Accrual Basis

National Bison Association
Profit & Loss Budget Performance
January 2019

	Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
Ordinary Income/Expense								
Income								
40000 · Membership								
40100 · Active								
40101 · Renew	13,750.00	12,250.00	1,500.00	112.25%	13,750.00	12,250.00	1,500.00	112.25%
40102 · New	4,250.00	3,500.00	750.00	121.43%	4,250.00	3,500.00	750.00	121.43%
40103 · Join N Go	875.00	1,750.00	-875.00	50.0%	875.00	1,750.00	-875.00	50.0%
Total 40100 · Active	18,875.00	17,500.00	1,375.00	107.86%	18,875.00	17,500.00	1,375.00	107.86%
40105 · Multi-Year Membership								
40106 · Renew	4,851.99	1,390.00	3,461.99	349.06%	4,851.99	1,390.00	3,461.99	349.06%
40107 · New	463.32	4,865.00	-4,401.68	9.52%	463.32	4,865.00	-4,401.68	9.52%
Total 40105 · Multi-Year Membership	5,315.31	6,255.00	-939.69	84.98%	5,315.31	6,255.00	-939.69	84.98%
40110 · Allied Industry								
40111 · Renew	0.00	300.00	-300.00	0.0%	0.00	300.00	-300.00	0.0%
40112 · New	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
Total 40110 · Allied Industry	0.00	300.00	-300.00	0.0%	0.00	300.00	-300.00	0.0%
40120 · Friend of the Buffalo								
40121 · New	360.00	240.00	120.00	150.0%	360.00	240.00	120.00	150.0%
40122 · Renew	360.00	360.00	0.00	100.0%	360.00	360.00	0.00	100.0%
Total 40120 · Friend of the Buffalo	720.00	600.00	120.00	120.0%	720.00	600.00	120.00	120.0%
40130 · Subscription								
40131 · Renew	125.00	100.00	25.00	125.0%	125.00	100.00	25.00	125.0%
40132 · New	50.00	30.00	20.00	166.67%	50.00	30.00	20.00	166.67%
Total 40130 · Subscription	175.00	130.00	45.00	134.62%	175.00	130.00	45.00	134.62%
40140 · Junior								
40141 · Renew	150.00	200.00	-50.00	75.0%	150.00	200.00	-50.00	75.0%
40142 · New	500.00	50.00	450.00	1,000.0%	500.00	50.00	450.00	1,000.0%
Total 40140 · Junior	650.00	250.00	400.00	260.0%	650.00	250.00	400.00	260.0%
40145 · Student Group								

National Bison Association
Profit & Loss Budget Performance
January 2019

		Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
33	40146 · Renew	100.00	50.00	50.00	200.0%	100.00	50.00	50.00	200.0%
34	40147 · New	50.00	50.00	0.00	100.0%	50.00	50.00	0.00	100.0%
35	Total 40145 · Student Group	150.00	100.00	50.00	150.0%	150.00	100.00	50.00	150.0%
36	40150 · Life Member	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
37	40155 · Lasped Membership Recovered	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
38	40170 · Foreign S&H	20.00	80.00	-60.00	25.0%	20.00	80.00	-60.00	25.0%
39	Total 40000 · Membership	25,905.31	25,215.00	690.31	102.74%	25,905.31	25,215.00	690.31	102.74%
40	40500 · Contributed support								
41	40500-1 · Contributions & Sponsors	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
42	40500-2 · Unrestricted Grants	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
43	40500-3 · Interest Revenue	5.38	60.00	-54.62	8.97%	5.38	60.00	-54.62	8.97%
44	40500-4 · Micellaneous Revenue	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
45	40500-5 · Special Projects	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
46	40500-6 · FMPP Project Income - Flags	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
47	Total 40500 · Contributed support	5.38	60.00	-54.62	8.97%	5.38	60.00	-54.62	8.97%
48	40600 · Restricted Grants								
49	40531 · RMA Grants	1,554.00				1,554.00			
50	40600-3 · Farmer's Market Grant								
51	40603-1 · FMPP Indirect Reimbursements	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
52	40600-3 · Farmer's Market Grant - Other	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
53	Total 40600-3 · Farmer's Market Grant	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
54	40600-4 · Risk Mgmt Ed Grant Reimb	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
55	Total 40600 · Restricted Grants	1,554.00	0.00	1,554.00	100.0%	1,554.00	0.00	1,554.00	100.0%
56	40700 · Unrelated Business Income								
57	40700-2 · Nationwide Agribusiness Ins	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
58	Total 40700 · Unrelated Business Income	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
59	40800 · Fund Raiser Revenue								
60	40800-1 · Summer Conference Proceeds								
61	40801-1 · SC Fund Raiser Proceeds	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
62	40801-2 · SC Raffle Proceeds	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%

National Bison Association
Profit & Loss Budget Performance
January 2019

		Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
63	40801-3 · SC Benefit Auction Proceeds	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
64	40801-4 · SC Benefit Auction NBF	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
65	40801-5 · SC Benefit Auction Throlson	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
66	Total 40800-1 · Summer Conference Proceeds	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
67	40800-2 · Winter Conference Proceeds								
68	40802-1 · WC Benefit Auction NBA Proceeds								
69	40821-1 · WC Auction Donations	14,368.00				14,368.00			
70	40821-2 · WC Auction Items - Taxable	3,453.86				3,453.86			
71	40802-1 · WC Benefit Auction NBA Proceeds - Other	0.00	14,645.75	-14,645.75	0.0%	0.00	14,645.75	-14,645.75	0.0%
72	Total 40802-1 · WC Benefit Auction NBA Proceeds	17,821.86	14,645.75	3,176.11	121.69%	17,821.86	14,645.75	3,176.11	121.69%
73	40802-2 · WC Raffle Proceeds	5,273.00	4,674.50	598.50	112.8%	5,273.00	4,674.50	598.50	112.8%
74	40802-3 · WC Benefit Auct. NBF	5,426.00	5,000.00	426.00	108.52%	5,426.00	5,000.00	426.00	108.52%
75	40802-4 · WC Benefit Auct. Throlson	1,145.00	1,800.00	-655.00	63.61%	1,145.00	1,800.00	-655.00	63.61%
76	40802-7 · WC Sale Items	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
77	Total 40800-2 · Winter Conference Proceeds	29,665.86	26,120.25	3,545.61	113.57%	29,665.86	26,120.25	3,545.61	113.57%
78	Total 40800 · Fund Raiser Revenue	29,665.86	26,120.25	3,545.61	113.57%	29,665.86	26,120.25	3,545.61	113.57%
79	40900 · Event Revenue								
80	40901 · Summer Conference								
81	40901-1 · Summer Conference Registration								
82	40911-1 · Day - Adult	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
83	40911-2 · Full Member Registation SC	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
84	40911-3 · Youth	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
85	40911-4 · Join & Go New Member SC	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
86	40901-1 · Summer Conference Registration - Other	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
87	Total 40901-1 · Summer Conference Registration	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
88	40901-2 · Banquet	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
89	40901-3 · Sponsors	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
90	40901-4 · Exhibitors	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
91	40901-5 · In-Kind Contributions - SC	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
92	Total 40901 · Summer Conference	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%

