

## National Bison Association Profit & Loss Budget Performance March 2018

Ordinary Income/Expense

### Income

**40000 - Membership**

**40100 - Active**

	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
40101 - Renew	12,675.00	10,000.00	2,675.00	38,360.38	35,250.00	3,110.38	35,250.00
40102 - New	1,000.00	3,000.00	-2,000.00	6,750.00	10,250.00	-3,500.00	10,250.00
40103 - Join N Go	175.00	0.00	175.00	1,925.00	1,750.00	175.00	1,750.00

<b>Total 40100 - Active</b>	<b>13,850.00</b>	<b>13,000.00</b>	<b>850.00</b>	<b>47,035.38</b>	<b>47,250.00</b>	<b>-214.62</b>	<b>47,250.00</b>
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**40105 - Multi-Year Membership**

40106 - Renew	463.32	695.00	-231.68	2,084.96	4,855.00	-2,770.04	4,855.00
40107 - New	1,358.33	695.00	663.33	7,633.29	4,170.00	3,463.29	4,170.00

<b>Total 40105 - Multi-Year Membership</b>	<b>1,821.65</b>	<b>1,390.00</b>	<b>431.65</b>	<b>9,718.25</b>	<b>9,025.00</b>	<b>693.25</b>	<b>9,025.00</b>
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**40110 - Allied Industry**

40111 - Renew	300.00	300.00	0.00	1,295.00	1,500.00	-205.00	1,500.00
40112 - New	300.00	0.00	300.00	600.00	0.00	600.00	0.00

<b>Total 40110 - Allied Industry</b>	<b>600.00</b>	<b>300.00</b>	<b>300.00</b>	<b>1,895.00</b>	<b>1,500.00</b>	<b>395.00</b>	<b>1,500.00</b>
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**40120 - Friend of the Buffalo**

40121 - New	120.00	60.00	60.00	540.00	420.00	120.00	420.00
40122 - Renew	720.00	780.00	-60.00	1,680.00	1,920.00	-240.00	1,920.00

<b>Total 40120 - Friend of the Buffalo</b>	<b>840.00</b>	<b>840.00</b>	<b>0.00</b>	<b>2,220.00</b>	<b>2,340.00</b>	<b>-120.00</b>	<b>2,340.00</b>
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**40130 - Subscription**

40131 - Renew	25.00	25.00	0.00	150.00	125.00	25.00	125.00
40132 - New	0.00	25.00	-25.00	30.00	25.00	5.00	25.00

<b>Total 40130 - Subscription</b>	<b>25.00</b>	<b>50.00</b>	<b>-25.00</b>	<b>180.00</b>	<b>150.00</b>	<b>30.00</b>	<b>150.00</b>
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**40140 - Junior**

40141 - Renew	-50.00	50.00	-100.00	650.00	550.00	100.00	550.00
40142 - New	50.00	0.00	50.00	150.00	1,000.00	-850.00	1,000.00

<b>Total 40140 - Junior</b>	<b>0.00</b>	<b>50.00</b>	<b>-50.00</b>	<b>800.00</b>	<b>1,550.00</b>	<b>-750.00</b>	<b>1,550.00</b>
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**40145 - Student Group**

40146 - Renew	50.00	0.00	50.00	250.00	50.00	200.00	50.00
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## National Bison Association Profit & Loss Budget Performance March 2018

