-50.00	0.00	50.00	-50.00	350.00
Total 50514 · Contract Services	824.79	750.83	73.96	824.79	750.83	73.96	2,286.23
50515 · Contributions to Charity/Funds	0.00	0.00	0.00	0.00	0.00	0.00	75.00
50516 · Depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50517 · Dues & Subscriptions							

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	Jan 18	Budget	\$ Over Budget	Jan 18	YTD Budget	\$ Over Budget	3 Mo Budget
50517-1 · USHA Membership	0.00	160.00	-160.00	0.00	160.00	-160.00	160.00
50517 · Dues & Subscriptions - Other	1,047.00	800.00	247.00	1,047.00	800.00	247.00	800.00
Total 50517 · Dues & Subscriptions	1,047.00	960.00	87.00	1,047.00	960.00	87.00	960.00
50518 · Equipment Lease	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50520 · Government Relations	329.37	900.00	-570.63	329.37	900.00	-570.63	900.00
50521 · Insurance							
50521-1 · Workers Comp Insurance	44.11	50.00	-5.89	44.11	50.00	-5.89	150.00
50521-2 · Ins.D & O	1,300.00	1,300.00	0.00	1,300.00	1,300.00	0.00	1,300.00
Total 50521 · Insurance	1,344.11	1,350.00	-5.89	1,344.11	1,350.00	-5.89	1,450.00
50523 · Misc. Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50524 · Office Supplies	865.24	500.00	365.24	865.24	500.00	365.24	650.00
50525 · Online Services	100.00	100.00	0.00	100.00	100.00	0.00	371.95
50526 · Postage	39.15	75.00	-35.85	39.15	75.00	-35.85	320.00
50527 · Printing	29.45	50.00	-20.55	29.45	50.00	-20.55	155.00
50528 · Rent	774.52	774.52	0.00	774.52	774.52	0.00	2,323.56
50530 · Software Support	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50531 · Strategic Planning	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50532 · Taxes & Licenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50533 · Telephone	225.45	200.00	25.45	225.45	200.00	25.45	600.00
50534 · Travel & Entertainment	1,100.77	800.00	300.77	1,100.77	800.00	300.77	1,800.00
50535 · Board Travel Fund	0.00	1,500.00	-1,500.00	0.00	1,500.00	-1,500.00	1,500.00
Total 50500 · Administration	33,962.22	34,107.89	-145.67	33,962.22	34,107.89	-145.67	89,954.08
50900 · Fund Raiser Costs							
50901 · SC Fund Raiser Costs							
50901-1 · SC Fund Raiser Raffle Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50901-2 · SC Fund Raiser	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50901 · SC Fund Raiser Costs - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 50901 · SC Fund Raiser Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50902 · WC Fund Raiser Costs							

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	Jan 18	Budget	\$ Over Budget	Jan 18	YTD Budget	\$ Over Budget	3 Mo Budget
50902-1 · WC Fund Raiser Raffle Costs	702.00	700.00	2.00	702.00	700.00	2.00	700.00
50902-2 · WC Throlson Share Fund Raiser	6,959.77	2,700.00	4,259.77	6,959.77	2,700.00	4,259.77	2,700.00
50902-3 · NBF Share of Fund Raiser	5,519.77	2,000.00	3,519.77	5,519.77	2,000.00	3,519.77	2,000.00
50902 · WC Fund Raiser Costs - Other	511.68			511.68			
Total 50902 · WC Fund Raiser Costs	13,693.22	5,400.00	8,293.22	13,693.22	5,400.00	8,293.22	5,400.00
50970 · Calcutta Costs	0.00	5,250.00	-5,250.00	0.00	5,250.00	-5,250.00	5,250.00
Total 50900 · Fund Raiser Costs	13,693.22	10,650.00	3,043.22	13,693.22	10,650.00	3,043.22	10,650.00
51000 · Event Conference Expense							
51000-1 · Summer Conference Expense							
51001-1 · Food SC							
51011-1 · Main Banquet SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53011-2 · Fund Auction Food SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53011-3 · Coffee Breaks SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53011-4 · Breakfast SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53011-5 · Historic Social SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53011-6 · Lunch SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51001-1 · Food SC - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 51001-1 · Food SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51001-2 · Hotel Rooms SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51001-3 · Travel Expenses SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51001-4 · Conference Packets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51001-5 · Reg Mailers/Postage	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51001-6 · Speakers							
51016-1 · Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51016-2 · Gifts	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51001-6 · Speakers - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 51001-6 · Speakers	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51001-7 · Exhibit Booths	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51001-8 · Audio Visuals	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51001-9 · Transportation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
510010 · In-Kind Expense SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00
510011 · Events Expenses SC	0.00	0.00	0.00	0.00	0.00	0.00	0.00