National Bison Association
Profit & Loss Budget Performance
January 2019

		Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
93	40902 · Winter Conference								
94	40902-1 · Registration Winter Conference								
95	40912-1 · Full Member Registration WC	87,925.00	87,300.00	625.00	100.72%	87,925.00	87,300.00	625.00	100.72%
96	40912-2 · Add'l Member Registration WC	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
97	40912-3 · Late	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
98	40912-5 · Non-Member Registration WC	2,025.00	500.00	1,525.00	405.0%	2,025.00	500.00	1,525.00	405.0%
99	40912-7 · Join & Go New Member WC	4,050.00	5,175.00	-1,125.00	78.26%	4,050.00	5,175.00	-1,125.00	78.26%
100	40913-1 · Day - Adult WC	125.00	0.00	125.00	100.0%	125.00	0.00	125.00	100.0%
101	40913-2 · Lunch Ticket WC	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
102	40913-3 · WC Misc	0.00	500.00	-500.00	0.0%	0.00	500.00	-500.00	0.0%
103	Total 40902-1 · Registration Winter Conference	94,125.00	93,475.00	650.00	100.7%	94,125.00	93,475.00	650.00	100.7%
104	40902-2 · Banquet WC	8,200.00	5,950.00	2,250.00	137.82%	8,200.00	5,950.00	2,250.00	137.82%
105	40902-3 · Exhibitors	7,525.00	5,400.00	2,125.00	139.35%	7,525.00	5,400.00	2,125.00	139.35%
106	40902-4 · Sponsorships Current Yr	26,500.00	27,000.00	-500.00	98.15%	26,500.00	27,000.00	-500.00	98.15%
107	40902-5 · Advertising	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
108	40902-6 · 'American Buffalo'	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
109	40902-7 · In-Kind Contributions - WC	22,067.00	19,500.00	2,567.00	113.16%	22,067.00	19,500.00	2,567.00	113.16%
110	40912-4 · Late-add'l	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
111	40912-8 · First time add'l	450.00	0.00	450.00	100.0%	450.00	0.00	450.00	100.0%
112	40922-3 · Sponsorships Next Yr	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
113	40922-5 · Meal Tickets	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
114	41010 · WC Registration	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
115	Total 40902 · Winter Conference	158,867.00	151,325.00	7,542.00	104.98%	158,867.00	151,325.00	7,542.00	104.98%
116	40910 · Calcutta Revenue	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
117	Total 40900 · Event Revenue	158,867.00	151,325.00	7,542.00	104.98%	158,867.00	151,325.00	7,542.00	104.98%
118	41500-6 · Disposed of Assets	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
119	42000 · Gold Trophy Show & Sale								
120	42001 · Live Sale								
121	42001-1 · Entry Fees	8,623.50	8,684.80	-61.30	99.29%	8,623.50	8,684.80	-61.30	99.29%
122	42001-2 · GTSS Sponsor	915.00	845.00	70.00	108.28%	915.00	845.00	70.00	108.28%

National Bison Association
Profit & Loss Budget Performance
January 2019

		Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
123	42001-3 · Live Sale Trphy Sprs Current Yr	6,000.00	5,750.00	250.00	104.35%	6,000.00	5,750.00	250.00	104.35%
124	42001-5 · Commission								
125	42015-1 · 9% COMMISSION	32,846.00	33,317.88	-471.88	98.58%	32,846.00	33,317.88	-471.88	98.58%
126	42015-2 · 1% Live Commssions Growth Fund	0.00				0.00			
127	42015-3 · 5% Video Fee-Live	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
128	Total 42001-5 · Commission	32,846.00	33,317.88	-471.88	98.58%	32,846.00	33,317.88	-471.88	98.58%
129	Total 42001 · Live Sale	48,384.50	48,597.68	-213.18	99.56%	48,384.50	48,597.68	-213.18	99.56%
130	42002 · Market Sale								
131	42002-1 · Entry Fees	3,535.00	2,737.00	798.00	129.16%	3,535.00	2,737.00	798.00	129.16%
132	42002-2 · Market Trphy Sprs Current Yr	1,500.00	1,250.00	250.00	120.0%	1,500.00	1,250.00	250.00	120.0%
133	42002-3 · 7% Market Class Commissions	4,064.72	3,501.38	563.34	116.09%	4,064.72	3,501.38	563.34	116.09%
134	42002-4 · 1% Market Commissions Growth F	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
135	42002-5 · 5% Video Fee-Carcass	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
136	Total 42002 · Market Sale	9,099.72	7,488.38	1,611.34	121.52%	9,099.72	7,488.38	1,611.34	121.52%
137	42003 · Advertising	3,275.00	3,375.00	-100.00	97.04%	3,275.00	3,375.00	-100.00	97.04%
138	42004 · Show & Sale Insurance	600.00	900.00	-300.00	66.67%	600.00	900.00	-300.00	66.67%
139	42005 · Sponsorship - Presenting	0.00	500.00	-500.00	0.0%	0.00	500.00	-500.00	0.0%
140	Total 42000 · Gold Trophy Show & Sale	61,359.22	60,861.06	498.16	100.82%	61,359.22	60,861.06	498.16	100.82%
141	43000 · Junior Judging Sponsorships	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
142	43520 · IBC Conference - Contribution	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
143	44000 · Communication								
144	44001 · Bison World								
145	44001-1 · BW Advertising	11,818.50	12,000.00	-181.50	98.49%	11,818.50	12,000.00	-181.50	98.49%
146	44001-2 · Sales BW	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
147	44001-3 · Shipping - Bison World	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
148	44001-5 · July Food Issue Insert								
149	44015-1 · Sales	10.00	17.00	-7.00	58.82%	10.00	17.00	-7.00	58.82%
150	44015-2 · July Insert S&H	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
151	Total 44001-5 · July Food Issue Insert	10.00	17.00	-7.00	58.82%	10.00	17.00	-7.00	58.82%
152	Total 44001 · Bison World	11,828.50	12,017.00	-188.50	98.43%	11,828.50	12,017.00	-188.50	98.43%