	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
40147 · New	50.00	50.00	0.00	150.00	200.00	-50.00	200.00
<b>Total 40145 · Student Group</b>	100.00	50.00	50.00	400.00	250.00	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	75.00	10.00	65.00	275.00	80.00	195.00	80.00
<b>Total 40000 · Membership</b>	17,311.65	15,690.00	1,621.65	62,523.63	62,145.00	378.63	62,145.00
<b>40500 · Contributed support</b>							
40500-1 · Contributions & Sponsors	1,100.00	0.00	1,100.00	1,100.00	0.00	1,100.00	0.00
40500-3 · Interest Revenue	8.50	7.00	1.50	18.34	34.00	-15.66	34.00
40500-4 · Micellaneous Revenue	0.00	0.00	0.00	40.00	0.00	40.00	0.00
40500-5 · Special Project-Bison 1m/Kremer	0.00	5,000.00	-5,000.00	0.00	5,000.00	-5,000.00	5,000.00
40500-6 · FMPP Project Income - Flags	0.00	525.00	-525.00	0.00	525.00	-525.00	525.00
<b>Total 40500 · Contributed support</b>	1,108.50	5,532.00	-4,423.50	1,158.34	5,559.00	-4,400.66	5,559.00
<b>40600 · Restricted Grants</b>							
40600-3 · Farmer's Market Grant							
40603-1 · FMPP Indirect Reimbursements	0.00	1,654.33	-1,654.33	0.00	1,654.33	-1,654.33	1,654.33
40600-3 · Farmer's Market Grant - Other	0.00	32,838.00	-32,838.00	11,553.66	32,838.00	-21,284.34	32,838.00
<b>Total 40600-3 · Farmer's Market Grant</b>	0.00	34,492.33	-34,492.33	11,553.66	34,492.33	-22,938.67	34,492.33
<b>Total 40600 · Restricted Grants</b>	0.00	34,492.33	-34,492.33	11,553.66	34,492.33	-22,938.67	34,492.33
<b>40700 · Unrelated Business Income</b>							
40700-2 · Nationwide Agribusiness Ins	0.00	0.00	0.00	0.40	0.00	0.40	0.00
40700-3 · Licensing Fee Income	0.00	2,000.00	-2,000.00	0.00	2,000.00	-2,000.00	2,000.00
40700 · Unrelated Business Income - Other	0.00	0.00	0.00	140.00	0.00	140.00	0.00
<b>Total 40700 · Unrelated Business Income</b>	0.00	2,000.00	-2,000.00	140.40	2,000.00	-1,859.60	2,000.00
<b>40800 · Fund Raiser Revenue</b>							
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
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
<b>Total 40800-1 · Summer Conference Proceeds</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00

## National Bison Association Profit & Loss Budget Performance

March 2018

	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
<b>40800-2 · Winter Conference Proceeds</b>							
40802-1 · WC Benefit Auction NBA Proceeds	0.00	0.00	0.00	26,434.50	16,000.00	10,434.50	16,000.00
40802-2 · WC Raffle Proceeds	0.00	0.00	0.00	6,130.00	5,000.00	1,130.00	5,000.00
40802-3 · WC Benefit Auct. NBF	0.00	0.00	0.00	4,613.75	1,900.00	2,713.75	1,900.00
40802-4 · WC Benefit Auct. Throlson	0.00	0.00	0.00	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
<b>Total 40800-2 · Winter Conference Proceeds</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>43,837.00</b>	<b>25,500.00</b>	<b>18,337.00</b>	<b>25,500.00</b>
<b>Total 40800 · Fund Raiser Revenue</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>43,837.00</b>	<b>25,500.00</b>	<b>18,337.00</b>	<b>25,500.00</b>
<b>40900 · Event Revenue</b>							
<b>40901 · Summer Conference</b>							
<b>40901-1 · Summer Conference Registration</b>							
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
<b>Total 40901-1 · Summer Conference Registration</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
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
<b>Total 40901 · Summer Conference</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>40902 · Winter Conference</b>							
<b>40902-1 · Registration Winter Conference</b>							
40912-1 · Full Member Registration WC	0.00	0.00	0.00	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	0.00	0.00	0.00	500.00	0.00	500.00	0.00
40912-7 · Join & Go New Member WC	0.00	0.00	0.00	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	0.00	0.00	0.00	2,927.00	0.00	2,927.00	0.00