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	<u>Jan 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jan 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>3 Mo Budget</u>
Total 51000-1 · Summer Conference Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51000-2 · Winter Conference Expense							
51002-1 · WC Event Expense							
51021-1 · Food - WC							
51211-2 · Luncheon	27,540.00	30,000.00	-2,460.00	27,540.00	30,000.00	-2,460.00	30,131.84
51211-3 · Breaks	2,246.40	2,000.00	246.40	2,246.40	2,000.00	246.40	2,000.00
51211-4 · In-Kind Sponsors	19,857.90	17,177.00	2,680.90	19,857.90	17,177.00	2,680.90	17,177.00
51211-5 · Breakfast	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51211-6 · Benefit Auction Dinner	19,072.13	19,000.00	72.13	19,072.13	19,000.00	72.13	19,000.00
51211-7 · Other WC Food Costs	1,487.03	1,700.00	-212.97	1,487.03	1,700.00	-212.97	1,700.00
51211-8 · Main Banquet	22,852.13	19,000.00	3,852.13	22,852.13	19,000.00	3,852.13	19,000.00
Total 51021-1 · Food - WC	<u>93,055.59</u>	<u>88,877.00</u>	<u>4,178.59</u>	<u>93,055.59</u>	<u>88,877.00</u>	<u>4,178.59</u>	<u>89,008.84</u>
51021-3 · Hotel Rooms	274.32	2,500.00	-2,225.68	274.32	2,500.00	-2,225.68	2,500.00
51021-4 · Conference Packets	2,967.92	4,500.00	-1,532.08	2,967.92	4,500.00	-1,532.08	4,500.00
51021-5 · Reg Mailers/ Postage	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51021-6 · Booths	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51021-7 · Signs/Banners	528.42	600.00	-71.58	528.42	600.00	-71.58	600.00
51021-8 · Trophies and Awards	3,579.95	700.00	2,879.95	3,579.95	700.00	2,879.95	700.00
51021-9 · Audio Visuals	12,226.73	6,800.00	5,426.73	12,226.73	6,800.00	5,426.73	6,800.00
51100-1 · Speakers WC							
51111-1 · Fees /Gifts	304.40	0.00	304.40	304.40	0.00	304.40	0.00
51111-2 · Audio Visuals	0.00	2,000.00	-2,000.00	0.00	2,000.00	-2,000.00	2,000.00
51111-3 · Travel	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51100-1 · Speakers WC - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 51100-1 · Speakers WC	<u>304.40</u>	<u>2,000.00</u>	<u>-1,695.60</u>	<u>304.40</u>	<u>2,000.00</u>	<u>-1,695.60</u>	<u>2,000.00</u>
Total 51002-1 · WC Event Expense	<u>112,937.33</u>	<u>105,977.00</u>	<u>6,960.33</u>	<u>112,937.33</u>	<u>105,977.00</u>	<u>6,960.33</u>	<u>106,108.84</u>
51002-3 · Printing	455.95	1,450.00	-994.05	455.95	1,450.00	-994.05	1,450.00
51002-4 · Postage	0.00	150.00	-150.00	0.00	150.00	-150.00	150.00

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	Jan 18	Budget	\$ Over Budget	Jan 18	YTD Budget	\$ Over Budget	3 Mo Budget
51002-5 · Travel & Entertainment	774.14	1,600.00	-825.86	774.14	1,600.00	-825.86	1,716.48
51002-6 · Complimentary Reg./Ticket	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51002-7 · Ad/Promotion	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 51000-2 · Winter Conference Expense	114,167.42	109,177.00	4,990.42	114,167.42	109,177.00	4,990.42	109,425.32
53000-3 · Gold Trophy Expense							
53003-1 · Show & Sale Costs - Live							
52071-1 · Buffaleros							
52711-1 · Wage/Contract	0.00	900.00	-900.00	0.00	900.00	-900.00	900.00
52711-2 · Radios	724.00	350.00	374.00	724.00	350.00	374.00	350.00
52711-3 · Meals	1,612.63	1,100.00	512.63	1,612.63	1,100.00	512.63	1,100.00
52711-4 · Lodging	2,980.48	2,800.00	180.48	2,980.48	2,800.00	180.48	2,800.00
Total 52071-1 · Buffaleros	5,317.11	5,150.00	167.11	5,317.11	5,150.00	167.11	5,150.00
52801 · Volunteers							
52801-1 · Parking Passes	0.00	0.00	0.00	0.00	0.00	0.00	0.00
52801-2 · Meals	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 52801 · Volunteers	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53031-1 · Auctioneer	8,949.19	5,863.70	3,085.49	8,949.19	5,863.70	3,085.49	5,863.70
53031-2 · Judges	200.00	750.00	-550.00	200.00	750.00	-550.00	750.00
53031-3 · Signs/Banners	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53031-4 · NWSS Yardage & Admin Fees	150.00	9,450.00	-9,300.00	150.00	9,450.00	-9,300.00	9,450.00
53031-5 · Veterinary	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53031-6 · Trophies/Awards	5,310.25	5,600.00	-289.75	5,310.25	5,600.00	-289.75	5,600.00
53031-7 · NWSS Live Commission	29,307.50	29,318.52	-11.02	29,307.50	29,318.52	-11.02	29,318.52
53031-8 · Tags	128.31	0.00	128.31	128.31	0.00	128.31	0.00
53031-9 · Other	145.00	0.00	145.00	145.00	0.00	145.00	0.00
53310-1 · Feed & Yard Costs	2,160.00	0.00	2,160.00	2,160.00	0.00	2,160.00	1,100.00
Total 53003-1 · Show & Sale Costs - Live	51,667.36	56,132.22	-4,464.86	51,667.36	56,132.22	-4,464.86	57,232.22
53003-2 · Performance Bull Prog Expense							
53032-1 · Performance Bull Pasturing Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53032-2 · Performance Bull Prize Money	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 53003-2 · Performance Bull Prog Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00