National Bison Association
Profit & Loss Budget Performance
January 2019

		Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
153	44002 · Website								
154	44002-1 · Advertising	1,390.00	1,200.00	190.00	115.83%	1,390.00	1,200.00	190.00	115.83%
155	44002-2 · www links	50.00	100.00	-50.00	50.0%	50.00	100.00	-50.00	50.0%
156	44002-3 · Bison 101-201	0.00	30.00	-30.00	0.0%	0.00	30.00	-30.00	0.0%
157	Total 44002 · Website	1,440.00	1,330.00	110.00	108.27%	1,440.00	1,330.00	110.00	108.27%
158	Total 44000 · Communication	13,268.50	13,347.00	-78.50	99.41%	13,268.50	13,347.00	-78.50	99.41%
159	46000 · Promotion								
160	46000-1 · Producers' Handbook								
161	46001-1 · Producers' Handbook 2nd Edition	800.00	500.00	300.00	160.0%	800.00	500.00	300.00	160.0%
162	46001-2 · E Verison Handbook	60.00	120.00	-60.00	50.0%	60.00	120.00	-60.00	50.0%
163	46000-1 · Producers' Handbook - Other	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
164	Total 46000-1 · Producers' Handbook	860.00	620.00	240.00	138.71%	860.00	620.00	240.00	138.71%
165	46000-2 · Merchandise Sales (Novelties)	229.95	250.00	-20.05	91.98%	229.95	250.00	-20.05	91.98%
166	46000-3 · Promotional Materials	1,304.20	210.00	1,094.20	621.05%	1,304.20	210.00	1,094.20	621.05%
167	46000-4 · Mbr Plaques/Gate Signs	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
168	46000-5 · Shipping & Handling - Sales	276.11	190.00	86.11	145.32%	276.11	190.00	86.11	145.32%
169	Total 46000 · Promotion	2,670.26	1,270.00	1,400.26	210.26%	2,670.26	1,270.00	1,400.26	210.26%
170	47000 · Growth Fund Check Off Revenue								
171	47000-1 · Growth Fund Contributions - CK	3,447.33	1,000.20	2,447.13	344.66%	3,447.33	1,000.20	2,447.13	344.66%
172	47000-2 · Growth Fund Released Temp Re	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
173	47000-3 · Growth Fund Reserve 1/2 Income	3,447.34	500.00	2,947.34	689.47%	3,447.34	500.00	2,947.34	689.47%
174	Total 47000 · Growth Fund Check Off Revenue	6,894.67	1,500.20	5,394.47	459.58%	6,894.67	1,500.20	5,394.47	459.58%
175	49000 · NABR								
176	49000-1 · Ear Tag Set	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
177	49000-2 · Registration Fees	0.00	285.00	-285.00	0.0%	0.00	285.00	-285.00	0.0%
178	49000-3 · New DNA Profile	0.00	210.00	-210.00	0.0%	0.00	210.00	-210.00	0.0%
179	49000-4 · DNA Retest/Update	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
180	49000-5 · Shipping - NABR	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
181	Total 49000 · NABR	0.00	495.00	-495.00	0.0%	0.00	495.00	-495.00	0.0%
182	49010 · Unrealized Gain/Loss	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%

National Bison Association
Profit & Loss Budget Performance
January 2019

		Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
183	49500 · PY Bonus Offset Income	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
184	49900 · Merchant Fee Reimbursed Income	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
185	49999 · Misc Income	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
186	Total Income	300,190.20	280,193.51	19,996.69	107.14%	300,190.20	280,193.51	19,996.69	107.14%
187	Gross Profit	300,190.20	280,193.51	19,996.69	107.14%	300,190.20	280,193.51	19,996.69	107.14%
188	Expense								
189	50000 · Membership Expense								
190	50000-1 · Recruitment	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
191	50000-2 · Plaques/Awards	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
192	50000-3 · Complimentary Membership	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
193	50000-4 · Membership Production	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
194	50000-5 · Membership Printing	228.68	0.00	228.68	100.0%	228.68	0.00	228.68	100.0%
195	50000-6 · Membership Acquistion Costs	290.50	273.77	16.73	106.11%	290.50	273.77	16.73	106.11%
196	Total 50000 · Membership Expense	519.18	273.77	245.41	189.64%	519.18	273.77	245.41	189.64%
197	50500 · Administration								
198	50501 · Payroll Expenses								
199	50501-1 · Gross Wages								
200	50511-1 · Salaried Payroll	13,957.52	13,292.86	664.66	105.0%	13,957.52	13,292.86	664.66	105.0%
201	50511-2 · Grant Salary Expense Offset	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
202	50511-3 · Hourly Payroll	3,942.13	4,500.00	-557.87	87.6%	3,942.13	4,500.00	-557.87	87.6%
203	50511-4 · Hourly Wage Reimbursement IBC	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
204	50511-5 · PY Performance Bonuses	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
205	Total 50501-1 · Gross Wages	17,899.65	17,792.86	106.79	100.6%	17,899.65	17,792.86	106.79	100.6%
206	50501-2 · Employer Payroll Taxes								
207	50512-1 · FICA	1,273.88	1,170.00	103.88	108.88%	1,273.88	1,170.00	103.88	108.88%
208	50512-2 · FUTA	0.00				0.00			
209	50512-3 · SUTA	124.89	0.00	124.89	100.0%	124.89	0.00	124.89	100.0%
210	Total 50501-2 · Employer Payroll Taxes	1,398.77	1,170.00	228.77	119.55%	1,398.77	1,170.00	228.77	119.55%
211	50501-3 · Employee Benefits								
212	50513-1 · Health Insurance	3,062.83	2,410.00	652.83	127.09%	3,062.83	2,410.00	652.83	127.09%

National Bison Association
Profit & Loss Budget Performance
January 2019

	Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
50513-2 · 401(k) Match - Retirement	418.72	398.79	19.93	105.0%	418.72	398.79	19.93	105.0%
50513-3 · Grant Fringe Benefit offset	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
Total 50501-3 · Employee Benefits	3,481.55	2,808.79	672.76	123.95%	3,481.55	2,808.79	672.76	123.95%
50502 · Employee Development	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
Total 50501 · Payroll Expenses	22,779.97	21,771.65	1,008.32	104.63%	22,779.97	21,771.65	1,008.32	104.63%
50510 · Advertising & Promotion	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
50511 · Bad Debt Write Offs	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
50512 · Bank/Credit Card Fees								
505121 · QB CC Fees	896.25	1,550.00	-653.75	57.82%	896.25	1,550.00	-653.75	57.82%
505123 · Amazon/Square Fees	572.61	800.00	-227.39	71.58%	572.61	800.00	-227.39	71.58%
505128 · Authnet Gateway(Elavon CCFees	1,711.70	835.00	876.70	204.99%	1,711.70	835.00	876.70	204.99%
505129 · Bank of the West Bank Fees	15.00	430.00	-415.00	3.49%	15.00	430.00	-415.00	3.49%
505130 · Investment Management Fees	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
Total 50512 · Bank/Credit Card Fees	3,195.56	3,615.00	-419.44	88.4%	3,195.56	3,615.00	-419.44	88.4%
50513 · Computer Support	0.00	300.00	-300.00	0.0%	0.00	300.00	-300.00	0.0%
50514 · Contract Services								
50514-1 · Legal Services	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
50514-2 · Accounting& Audit Services	0.00	190.00	-190.00	0.0%	0.00	190.00	-190.00	0.0%
50514-3 · Payroll Processing Fees	422.30	645.00	-222.70	65.47%	422.30	645.00	-222.70	65.47%
50514-4 · Contract Labor	670.00	500.00	170.00	134.0%	670.00	500.00	170.00	134.0%
Total 50514 · Contract Services	1,092.30	1,335.00	-242.70	81.82%	1,092.30	1,335.00	-242.70	81.82%
50515 · Contributions to Charity/Funds	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
50516 · Depreciation	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
50517 · Dues & Subscriptions								
50517-1 · USHA Membership	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
50517 · Dues & Subscriptions - Other	250.00	1,600.00	-1,350.00	15.63%	250.00	1,600.00	-1,350.00	15.63%
Total 50517 · Dues & Subscriptions	250.00	1,600.00	-1,350.00	15.63%	250.00	1,600.00	-1,350.00	15.63%
50518 · Equipment Lease	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
50520 · Government Relations	0.00	300.00	-300.00	0.0%	0.00	300.00	-300.00	0.0%
50521 · Insurance								