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	<u>Jan 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jan 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>3 Mo Budget</u>
53003-4 · Carcass							
53034-1 · Show & Sale Costs - Carcass							
53341-1 · Auctioneer	822.21	630.04	192.17	822.21	630.04	192.17	630.04
53341-2 · Trophies/Awards	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53341-3 · Processing Fee	1,264.00	800.00	464.00	1,264.00	800.00	464.00	800.00
53341-4 · NWSS Carcass Commission	1,887.85	1,890.11	-2.26	1,887.85	1,890.11	-2.26	1,890.11
Total 53034-1 · Show & Sale Costs - Carcass	<u>3,974.06</u>	<u>3,320.15</u>	<u>653.91</u>	<u>3,974.06</u>	<u>3,320.15</u>	<u>653.91</u>	<u>3,320.15</u>
Total 53003-4 · Carcass	<u>3,974.06</u>	<u>3,320.15</u>	<u>653.91</u>	<u>3,974.06</u>	<u>3,320.15</u>	<u>653.91</u>	<u>3,320.15</u>
53003-5 · Postage	26.65	1,600.00	-1,573.35	26.65	1,600.00	-1,573.35	1,724.64
53003-6 · Video	2,581.00	1,500.00	1,081.00	2,581.00	1,500.00	1,081.00	1,500.00
53003-8 · Catalog	0.00	1,250.00	-1,250.00	0.00	1,250.00	-1,250.00	1,250.00
53003-9 · Advertise & Promotion	3,185.82	6,000.00	-2,814.18	3,185.82	6,000.00	-2,814.18	6,000.00
53033-1 · Equipment	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53033-2 · Insurance	3,171.37	3,200.00	-28.63	3,171.37	3,200.00	-28.63	3,233.33
53000-3 · Gold Trophy Expense - Other	0.00	70.00	-70.00	0.00	70.00	-70.00	70.00
Total 53000-3 · Gold Trophy Expense	<u>64,606.26</u>	<u>73,072.37</u>	<u>-8,466.11</u>	<u>64,606.26</u>	<u>73,072.37</u>	<u>-8,466.11</u>	<u>74,330.34</u>
53110 · Printing	0.00	300.00	-300.00	0.00	300.00	-300.00	300.00
53120 · Postage	316.47	25.00	291.47	316.47	25.00	291.47	25.00
53140 · Travel & Entertainment	60.00	0.00	60.00	60.00	0.00	60.00	20.70
Total 51000 · Event Conference Expense	<u>179,150.15</u>	<u>182,574.37</u>	<u>-3,424.22</u>	<u>179,150.15</u>	<u>182,574.37</u>	<u>-3,424.22</u>	<u>184,101.36</u>
54000 · Jr Judging	4,476.39	0.00	4,476.39	4,476.39	0.00	4,476.39	4,500.00
60000 · Communications							
60000-1 · Bison World							
60001-1 · Contract Services	1,798.00	1,200.00	598.00	1,798.00	1,200.00	598.00	3,600.00
60001-2 · Postage	929.30	1,100.00	-170.70	929.30	1,100.00	-170.70	2,100.00
60001-3 · Printing	3,088.33	2,600.00	488.33	3,088.33	2,600.00	488.33	4,400.00
60001-4 · Production Costs	0.00	2,100.00	-2,100.00	0.00	2,100.00	-2,100.00	2,100.00
60001-5 · July Food Insert							
60015-1 · COGS July Food Insert	8.71	0.00	8.71	8.71	0.00	8.71	0.00
60015-2 · S&H July Food Insert	0.00	0.00	0.00	0.00	0.00	0.00	0.00

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	Jan 18	Budget	\$ Over Budget	Jan 18	YTD Budget	\$ Over Budget	3 Mo Budget
Total 60001-5 · July Food Insert	8.71	0.00	8.71	8.71	0.00	8.71	0.00
60001-6 · Membership Directory							
60016-1 · Member Dir Postage	0.00	0.00	0.00	0.00	0.00	0.00	0.00
60016-2 · Member Dir Production	0.00	2,520.00	-2,520.00	0.00	2,520.00	-2,520.00	2,520.00
60016-3 · Member Dir Printing	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 60001-6 · Membership Directory	0.00	2,520.00	-2,520.00	0.00	2,520.00	-2,520.00	2,520.00
Total 60000-1 · Bison World	5,824.34	9,520.00	-3,695.66	5,824.34	9,520.00	-3,695.66	14,720.00
60000-2 · Website							
60002-1 · Hosting Fee	0.00	0.00	0.00	0.00	0.00	0.00	0.00
60002-2 · Maintenance/Updates	3,642.20	283.00	3,359.20	3,642.20	283.00	3,359.20	849.00
60002-3 · Bison Online Training	0.00	0.00	0.00	0.00	0.00	0.00	0.00
60002-4 · Third Party Seller Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 60000-2 · Website	3,642.20	283.00	3,359.20	3,642.20	283.00	3,359.20	849.00
60000-3 · Social Media							
60003-1 · Social Media Contract	0.00	0.00	0.00	0.00	0.00	0.00	0.00
60003-2 · Social Media Outreach	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 60000-3 · Social Media	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 60000 · Communications	9,466.54	9,803.00	-336.46	9,466.54	9,803.00	-336.46	15,569.00
70000 · Promotions							
70000-1 · COGS-Novelties	37.72	550.00	-512.28	37.72	550.00	-512.28	700.00
70000-2 · COGS-Promotional Items	110.49	140.00	-29.51	110.49	140.00	-29.51	440.00
70000-3 · COGS - Producers' Handbook							
70031-1 · COGS -Producers' Handbook 2nd	190.90	200.00	-9.10	190.90	200.00	-9.10	490.00
Total 70000-3 · COGS - Producers' Handbook	190.90	200.00	-9.10	190.90	200.00	-9.10	490.00
70000-4 · Comp Promotions	0.00	0.00	0.00	0.00	0.00	0.00	0.00
70000-5 · Shipping & Handling - Sales	970.87	1,100.00	-129.13	970.87	1,100.00	-129.13	2,115.00
70000-6 · Printing & Production	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 70000 · Promotions	1,309.98	1,990.00	-680.02	1,309.98	1,990.00	-680.02	3,745.00
75000 · Growth Fund - Check Off							
75000-1 · GF Contract Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00

National Bison Association
Profit & Loss Budget Performance
 January 2018

	Jan 18	Budget	\$ Over Budget	Jan 18	YTD Budget	\$ Over Budget	3 Mo Budget
75000-2 · GF Advertising, Promo & Recruit	1,795.00	7,000.00	-5,205.00	1,795.00	7,000.00	-5,205.00	16,000.00
75000 · Growth Fund - Check Off - Other	421.50			421.50			
Total 75000 · Growth Fund - Check Off	2,216.50	7,000.00	-4,783.50	2,216.50	7,000.00	-4,783.50	16,000.00
88000 · NABR Reg							
88000-1 · DNA Lab Work	0.00	0.00	0.00	0.00	0.00	0.00	0.00
88000-2 · Postage	0.00	0.00	0.00	0.00	0.00	0.00	0.00
88000-3 · COGS Ear Tag Set	0.00	0.00	0.00	0.00	0.00	0.00	0.00
88000-4 · Contract Services - NABR	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 88000 · NABR Reg	0.00	0.00	0.00	0.00	0.00	0.00	0.00
89000 · Grant Expense							
89000-3 · Farmer's Market Grant Expenses	11,098.33	0.00	11,098.33	11,098.33	0.00	11,098.33	32,838.00
Total 89000 · Grant Expense	11,098.33	0.00	11,098.33	11,098.33	0.00	11,098.33	32,838.00
99910 · Lapsed Membership Write Offs	3,465.00	3,693.77	-228.77	3,465.00	3,693.77	-228.77	11,538.77
99930 · Released from Restricted	0.00	0.00	0.00	0.00	0.00	0.00	0.00
99999 · Credit Card Suspense Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	258,838.33	250,819.03	8,019.30	258,838.33	250,819.03	8,019.30	369,896.21
Net Ordinary Income	85,647.26	65,113.37	20,533.89	85,647.26	65,113.37	20,533.89	51,157.87
Other Income/Expense							
Other Expense							
99900 · 2% Designated Reserves	6,935.71	6,228.65	707.06	6,935.71	6,228.65	707.06	8,331.08
99947 · Growth Fund Net RE CY	-2,126.00	0.00	-2,126.00	-2,126.00	0.00	-2,126.00	0.00
99949 · Temporarily Released from Restr	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Expense	4,809.71	6,228.65	-1,418.94	4,809.71	6,228.65	-1,418.94	8,331.08
Net Other Income	-4,809.71	-6,228.65	1,418.94	-4,809.71	-6,228.65	1,418.94	-8,331.08
Net Income	80,837.55	58,884.72	21,952.83	80,837.55	58,884.72	21,952.83	42,826.79