National Bison Association
Profit & Loss Budget Performance
January 2019

		Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
243	50521-1 · Workers Comp Insurance	42.68	44.00	-1.32	97.0%	42.68	44.00	-1.32	97.0%
244	50521-2 · Ins.D & O	1,300.00	1,300.00	0.00	100.0%	1,300.00	1,300.00	0.00	100.0%
245	Total 50521 · Insurance	1,342.68	1,344.00	-1.32	99.9%	1,342.68	1,344.00	-1.32	99.9%
246	50523 · Misc. Expense	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
247	50524 · Office Supplies	327.89	120.00	207.89	273.24%	327.89	120.00	207.89	273.24%
248	50525 · Online Services	1.00	100.00	-99.00	1.0%	1.00	100.00	-99.00	1.0%
249	50526 · Postage	9.40	45.00	-35.60	20.89%	9.40	45.00	-35.60	20.89%
250	50527 · Printing	57.80	30.00	27.80	192.67%	57.80	30.00	27.80	192.67%
251	50528 · Rent	351.83	839.00	-487.17	41.93%	351.83	839.00	-487.17	41.93%
252	50529 · Repairs & Maintenance	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
253	50530 · Software Support	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
254	50531 · Strategic Planning	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
255	50532 · Taxes & Licenses	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
256	50533 · Telephone	199.77	225.45	-25.68	88.61%	199.77	225.45	-25.68	88.61%
257	50534 · Travel & Entertainment	1,653.98	1,600.00	53.98	103.37%	1,653.98	1,600.00	53.98	103.37%
258	50535 · Board Travel Fund	761.46	1,000.00	-238.54	76.15%	761.46	1,000.00	-238.54	76.15%
259	Total 50500 · Administration	32,023.64	34,225.10	-2,201.46	93.57%	32,023.64	34,225.10	-2,201.46	93.57%
260	50900 · Fund Raiser Costs								
261	50901 · SC Fund Raiser Costs								
262	50901-1 · SC Fund Raiser Raffle Costs	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
263	50901-2 · SC Fund Raiser	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
264	50901 · SC Fund Raiser Costs - Other	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
265	Total 50901 · SC Fund Raiser Costs	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
266	50902 · WC Fund Raiser Costs								
267	50902-1 · WC Fund Raiser Raffle Costs	254.96	255.00	-0.04	99.98%	254.96	255.00	-0.04	99.98%
268	50902-2 · WC Throlson Share Fund Raiser	1,030.50	4,500.00	-3,469.50	22.9%	1,030.50	4,500.00	-3,469.50	22.9%
269	50902-3 · NBF Share of Fund Raiser	4,883.40	1,620.00	3,263.40	301.44%	4,883.40	1,620.00	3,263.40	301.44%
270	Total 50902 · WC Fund Raiser Costs	6,168.86	6,375.00	-206.14	96.77%	6,168.86	6,375.00	-206.14	96.77%
271	50970 · Calcutta Costs	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
272	Total 50900 · Fund Raiser Costs	6,168.86	6,375.00	-206.14	96.77%	6,168.86	6,375.00	-206.14	96.77%

National Bison Association
Profit & Loss Budget Performance
January 2019

	Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
51000 · Event Conference Expense								
51000-2 · Winter Conference Expense								
51002-1 · WC Event Expense								
51021-1 · Food - WC								
51211-2 · Luncheon	30,780.00	30,951.00	-171.00	99.45%	30,780.00	30,951.00	-171.00	99.45%
51211-3 · Breaks	2,305.80	2,500.00	-194.20	92.23%	2,305.80	2,500.00	-194.20	92.23%
51211-4 · In-Kind Sponsors	22,067.00	19,500.00	2,567.00	113.16%	22,067.00	19,500.00	2,567.00	113.16%
51211-5 · Breakfast	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
51211-6 · Benefit Auction Dinner	20,446.43	19,765.20	681.23	103.45%	20,446.43	19,765.20	681.23	103.45%
51211-7 · Other WC Food Costs	1,640.64	1,700.00	-59.36	96.51%	1,640.64	1,700.00	-59.36	96.51%
51211-8 · Main Banquet	24,294.48	22,866.00	1,428.48	106.25%	24,294.48	22,866.00	1,428.48	106.25%
Total 51021-1 · Food - WC	101,534.35	97,282.20	4,252.15	104.37%	101,534.35	97,282.20	4,252.15	104.37%
51021-3 · Hotel Rooms	1,431.95	2,273.00	-841.05	63.0%	1,431.95	2,273.00	-841.05	63.0%
51021-4 · Conference Packets	2,122.94	3,000.00	-877.06	70.77%	2,122.94	3,000.00	-877.06	70.77%
51021-5 · Reg Mailers/ Postage	111.23				111.23			
51021-7 · Signs/Banners	361.89	550.00	-188.11	65.8%	361.89	550.00	-188.11	65.8%
51021-8 · Trophies and Awards	1,242.14	3,600.00	-2,357.86	34.5%	1,242.14	3,600.00	-2,357.86	34.5%
51021-9 · Audio Visuals	10,095.97	12,000.00	-1,904.03	84.13%	10,095.97	12,000.00	-1,904.03	84.13%
51100-1 · Speakers WC								
51111-1 · Fees /Gifts	2,816.25	250.00	2,566.25	1,126.5%	2,816.25	250.00	2,566.25	1,126.5%
51111-3 · Travel	1,125.16	0.00	1,125.16	100.0%	1,125.16	0.00	1,125.16	100.0%
Total 51100-1 · Speakers WC	3,941.41	250.00	3,691.41	1,576.56%	3,941.41	250.00	3,691.41	1,576.56%
Total 51002-1 · WC Event Expense	120,841.88	118,955.20	1,886.68	101.59%	120,841.88	118,955.20	1,886.68	101.59%
51002-3 · Printing	764.03	460.00	304.03	166.09%	764.03	460.00	304.03	166.09%
51002-4 · Postage	546.12	0.00	546.12	100.0%	546.12	0.00	546.12	100.0%
51002-5 · Travel & Entertainment	604.38	1,100.00	-495.62	54.94%	604.38	1,100.00	-495.62	54.94%
51002-6 · Complimentary Reg./Ticket	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
51002-7 · Ad/Promotion	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
Total 51000-2 · Winter Conference Expense	122,756.41	120,515.20	2,241.21	101.86%	122,756.41	120,515.20	2,241.21	101.86%
53000-3 · Gold Trophy Expense								