National Bison Association
Profit & Loss Budget Performance

January 2018

January 2018 Statement of Operations

Ordinary Income/Expense

Income

40000 · Membership

40100 · Active

40101 · Renew

40102 · New

40103 · Join N Go

Total 40100 · Active

40105 · Multi-Year Membership

40106 · Renew

40107 · New

Total 40105 · Multi-Year Membership

40110 · Allied Industry

40111 · Renew

40112 · New

Total 40110 · Allied Industry

40120 · Friend of the Buffalo

40121 · New

40122 · Renew

Total 40120 · Friend of the Buffalo

40130 · Subscription

40131 · Renew

40132 · New

Total 40130 · Subscription

40140 · Junior

40141 · Renew

40142 · New

Total 40140 · Junior

40145 · Student Group

40146 · Renew

What is this adjustment [Just needs reclassified to 40107 = New Multi year](#)

National Bison Association Profit & Loss Budget Performance

January 2018

40147 · New
Total 40145 · Student Group
40150 · Life Member

40155 · Lapsed Membership Recovered
40170 · Foreign S&H
Total 40000 · Membership
40500 · Contributed support
40500-1 · Contributions & Sponsors
40500-3 · Interest Revenue
40500-4 · Micellaneous Revenue
40500-5 · Special Project-Bison 1m/Kremer

40500-6 · FMPP Project Income - Flags
Total 40500 · Contributed support
40600 · Restricted Grants
40600-3 · Farmer's Market Grant
40603-1 · FMPP Indirect Reimbursements
40600-3 · Farmer's Market Grant - Other
Total 40600-3 · Farmer's Market Grant
Total 40600 · Restricted Grants
40700 · Unrelated Business Income
40700-2 · Nationwide Agribusiness Ins

40700-3 · Licensing Fee Income
40700 · Unrelated Business Income - Other
Total 40700 · Unrelated Business Income
40800 · Fund Raiser Revenue
40800-1 · Summer Conference Proceeds
40801-1 · SC Fund Raiser Proceeds
40801-2 · SC Raffle Proceeds
40801-3 · SC Benefit Auction Proceeds

This should'nt be counted as actual income, should it?
No - to be deferred

Great start to the year!

Why does this column not match column L? Where is
this revenue coming from?

Was this for 2017 AR?

Nationwide 2017 payment? This was recorded in Dec
2017 income.

National Bison Association
Profit & Loss Budget Performance
January 2018

40801-4 · SC Benefit Auction NBF
40801-5 · SC Benefit Auction Throlson
Total 40800-1 · Summer Conference Proceeds
40800-2 · Winter Conference Proceeds
40802-1 · WC Benefit Auction NBA Proceeds
40802-2 · WC Raffle Proceeds
40802-3 · WC Benefit Auct. NBF
40802-4 · WC Benefit Auct. Throlson
40802-7 · WC Sale Items
Total 40800-2 · Winter Conference Proceeds
Total 40800 · Fund Raiser Revenue Woo hoo
40900 · Event Revenue
40901 · Summer Conference
40901-1 · Summer Conference Registration
40911-1 · Day - Adult
40911-2 · Full Member Registration SC
40911-3 · Youth
40911-4 · Join & Go New Member SC
40901-1 · Summer Conference Registration - Other
Total 40901-1 · Summer Conference Registration
40901-2 · Banquet
40901-3 · Sponsors
40901-4 · Exhibitors
40901-5 · In-Kind Contributions - SC
Total 40901 · Summer Conference
40902 · Winter Conference
40902-1 · Registration Winter Conference
40912-1 · Full Member Registration WC

40912-2 · Add'l Member Registration WC
40912-3 · Late
40912-5 · Non-Member Registration WC

Note, that's \$88,650 higher than 2017 thanks to registration fee change.

National Bison Association Profit & Loss Budget Performance

January 2018

40912-7 · Join & Go New Member WC

Equates to 39 J&G Note 39 J&G are during period of WC Registrations 8/17 to 1/18

40913-1 · Day - Adult WC

40913-2 · Lunch Ticket WC

40913-3 · WC Misc

According to GL, this includes a lot of the children's artwork proceeds at benefit auction. I'm confused. Yes, this is paid out in 51021-8 - Trophies/Awards. There are not designated income/expense accounts for these types of events. They net themselves out.

Total 40902-1 · Registration Winter Conference

40902-2 · Banquet WC

40902-3 · Exhibitors

40902-4 · Sponsorships Current Yr

This should be closer to \$6,000 Actual is 4,300

Why the discrepancy? Other than Black Kettle \$2,000 being allocated to the foundations, all of these should be accounted for.