National Bison Association
Profit & Loss Budget Performance
January 2019

		Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
303	53003-1 · Show & Sale Costs - Live								
304	52071-1 · Buffaleros								
305	52711-1 · Wage/Contract	900.00	900.00	0.00	100.0%	900.00	900.00	0.00	100.0%
306	52711-2 · Radios	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
307	52711-3 · Meals	0.00	1,700.00	-1,700.00	0.0%	0.00	1,700.00	-1,700.00	0.0%
308	52711-4 · Lodging	0.00	1,395.00	-1,395.00	0.0%	0.00	1,395.00	-1,395.00	0.0%
309	Total 52071-1 · Buffaleros	900.00	3,995.00	-3,095.00	22.53%	900.00	3,995.00	-3,095.00	22.53%
310	53031-1 · Auctioneer	1,750.00	450.00	1,300.00	388.89%	1,750.00	450.00	1,300.00	388.89%
311	53031-2 · Judges	635.00	1,095.00	-460.00	57.99%	635.00	1,095.00	-460.00	57.99%
312	53031-3 · Signs/Banners	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
313	53031-4 · NWSS Yardage & Admin Fees	2,560.00	7,280.00	-4,720.00	35.17%	2,560.00	7,280.00	-4,720.00	35.17%
314	53031-5 · Veterinary	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
315	53031-6 · Trophies/Awards	3,892.20	5,400.00	-1,507.80	72.08%	3,892.20	5,400.00	-1,507.80	72.08%
316	53031-7 · NWSS Live Commission	2,500.00	18,306.53	-15,806.53	13.66%	2,500.00	18,306.53	-15,806.53	13.66%
317	53031-8 · Tags	379.78	300.00	79.78	126.59%	379.78	300.00	79.78	126.59%
318	53031-9 · Other	639.02	275.00	364.02	232.37%	639.02	275.00	364.02	232.37%
319	Total 53003-1 · Show & Sale Costs - Live	13,256.00	37,101.53	-23,845.53	35.73%	13,256.00	37,101.53	-23,845.53	35.73%
320	53003-4 · Market (Carcass) Expenses								
321	53034-1 · Show & Sale Costs - Market								
322	53341-2 · Trophies/Awards	20.00				20.00			
323	53341-3 · Processing Fee	2,699.00	1,360.00	1,339.00	198.46%	2,699.00	1,360.00	1,339.00	198.46%
324	53341-4 · NWSS Carcass Commission	0.00	1,500.59	-1,500.59	0.0%	0.00	1,500.59	-1,500.59	0.0%
325	Total 53034-1 · Show & Sale Costs - Market	2,719.00	2,860.59	-141.59	95.05%	2,719.00	2,860.59	-141.59	95.05%
326	Total 53003-4 · Market (Carcass) Expenses	2,719.00	2,860.59	-141.59	95.05%	2,719.00	2,860.59	-141.59	95.05%
327	53003-5 · Postage	0.00	650.00	-650.00	0.0%	0.00	650.00	-650.00	0.0%
328	53003-6 · Video	2,500.00	2,600.00	-100.00	96.15%	2,500.00	2,600.00	-100.00	96.15%
329	53003-8 · Catalog	189.00	1,350.00	-1,161.00	14.0%	189.00	1,350.00	-1,161.00	14.0%
330	53003-9 · Advertise & Promotion	0.00	2,000.00	-2,000.00	0.0%	0.00	2,000.00	-2,000.00	0.0%
331	53033-2 · Insurance	4,694.74	3,200.00	1,494.74	146.71%	4,694.74	3,200.00	1,494.74	146.71%
332	Total 53000-3 · Gold Trophy Expense	23,358.74	49,762.12	-26,403.38	46.94%	23,358.74	49,762.12	-26,403.38	46.94%

National Bison Association
Profit & Loss Budget Performance
January 2019

		Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
333	53110 · Printing	1,542.78				1,542.78			
334	53120 · Postage	0.00	350.00	-350.00	0.0%	0.00	350.00	-350.00	0.0%
335	53140 · Travel & Entertainment	90.00	60.00	30.00	150.0%	90.00	60.00	30.00	150.0%
336	Total 51000 · Event Conference Expense	147,747.93	170,687.32	-22,939.39	86.56%	147,747.93	170,687.32	-22,939.39	86.56%
337	54000 · Jr Judging	149.00	4,476.39	-4,327.39	3.33%	149.00	4,476.39	-4,327.39	3.33%
338	60000 · Communications								
339	60000-1 · Bison World								
340	60001-1 · Contract Services								
341	60011-1 · Communications Director	2,500.00	2,500.00	0.00	100.0%	2,500.00	2,500.00	0.00	100.0%
342	Total 60001-1 · Contract Services	2,500.00	2,500.00	0.00	100.0%	2,500.00	2,500.00	0.00	100.0%
343	60001-2 · Postage	0.00	1,030.00	-1,030.00	0.0%	0.00	1,030.00	-1,030.00	0.0%
344	60001-3 · Printing	2,016.00	2,555.00	-539.00	78.9%	2,016.00	2,555.00	-539.00	78.9%
345	60001-4 · Production Costs	2,697.00	4,300.00	-1,603.00	62.72%	2,697.00	4,300.00	-1,603.00	62.72%
346	60001-5 · July Food Insert								
347	60015-1 · COGS July Food Insert	2.56	10.00	-7.44	25.6%	2.56	10.00	-7.44	25.6%
348	Total 60001-5 · July Food Insert	2.56	10.00	-7.44	25.6%	2.56	10.00	-7.44	25.6%
349	Total 60000-1 · Bison World	7,215.56	10,395.00	-3,179.44	69.41%	7,215.56	10,395.00	-3,179.44	69.41%
350	60000-2 · Website								
351	60002-2 · Maintenance/Updates	3,580.90	3,645.00	-64.10	98.24%	3,580.90	3,645.00	-64.10	98.24%
352	Total 60000-2 · Website	3,580.90	3,645.00	-64.10	98.24%	3,580.90	3,645.00	-64.10	98.24%
353	Total 60000 · Communications	10,796.46	14,040.00	-3,243.54	76.9%	10,796.46	14,040.00	-3,243.54	76.9%
354	70000 · Promotions								
355	70000-1 · COGS-Novelties	44.68	40.00	4.68	111.7%	44.68	40.00	4.68	111.7%
356	70000-2 · COGS-Promotional Items	400.95	110.00	290.95	364.5%	400.95	110.00	290.95	364.5%
357	70000-3 · COGS - Producers' Handbook								
358	70031-1 · COGS -Producers' Handbook 2nd	190.90	190.00	0.90	100.47%	190.90	190.00	0.90	100.47%
359	Total 70000-3 · COGS - Producers' Handbook	190.90	190.00	0.90	100.47%	190.90	190.00	0.90	100.47%
360	70000-4 · Comp Promotions	0.00	80.00	-80.00	0.0%	0.00	80.00	-80.00	0.0%
361	70000-5 · Shipping & Handling - Sales	585.34	390.00	195.34	150.09%	585.34	390.00	195.34	150.09%
362	Total 70000 · Promotions	1,221.87	810.00	411.87	150.85%	1,221.87	810.00	411.87	150.85%

National Bison Association
Profit & Loss Budget Performance
January 2019

		Jan 19	Budget	$ Over Budget	% of Budget	Jan 19	YTD Budget	$ Over Budget	% of Budget
363	75000 · Growth Fund - Check Off								
364	75000-2 · GF Advertising, Promo & Recruit	20.05	500.00	-479.95	4.01%	20.05	500.00	-479.95	4.01%
365	75000 · Growth Fund - Check Off - Other	750.00				750.00			
366	Total 75000 · Growth Fund - Check Off	770.05	500.00	270.05	154.01%	770.05	500.00	270.05	154.01%
367	88000 · NABR Reg								
368	88000-4 · Contract Services - NABR	447.43	2,700.00	-2,252.57	16.57%	447.43	2,700.00	-2,252.57	16.57%
369	Total 88000 · NABR Reg	447.43	2,700.00	-2,252.57	16.57%	447.43	2,700.00	-2,252.57	16.57%
370	89000 · Grant Expense								
371	89000-3 · Farmer's Market Grant Expenses	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
372	Total 89000 · Grant Expense	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
373	99910 · Lasped Membership Write Offs	1,810.00	3,465.00	-1,655.00	52.24%	1,810.00	3,465.00	-1,655.00	52.24%
374	Total Expense	201,654.42	237,552.58	-35,898.16	84.89%	201,654.42	237,552.58	-35,898.16	84.89%
375	Net Ordinary Income	98,535.78	42,640.93	55,894.85	231.08%	98,535.78	42,640.93	55,894.85	231.08%
376	Other Income/Expense								
377	Other Expense								
378	99900 · 2% Designated Reserves	6,003.80	5,675.87	327.93	105.78%	6,003.80	5,675.87	327.93	105.78%
379	99947 · Growth Fund Net RE CY	2,979.86				2,979.86			
380	Total Other Expense	8,983.66	5,675.87	3,307.79	158.28%	8,983.66	5,675.87	3,307.79	158.28%
381	Net Other Income	-8,983.66	-5,675.87	-3,307.79	158.28%	-8,983.66	-5,675.87	-3,307.79	158.28%
382	Net Income	89,552.12	36,965.06	52,587.06	242.26%	89,552.12	36,965.06	52,587.06	242.26%
383									

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
1				
2				
3		**Annual Budget**		
4	**Ordinary Income/Expense**			
5	**Income**			
6	**40000 · Membership**			
7	**40100 · Active**			
8	**40101 · Renew**	37,250.00		
9	**40102 · New**	6,750.00		
10	**40103 · Join N Go**	1,925.00		
11	**Total 40100 · Active**	45,925.00		
12	**40105 · Multi-Year Membership**			
13	**40106 · Renew**	2,780.00		
14	**40107 · New**	8,076.65		Last year actual was $3,500.
15	**Total 40105 · Multi-Year Membership**	10,856.65		
16	**40110 · Allied Industry**			
17	**40111 · Renew**	900.00		
18	**40112 · New**	600.00		
19	**Total 40110 · Allied Industry**	1,500.00		
20	**40120 · Friend of the Buffalo**			
21	**40121 · New**	540.00		
22	**40122 · Renew**	1,680.00		
23	**Total 40120 · Friend of the Buffalo**	2,220.00		
24	**40130 · Subscription**			
25	**40131 · Renew**	150.00		
26	**40132 · New**	30.00		
27	**Total 40130 · Subscription**	180.00		
28	**40140 · Junior**			
29	**40141 · Renew**	450.00		
30	**40142 · New**	150.00		
31	**Total 40140 · Junior**	600.00		
32	**40145 · Student Group**			

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
2				
3		Annual Budget		
33	40146 · Renew	150.00		
34	40147 · New	150.00		
35	Total 40145 · Student Group	300.00		
36	40150 · Life Member	0.00		
37	40155 · Lasped Membership Recovered	0.00		
38	40170 · Foreign S&H	265.00		
39	Total 40000 · Membership	61,846.65		
40	40500 · Contributed support			
41	40500-1 · Contributions & Sponsors	0.00		
42	40500-2 · Unrestricted Grants	0.00		
43	40500-3 · Interest Revenue	88.00		
44	40500-4 · Micellaneous Revenue	0.00		
45	40500-5 · Special Projects	0.00		
46	40500-6 · FMPP Project Income - Flags	0.00		
47	Total 40500 · Contributed support	88.00		
48	40600 · Restricted Grants			
49	40531 · RMA Grants			
50	40600-3 · Farmer's Market Grant			
51	40603-1 · FMPP Indirect Reimbursements	1,654.00		
52	40600-3 · Farmer's Market Grant - Other	10,928.00		
53	Total 40600-3 · Farmer's Market Grant	12,582.00		
54	40600-4 · Risk Mgmt Ed Grant Reimb	6,039.00		
55	Total 40600 · Restricted Grants	18,621.00		
56	40700 · Unrelated Business Income			
57	40700-2 · Nationwide Agribusiness Ins	0.00		
58	Total 40700 · Unrelated Business Income	0.00		
59	40800 · Fund Raiser Revenue			
60	40800-1 · Summer Conference Proceeds			
61	40801-1 · SC Fund Raiser Proceeds	0.00		
62	40801-2 · SC Raffle Proceeds	0.00		

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
2				
3		Annual Budget		
63	40801-3 · SC Benefit Auction Proceeds	0.00		
64	40801-4 · SC Benefit Auction NBF	0.00		
65	40801-5 · SC Benefit Auction Throlson	0.00		
66	Total 40800-1 · Summer Conference Proceeds	0.00		
67	40800-2 · Winter Conference Proceeds			
68	40802-1 · WC Benefit Auction NBA Proceeds			
69	40821-1 · WC Auction Donations			
70	40821-2 · WC Auction Items - Taxable			This is the 20% of auction proceeds to be reported for sales tax
71	40802-1 · WC Benefit Auction NBA Proceeds - Other	14,645.75		
72	Total 40802-1 · WC Benefit Auction NBA Proceeds	14,645.75		
73	40802-2 · WC Raffle Proceeds	4,674.50		
74	40802-3 · WC Benefit Auct. NBF	5,000.00		
75	40802-4 · WC Benefit Auct. Throlson	1,800.00		
76	40802-7 · WC Sale Items	0.00		
77	Total 40800-2 · Winter Conference Proceeds	26,120.25		
78	Total 40800 · Fund Raiser Revenue	26,120.25		
79	40900 · Event Revenue			
80	40901 · Summer Conference			
81	40901-1 · Summer Conference Registration			
82	40911-1 · Day - Adult	0.00		
83	40911-2 · Full Member Registation SC	0.00		
84	40911-3 · Youth	0.00		
85	40911-4 · Join & Go New Member SC	0.00		
86	40901-1 · Summer Conference Registration - Other	0.00		
87	Total 40901-1 · Summer Conference Registration	0.00		
88	40901-2 · Banquet	0.00		
89	40901-3 · Sponsors	0.00		
90	40901-4 · Exhibitors	0.00		
91	40901-5 · In-Kind Contributions - SC	0.00		
92	Total 40901 · Summer Conference	0.00		

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
2				
3		Annual Budget		
93	40902 · Winter Conference			
94	40902-1 · Registration Winter Conference			
95	40912-1 · Full Member Registration WC	87,300.00		
96	40912-2 · Add'l Member Registration WC	0.00		
97	40912-3 · Late	0.00		
98	40912-5 · Non-Member Registration WC	500.00		
99	40912-7 · Join & Go New Member WC	5,175.00		
100	40913-1 · Day - Adult WC	0.00		
101	40913-2 · Lunch Ticket WC	0.00		
102	40913-3 · WC Misc	500.00		
103	Total 40902-1 · Registration Winter Conference	93,475.00		
104	40902-2 · Banquet WC	5,950.00		
105	40902-3 · Exhibitors	5,400.00		Up $3,000 over 2018
106	40902-4 · Sponsorships Current Yr	27,000.00		Sponsorships combined are $6,500 over 2018
107	40902-5 · Advertising	0.00		
108	40902-6 · 'American Buffalo'	0.00		
109	40902-7 · In-Kind Contributions - WC	19,500.00		
110	40912-4 · Late-add'l	0.00		
111	40912-8 · First time add'l	0.00		
112	40922-3 · Sponsorships Next Yr	0.00		
113	40922-5 · Meal Tickets	0.00		
114	41010 · WC Registration	0.00		
115	Total 40902 · Winter Conference	151,325.00		
116	40910 · Calcutta Revenue	0.00		
117	Total 40900 · Event Revenue	151,325.00		
118	41500-6 · Disposed of Assets	0.00		
119	42000 · Gold Trophy Show & Sale			
120	42001 · Live Sale			
121	42001-1 · Entry Fees	8,684.80		
122	42001-2 · GTSS Sponsor	845.00		