40902-5 · Advertising

40902-6 · 'American Buffalo'

40902-7 · In-Kind Contributions - WC

40912-4 · Late-add'l

40912-8 · First time add'l

40922-3 · Sponsorships Next Yr

40922-5 · Meal Tickets

41010 · WC Registration

Total 40902 · Winter Conference

40910 · Calcutta Revenue

This should have a zero expense as we didn't have a calcutta. Mark Mitchell's refund was issued as a check and then as a credit card refund, so over refunded. How do you want to handle?

Total 40900 · Event Revenue

41500-6 · Disposed of Assets

42000 · Gold Trophy Show & Sale

42001 · Live Sale

National Bison Association
Profit & Loss Budget Performance
January 2018

42001-1 · Entry Fees

42001-2 · GTSS Sponsor

42001-3 · Live Sale Trphy Sprs Current Yr

42001-5 · Commission

42015-1 · 9% COMMISSION

42015-2 · 1%CHECKOFF

42015-3 · 5% Video Fee-Live

Total 42001-5 · Commission

Total 42001 · Live Sale

42002 · Market Sale

42002-1 · Entry Fees

42002-2 · Market Trphy Sprs Current Yr

42002-3 · Market Class Commissions 7%

42002-4 · Market Class Checkoff 1%

42002-5 · 5% Video Fee-Carcass

Total 42002 · Market Sale

42003 · Advertising

42004 · Show & Sale Insurance

42005 · Sponsorship - Presenting

Total 42000 · Gold Trophy Show & Sale

43000 · Junior Judging Sponsorships

43520 · IBC Conference - Contribution

44000 · Communication

44001 · Bison World

44001-1 · BW Advertising

44001-2 · Sales BW

44001-3 · Shipping - Bison World

44001-4 · Member Directory Ads

44001-5 · July Food Issue Insert

44015-1 · Sales

44015-2 · July Insert S&H

We had the same sponsors as last year. Should be
\$3600

National Bison Association
Profit & Loss Budget Performance
January 2018

Total 44001-5 · July Food Issue Insert
44001 · Bison World - Other
Total 44001 · Bison World
44002 · Website
44002-1 · Advertising
44002-2 · www links
44002-3 · Bison 101-201
Total 44002 · Website
Total 44000 · Communication
46000 · Promotion
46000-1 · Producers' Handbook
46001-1 · Producers' Handbook 2nd Edition
46001-2 · E Verison Handbook
46000-1 · Producers' Handbook - Other
Total 46000-1 · Producers' Handbook
46000-2 · Merchandise Sales (Novelties)

46000-3 · Promotional Materials
46000-4 · Mbr Plaques/Gate Signs
46000-5 · Shipping & Handling - Sales
Total 46000 · Promotion
47000 · Growth Fund Check Off Revenue
47000-1 · Growth Fund Contributions - CK
47000-2 · Growth Fund Released Temp Re
47000-3 · Growth Fund Reserve 1/2 Income
Total 47000 · Growth Fund Check Off Revenue
49000 · NABR
49000-1 · Ear Tag Set
49000-2 · Registration Fees
49000-3 · New DNA Profile
49000-4 · DNA Retest/Update
49000-5 · Shipping - NABR

Wow.

Dave, we're not selling much in terms of inventory,
please adjust for the 9 month.

Yikes! Only \$91 in Jan.?

National Bison Association
Profit & Loss Budget Performance
January 2018

Total 49000 · NABR

49010 · Unrealized Gain/Loss

49500 · PY Bonus Offset Income

49900 · Merchant Fee Reimbursed Income

49999 · Misc Income

Total Income

Cost of Goods Sold

5000 · Cost of Goods Sold

Total COGS

Gross Profit

Expense

50000 · Membership Expense

50000-1 · Recruitment

50000-2 · Plaques/Awards

50000-3 · Complimentary Membership

50000-4 · Membership Production

50000-5 · Membership Printing

Total 50000 · Membership Expense

50500 · Administration

50501 · Payroll Expenses

50501-1 · Gross Wages

50511-1 · Salaried Payroll

50511-2 · Grant Salary Expense

50511-3 · Hourly Payroll

50511-4 · Hourly Wage Reimbursement IBC

50511-5 · PY Performance Bonuses

Total 50501-1 · Gross Wages

50501-2 · Employer Payroll Taxes

50512-1 · FICA

50512-2 · FUTA

50512-3 · SUTA

50501-2 · Employer Payroll Taxes - Other

National Bison Association
Profit & Loss Budget Performance
January 2018

Total 50501-2 · Employer Payroll Taxes

50501-3 · Employee Benefits

50513-1 · Health Insurance

50513-2 · 401(k) Match - Retirement

50513-3 · Grant Fringe Benefot offset

Total 50501-3 · Employee Benefits

Total 50501 · Payroll Expenses

50510 · Advertising & Promotion

50511 · Bad Debt Write Offs

50512 · Bank/Credit Card Fees

505121 · QB CC Fees

505123 · Amazon/Square Fees

505128 · Authnet Gateway(Elavon CC Fees)