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
2				
3		Annual Budget		
123	42001-3 · Live Sale Trphy Sprs Current Yr	5,750.00		
124	42001-5 · Commission			
125	42015-1 · 9% COMMISSION	33,317.88		
126	42015-2 · 1% Live Commssions Growth Fund			
127	42015-3 · 5% Video Fee-Live	0.00		
128	Total 42001-5 · Commission	33,317.88		
129	Total 42001 · Live Sale	48,597.68		Only $214 deviation from budget. Lower prices were budgeted.
130	42002 · Market Sale			
131	42002-1 · Entry Fees	2,737.00		
132	42002-2 · Market Trphy Sprs Current Yr	1,250.00		
133	42002-3 · 7% Market Class Commissions	3,501.38		
134	42002-4 · 1% Market Commissions Growth F	0.00		
135	42002-5 · 5% Video Fee-Carcass	0.00		
136	Total 42002 · Market Sale	7,488.38		
137	42003 · Advertising	3,375.00		
138	42004 · Show & Sale Insurance	900.00		
139	42005 · Sponsorship - Presenting	500.00		
140	Total 42000 · Gold Trophy Show & Sale	60,861.06		Can't get much closer to budget
141	43000 · Junior Judging Sponsorships	0.00		
142	43520 · IBC Conference - Contribution	0.00		
143	44000 · Communication			
144	44001 · Bison World			
145	44001-1 · BW Advertising	12,000.00		
146	44001-2 · Sales BW	100.00		
147	44001-3 · Shipping - Bison World	11.50		
148	44001-5 · July Food Issue Insert			
149	44015-1 · Sales	17.00		
150	44015-2 · July Insert S&H	0.00		
151	Total 44001-5 · July Food Issue Insert	17.00		
152	Total 44001 · Bison World	12,128.50		

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
3		Annual Budget		
153	44002 · Website			
154	44002-1 · Advertising	3,680.00		
155	44002-2 · www links	300.00		
156	44002-3 · Bison 101-201	90.00		
157	Total 44002 · Website	4,070.00		
158	Total 44000 · Communication	16,198.50		
159	46000 · Promotion			
160	46000-1 · Producers' Handbook			
161	46001-1 · Producers' Handbook 2nd Edition	1,240.00		
162	46001-2 · E Verison Handbook	280.00		
163	46000-1 · Producers' Handbook - Other	0.00		
164	Total 46000-1 · Producers' Handbook	1,520.00		
165	46000-2 · Merchandise Sales (Novelties)	550.00		
166	46000-3 · Promotional Materials	1,210.00		Bison Disease Field Guides sales and WC sales
167	46000-4 · Mbr Plaques/Gate Signs	50.00		
168	46000-5 · Shipping & Handling - Sales	640.00		
169	Total 46000 · Promotion	3,970.00		
170	47000 · Growth Fund Check Off Revenue			
171	47000-1 · Growth Fund Contributions - CK	2,000.20		
172	47000-2 · Growth Fund Released Temp Re	0.00		
173	47000-3 · Growth Fund Reserve 1/2 Income	1,500.00		
174	Total 47000 · Growth Fund Check Off Revenue	3,500.20		
175	49000 · NABR			
176	49000-1 · Ear Tag Set	0.00		
177	49000-2 · Registration Fees	285.00		
178	49000-3 · New DNA Profile	210.00		
179	49000-4 · DNA Retest/Update	0.00		
180	49000-5 · Shipping - NABR	0.00		
181	Total 49000 · NABR	495.00		
182	49010 · Unrealized Gain/Loss	0.00		

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
2				
3		Annual Budget		
183	**49500 · PY Bonus Offset Income**	0.00		
184	**49900 · Merchant Fee Reimbursed Income**	0.00		
185	**49999 · Misc Income**	0.00		
186	**Total Income**	343,025.66		
187	**Gross Profit**	343,025.66		
188	**Expense**			
189	**50000 · Membership Expense**			
190	**50000-1 · Recruitment**	620.00		
191	**50000-2 · Plaques/Awards**	0.00		
192	**50000-3 · Complimentary Membership**	0.00		
193	**50000-4 · Membership Production**	0.00		
194	**50000-5 · Membership Printing**	650.00		
195	**50000-6 · Membership Acquistion Costs**	527.10		
196	**Total 50000 · Membership Expense**	1,797.10		
197	**50500 · Administration**			
198	**50501 · Payroll Expenses**			
199	**50501-1 · Gross Wages**			
200	**50511-1 · Salaried Payroll**	30,737.86		
201	**50511-2 · Grant Salary Expense Offset**	9,141.00		
202	**50511-3 · Hourly Payroll**	11,320.00		
203	**50511-4 · Hourly Wage Reimbursement IBC**	0.00		
204	**50511-5 · PY Performance Bonuses**	0.00		
205	**Total 50501-1 · Gross Wages**	51,198.86		
206	**50501-2 · Employer Payroll Taxes**			
207	**50512-1 · FICA**	3,510.00		
208	**50512-2 · FUTA**			
209	**50512-3 · SUTA**	0.00		
210	**Total 50501-2 · Employer Payroll Taxes**	3,510.00		
211	**50501-3 · Employee Benefits**			
212	**50513-1 · Health Insurance**	6,813.00		

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
2				
3		Annual Budget		
213	50513-2 · 401(k) Match - Retirement	1,187.36		
214	50513-3 · Grant Fringe Benefit offset	417.00		
215	Total 50501-3 · Employee Benefits	8,417.36		
216	50502 · Employee Development	0.00		
217	Total 50501 · Payroll Expenses	63,126.22		
218	50510 · Advertising & Promotion	0.00		
219	50511 · Bad Debt Write Offs	0.00		
220	50512 · Bank/Credit Card Fees			
221	505121 · QB CC Fees	2,310.00		
222	505123 · Amazon/Square Fees	2,475.00		
223	505128 · Authnet Gateway(Elavon CCFees	2,460.00		
224	505129 · Bank of the West Bank Fees	450.00		
225	505130 · Investment Management Fees	70.00		
226	Total 50512 · Bank/Credit Card Fees	7,765.00		
227	50513 · Computer Support	778.05		
228	50514 · Contract Services			
229	50514-1 · Legal Services	0.00		
230	50514-2 · Accounting& Audit Services	1,118.50		
231	50514-3 · Payroll Processing Fees	1,540.00		
232	50514-4 · Contract Labor	6,000.00		
233	Total 50514 · Contract Services	8,658.50		
234	50515 · Contributions to Charity/Funds	50.00		
235	50516 · Depreciation	0.00		
236	50517 · Dues & Subscriptions			
237	50517-1 · USHA Membership	0.00		
238	50517 · Dues & Subscriptions - Other	1,600.00		
239	Total 50517 · Dues & Subscriptions	1,600.00		
240	50518 · Equipment Lease	0.00		
241	50520 · Government Relations	300.00		
242	50521 · Insurance			