505129 · Bank of the West Bank Fees

505130 · Investment Management Fees

50512 · Bank/Credit Card Fees - Other

Total 50512 · Bank/Credit Card Fees

50513 · Computer Support

50514 · Contract Services

50514-1 · Legal Services

50514-2 · Accounting & Audit Services

50514-3 · Payroll Processing Fees

50514 · Contract Services - Other

Total 50514 · Contract Services

50515 · Contributions to Charity/Funds

50516 · Depreciation

50517 · Dues & Subscriptions

This was only \$39 in 2017. What gives? 2017 actual was \$1,601.08

This more than doubled over 2017 Actual 1/17 was \$436, with -\$134 Futa Tax adjustment not owed. Also, 1/18 had 3 payroll period expenses recorded due to when they cleared the bank. 1/17 only had 2 period expenses.

National Bison Association Profit & Loss Budget Performance

January 2018

50517-1 · USHA Membership

50517 · Dues & Subscriptions - Other

Total 50517 · Dues & Subscriptions

50518 · Equipment Lease

50520 · Government Relations

50521 · Insurance

50521-1 · Workers Comp Insurance

50521-2 · Ins.D & O

Total 50521 · Insurance

50523 · Misc. Expense

TheGL lists \$557 as prepaid. What is that? [Agri-Pulse 2018 subscription](#)

These two lines should be combined.

Is this the D&O Insurance? [50521 was an old account - same as header and yes, was used for D&O](#)

50524 · Office Supplies

50525 · Online Services

50526 · Postage

50527 · Printing

50528 · Rent

50530 · Software Support

50531 · Strategic Planning

50532 · Taxes & Licenses

50533 · Telephone

50534 · Travel & Entertainment

50535 · Board Travel Fund

Total 50500 · Administration

50900 · Fund Raiser Costs

50901 · SC Fund Raiser Costs

50901-1 · SC Fund Raiser Raffle Costs

50901-2 · SC Fund Raiser

50901 · SC Fund Raiser Costs - Other

Total 50901 · SC Fund Raiser Costs

50902 · WC Fund Raiser Costs

National Bison Association
Profit & Loss Budget Performance
January 2018

50902-1 · WC Fund Raiser Raffle Costs

50902-2 · WC Throlson Share Fund Raiser

50902-3 · NBF Share of Fund Raiser

50902 · WC Fund Raiser Costs - Other

Total 50902 · WC Fund Raiser Costs

50970 · Calcutta Costs

Total 50900 · Fund Raiser Costs

51000 · Event Conference Expense

51000-1 · Summer Conference Expense

51001-1 · Food SC

51011-1 · Main Banquet SC

53011-2 · Fund Auction Food SC

53011-3 · Coffee Breaks SC

53011-4 · Breakfast SC

53011-5 · Historic Social SC

53011-6 · Lunch SC

51001-1 · Food SC - Other

Total 51001-1 · Food SC

51001-2 · Hotel Rooms SC

51001-3 · Travel Expenses SC

51001-4 · Conference Packets

51001-5 · Reg Mailers/Postage

51001-6 · Speakers

51016-1 · Fees

51016-2 · Gifts

51001-6 · Speakers - Other

Total 51001-6 · Speakers

51001-7 · Exhibit Booths

51001-8 · Audio Visuals

51001-9 · Transportation

510010 · In-Kind Expense SC

510011 · Events Expenses SC

National Bison Association
Profit & Loss Budget Performance
January 2018

Total 51000-1 · Summer Conference Expense

51000-2 · Winter Conference Expense

51002-1 · WC Event Expense

51021-1 · Food - WC

51211-2 · Luncheon

51211-3 · Breaks

51211-4 · In-Kind Sponsors

51211-5 · Breakfast

51211-6 · Benefit Auction Dinner

51211-7 · Other WC Food Costs

51211-8 · Main Banquet

Total 51021-1 · Food - WC

51021-3 · Hotel Rooms

51021-4 · Conference Packets

51021-5 · Reg Mailers/ Postage

51021-6 · Booths

51021-7 · Signs/Banners

51021-8 · Trophies and Awards

51021-9 · Audio Visuals

51100-1 · Speakers WC

51111-1 · Fees /Gifts

51111-2 · Audio Visuals

51111-3 · Travel

51100-1 · Speakers WC - Other

Total 51100-1 · Speakers WC

Total 51002-1 · WC Event Expense

51002-3 · Printing

51002-4 · Postage

This should be largely applied to GTSS Kids Art
Contest payouts: 1st-4th place checks = \$250 and
auction proceeds paid to each kid + \$2725 = \$2,975.

Why is this budgeted so low? We spent \$6500 in 207.

How does this differ from the above? This is actual
above expense 51021-9, miscoded.

National Bison Association
Profit & Loss Budget Performance
January 2018

51002-5 · Travel & Entertainment

51002-6 · Complimentary Reg./Ticket

51002-7 · Ad/Promotion

Total 51000-2 · Winter Conference Expense

53000-3 · Gold Trophy Expense

53003-1 · Show & Sale Costs - Live

52071-1 · Buffaleros

52711-1 · Wage/Contract

52711-2 · Radios

52711-3 · Meals

52711-4 · Lodging

Total 52071-1 · Buffaleros

52801 · Volunteers

52801-1 · Parking Passes

52801-2 · Meals

Total 52801 · Volunteers

53031-1 · Auctioneer

53031-2 · Judges

53031-3 · Signs/Banners

53031-4 · NWSS Yardage & Admin Fees

53031-5 · Veterinary

53031-6 · Trophies/Awards

53031-7 · NWSS Live Commission

53031-8 · Tags

53031-9 · Other

53310-1 · Feed & Yard Costs

Total 53003-1 · Show & Sale Costs - Live

53003-2 · Performance Bull Prog Expense

53032-1 · Performance Bull Pasturing Fees

53032-2 · Performance Bull Prize Money

Total 53003-2 · Performance Bull Prog Expense

Why does 2017 show zero expense? 2017 actual
expense is \$1,100

National Bison Association
Profit & Loss Budget Performance
January 2018

53003-4 · Carcass

53034-1 · Show & Sale Costs - Carcass

53341-1 · Auctioneer

53341-2 · Trophies/Awards

53341-3 · Processing Fee

53341-4 · NWSS Carcass Commission

Total 53034-1 · Show & Sale Costs - Carcass

Total 53003-4 · Carcass

53003-5 · Postage

53003-6 · Video

53003-8 · Catalog

53003-9 · Advertise & Promotion

53033-1 · Equipment

53033-2 · Insurance

53000-3 · Gold Trophy Expense - Other

Total 53000-3 · Gold Trophy Expense

53110 · Printing

53120 · Postage

53140 · Travel & Entertainment

Total 51000 · Event Conference Expense

54000 · Jr Judging

60000 · Communications

60000-1 · Bison World

60001-1 · Contract Services

60001-2 · Postage

60001-3 · Printing

60001-4 · Production Costs

60001-5 · July Food Insert

60015-1 · COGS July Food Insert

60015-2 · S&H July Food Insert

This should be comparable to 2017. This includes the sale flyer which belongs in advertising.

What is the \$648 flyer expense in the GL? Direct Design

National Bison Association
Profit & Loss Budget Performance
January 2018

Total 60001-5 · July Food Insert

60001-6 · Membership Directory

60016-1 · Member Dir Postage

60016-2 · Member Dir Production

60016-3 · Member Dir Printing

Total 60001-6 · Membership Directory

Total 60000-1 · Bison World

60000-2 · Website

60002-1 · Hosting Fee

60002-2 · Maintenance/Updates

60002-3 · Bison Online Training

60002-4 · Third Party Seller Expense

Total 60000-2 · Website

60000-3 · Social Media

60003-1 · Social Media Contract

60003-2 · Social Media Outreach

Total 60000-3 · Social Media

Total 60000 · Communications

70000 · Promotions

70000-1 · COGS-Novelties

70000-2 · COGS-Promotional Items

70000-3 · COGS - Producers' Handbook

70031-1 · COGS -Producers' Handbook 2nd

Total 70000-3 · COGS - Producers' Handbook

70000-4 · Comp Promotions

70000-5 · Shipping & Handling - Sales

70000-6 · Printing & Production

Total 70000 · Promotions

75000 · Growth Fund - Check Off

75000-1 · GF Contract Services

This is the web retainer for the entire year. Did we pay this up front? 2018 retainer paid was \$3,400, the rest are related expenses.

National Bison Association
Profit & Loss Budget Performance
January 2018

75000-2 · GF Advertising, Promo & Recruit

75000 · Growth Fund - Check Off - Other

Total 75000 · Growth Fund - Check Off

88000 · NABR Reg

88000-1 · DNA Lab Work

88000-2 · Postage

88000-3 · COGS Ear Tag Set

88000-4 · Contract Services - NABR

Total 88000 · NABR Reg

89000 · Grant Expense

89000-3 · Farmer's Market Grant Expenses

Total 89000 · Grant Expense

99910 · Lapsed Membership Write Offs

99930 · Released from Restricted

99999 · Credit Card Suspense Expense

Total Expense

Net Ordinary Income

Other Income/Expense

Other Expense

99900 · 2% Designated Reserves

99947 · Growth Fund Net RE CY

99949 · Temporarily Released from Restr

Total Other Expense

Net Other Income

Net Income