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
2				
3		Annual Budget		
243	50521-1 · Workers Comp Insurance	132.00		
244	50521-2 · Ins.D & O	1,300.00		
245	Total 50521 · Insurance	1,432.00		
246	50523 · Misc. Expense	0.00		
247	50524 · Office Supplies	510.00		
248	50525 · Online Services	375.00		
249	50526 · Postage	270.00		
250	50527 · Printing	185.00		
251	50528 · Rent	2,517.00		
252	50529 · Repairs & Maintenance	0.00		
253	50530 · Software Support	0.00		
254	50531 · Strategic Planning	0.00		
255	50532 · Taxes & Licenses	0.00		
256	50533 · Telephone	675.45		
257	50534 · Travel & Entertainment	4,350.00		
258	50535 · Board Travel Fund	1,000.00		
259	Total 50500 · Administration	93,592.22		
260	50900 · Fund Raiser Costs			
261	50901 · SC Fund Raiser Costs			
262	50901-1 · SC Fund Raiser Raffle Costs	0.00		
263	50901-2 · SC Fund Raiser	0.00		
264	50901 · SC Fund Raiser Costs - Other	0.00		
265	Total 50901 · SC Fund Raiser Costs	0.00		
266	50902 · WC Fund Raiser Costs			
267	50902-1 · WC Fund Raiser Raffle Costs	255.00		
268	50902-2 · WC Throlson Share Fund Raiser	4,500.00		
269	50902-3 · NBF Share of Fund Raiser	1,620.00		
270	Total 50902 · WC Fund Raiser Costs	6,375.00		
271	50970 · Calcutta Costs	0.00		
272	Total 50900 · Fund Raiser Costs	6,375.00		

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
2				
3		Annual Budget		
273	51000 · Event Conference Expense			
274	51000-2 · Winter Conference Expense			
275	51002-1 · WC Event Expense			
276	51021-1 · Food - WC			
277	51211-2 · Luncheon	30,951.00		
278	51211-3 · Breaks	2,500.00		
279	51211-4 · In-Kind Sponsors	19,500.00		
280	51211-5 · Breakfast	0.00		
281	51211-6 · Benefit Auction Dinner	19,765.20		
282	51211-7 · Other WC Food Costs	1,700.00		
283	51211-8 · Main Banquet	22,866.00		
284	Total 51021-1 · Food - WC	97,282.20		
285	51021-3 · Hotel Rooms	2,273.00		
286	51021-4 · Conference Packets	3,000.00		
287	51021-5 · Reg Mailers/ Postage			
288	51021-7 · Signs/Banners	550.00		
289	51021-8 · Trophies and Awards	3,600.00		
290	51021-9 · Audio Visuals	12,000.00		
291	51100-1 · Speakers WC			
292	51111-1 · Fees /Gifts	250.00		
293	51111-3 · Travel	0.00		
294	Total 51100-1 · Speakers WC	250.00		
295	Total 51002-1 · WC Event Expense	118,955.20		
296	51002-3 · Printing	460.00		
297	51002-4 · Postage	113.53		
298	51002-5 · Travel & Entertainment	1,100.00		
299	51002-6 · Complimentary Reg./Ticket	0.00		
300	51002-7 · Ad/Promotion	0.00		
301	Total 51000-2 · Winter Conference Expense	120,628.73		
302	53000-3 · Gold Trophy Expense			

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
2				
3		Annual Budget		
303	53003-1 · Show & Sale Costs - Live			
304	52071-1 · Buffaleros			
305	52711-1 · Wage/Contract	900.00		
306	52711-2 · Radios	0.00		
307	52711-3 · Meals	1,700.00		
308	52711-4 · Lodging	1,395.00		
309	Total 52071-1 · Buffaleros	3,995.00		
310	53031-1 · Auctioneer	450.00		Live TV Internet
311	53031-2 · Judges	1,095.00		
312	53031-3 · Signs/Banners	0.00		
313	53031-4 · NWSS Yardage & Admin Fees	7,280.00		
314	53031-5 · Veterinary	0.00		
315	53031-6 · Trophies/Awards	5,400.00		
316	53031-7 · NWSS Live Commission	18,306.53		
317	53031-8 · Tags	300.00		
318	53031-9 · Other	275.00		GTSS Mailer
319	Total 53003-1 · Show & Sale Costs - Live	37,101.53		
320	53003-4 · Market (Carcass) Expenses			
321	53034-1 · Show & Sale Costs - Market			
322	53341-2 · Trophies/Awards			
323	53341-3 · Processing Fee	1,535.96		
324	53341-4 · NWSS Carcass Commission	1,500.59		
325	Total 53034-1 · Show & Sale Costs - Market	3,036.55		
326	Total 53003-4 · Market (Carcass) Expenses	3,036.55		
327	53003-5 · Postage	1,450.00		
328	53003-6 · Video	2,600.00		NWSS Promotional Video
329	53003-8 · Catalog	1,350.00		
330	53003-9 · Advertise & Promotion	2,000.00		
331	53033-2 · Insurance	3,200.00		
332	Total 53000-3 · Gold Trophy Expense	50,738.08		

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
3		Annual Budget		
333	53110 · Printing			
334	53120 · Postage	350.00		
335	53140 · Travel & Entertainment	80.00		
336	Total 51000 · Event Conference Expense	171,796.81		
337	54000 · Jr Judging	4,476.39		
338	60000 · Communications			
339	60000-1 · Bison World			
340	60001-1 · Contract Services			
341	60011-1 · Communications Director	7,500.00		
342	Total 60001-1 · Contract Services	7,500.00		
343	60001-2 · Postage	1,030.00		
344	60001-3 · Printing	2,555.00		
345	60001-4 · Production Costs	4,300.00		
346	60001-5 · July Food Insert			
347	60015-1 · COGS July Food Insert	10.00		
348	Total 60001-5 · July Food Insert	10.00		
349	Total 60000-1 · Bison World	15,395.00		
350	60000-2 · Website			
351	60002-2 · Maintenance/Updates	3,645.00		
352	Total 60000-2 · Website	3,645.00		
353	Total 60000 · Communications	19,040.00		
354	70000 · Promotions			
355	70000-1 · COGS-Novelties	130.00		
356	70000-2 · COGS-Promotional Items	340.00		
357	70000-3 · COGS - Producers' Handbook			
358	70031-1 · COGS -Producers' Handbook 2nd	1,182.00		
359	Total 70000-3 · COGS - Producers' Handbook	1,182.00		
360	70000-4 · Comp Promotions	200.00		
361	70000-5 · Shipping & Handling - Sales	1,485.00		
362	Total 70000 · Promotions	3,337.00		

National Bison Association
Profit & Loss Budget Performance
January 2019

	I	Z	AA	AB
2				
3		Annual Budget		
363	**75000 · Growth Fund - Check Off**			
364	**75000-2 · GF Advertising, Promo & Recruit**	1,500.00		
365	**75000 · Growth Fund - Check Off - Other**			
366	**Total 75000 · Growth Fund - Check Off**	1,500.00		
367	**88000 · NABR Reg**			
368	**88000-4 · Contract Services - NABR**	2,700.00		
369	**Total 88000 · NABR Reg**	2,700.00		
370	**89000 · Grant Expense**			
371	**89000-3 · Farmer's Market Grant Expenses**	5,870.00		
372	**Total 89000 · Grant Expense**	5,870.00		
373	**99910 · Lasped Membership Write Offs**	9,735.00		
374	**Total Expense**	320,219.52		
375	**Net Ordinary Income**	22,806.14		
376	**Other Income/Expense**			
377	**Other Expense**			
378	**99900 · 2% Designated Reserves**	6,741.35		
379	**99947 · Growth Fund Net RE CY**			
380	**Total Other Expense**	6,741.35		
381	**Net Other Income**	-6,741.35		
382	**Net Income**	**16,064.79**		**Very Encouraging**
383				