## National Bison Association Profit & Loss Budget Performance March 2018

	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
Total 40902-1 · Registration Winter Conference	0.00	0.00	0.00	95,952.00	101,250.00	-5,298.00	101,250.00
40902-2 · Banquet WC	0.00	0.00	0.00	11,575.00	1,500.00	10,075.00	1,500.00
40902-3 · Exhibitors	0.00	0.00	0.00	4,300.00	6,000.00	-1,700.00	6,000.00
40902-4 · Sponsorships Current Yr	0.00	0.00	0.00	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	0.00	0.00	0.00	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
<b>Total 40902 · Winter Conference</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>153,784.90</b>	<b>145,927.00</b>	<b>7,857.90</b>	<b>145,927.00</b>
40910 · Calcutta Revenue	0.00	0.00	0.00	0.00	7,000.00	-7,000.00	7,000.00
<b>Total 40900 · Event Revenue</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>153,784.90</b>	<b>152,927.00</b>	<b>857.90</b>	<b>152,927.00</b>
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							
42001-1 · Entry Fees	0.00	0.00	0.00	11,844.00	11,518.40	325.60	11,518.40
42001-2 · GTSS Sponsor	0.00	0.00	0.00	845.00	0.00	845.00	0.00
42001-3 · Live Sale Trphy Sprs Current Yr	0.00	0.00	0.00	5,500.00	5,400.00	100.00	5,400.00
42001-5 · Commission							
42015-1 · 9% COMMISSION	0.00	0.00	0.00	52,758.50	48,023.74	4,734.76	48,023.74
42015-2 · 1%CHECKOFF	0.00	0.00	0.00	5,861.49	5,335.97	525.52	5,335.97
42015-3 · 5% Video Fee-Live	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 42001-5 · Commission</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>58,619.99</b>	<b>53,359.71</b>	<b>5,260.28</b>	<b>53,359.71</b>
<b>Total 42001 · Live Sale</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>76,808.99</b>	<b>70,278.11</b>	<b>6,530.88</b>	<b>70,278.11</b>
42002 · Market Sale							
42002-1 · Entry Fees	0.00	0.00	0.00	2,610.00	2,668.00	-58.00	2,668.00
42002-2 · Market Trphy Sprs Current Yr	0.00	0.00	0.00	1,000.00	1,250.00	-250.00	1,250.00
42002-3 · Market Class Commissions 7%	0.00	0.00	0.00	4,435.00	4,410.25	24.75	4,410.25
42002-4 · Market Class Checkoff 1%	0.00	0.00	0.00	629.31	630.04	-0.73	630.04

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	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
42002-5 · 5% Video Fee-Carcass	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 42002 · Market Sale</b>	0.00	0.00	0.00	8,674.31	8,958.29	-283.98	8,958.29
42003 · Advertising	0.00	0.00	0.00	3,375.00	1,400.00	1,975.00	1,400.00
42004 · Show & Sale Insurance	0.00	0.00	0.00	900.00	1,200.00	-300.00	1,200.00
42005 · Sponsorship - Presenting	0.00	0.00	0.00	500.00	0.00	500.00	0.00
<b>Total 42000 · Gold Trophy Show &amp; Sale</b>	0.00	0.00	0.00	90,258.30	81,836.40	8,421.90	81,836.40
43000 · Junior Judging Sponsorships	0.00	0.00	0.00	3,600.00	3,600.00	0.00	3,600.00
43520 · IBC Conference - Contribution	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>44000 · Communication</b>							
44001 · Bison World							
44001-1 · BW Advertising	0.00	0.00	0.00	12,251.50	12,445.00	-193.50	12,445.00
44001-2 · Sales BW	0.00	0.00	0.00	100.00	0.00	100.00	0.00
44001-3 · Shipping - Bison World	0.00	0.00	0.00	11.50	0.00	11.50	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	0.00	0.00	0.00	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
<b>Total 44001-5 · July Food Issue Insert</b>	0.00	0.00	0.00	17.00	0.00	17.00	0.00
<b>Total 44001 · Bison World</b>	0.00	0.00	0.00	12,380.00	12,445.00	-65.00	12,445.00
44002 · Website							
44002-1 · Advertising	750.00	925.00	-175.00	3,680.00	3,235.00	445.00	3,235.00
44002-2 · www links	150.00	400.00	-250.00	300.00	600.00	-300.00	600.00
44002-3 · Bison 101-201	0.00	100.00	-100.00	89.85	300.00	-210.15	300.00
<b>Total 44002 · Website</b>	900.00	1,425.00	-525.00	4,069.85	4,135.00	-65.15	4,135.00
<b>Total 44000 · Communication</b>	900.00	1,425.00	-525.00	16,449.85	16,580.00	-130.15	16,580.00
<b>46000 · Promotion</b>							
46000-1 · Producers' Handbook							
46001-1 · Producers' Handbook 2nd Edition	240.00	439.35	-199.35	1,365.00	719.35	645.65	719.35
46001-2 · E Verison Handbook	40.00	40.00	0.00	200.00	220.00	-20.00	220.00
46000-1 · Producers' Handbook - Other	0.00	0.00	0.00	-1.23	0.00	-1.23	0.00
<b>Total 46000-1 · Producers' Handbook</b>	280.00	479.35	-199.35	1,563.77	939.35	624.42	939.35
46000-2 · Merchandise Sales (Novelties)	151.70	300.00	-148.30	576.40	1,375.00	-798.60	1,375.00

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March 2018

	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
46000-3 · Promotional Materials	405.35	625.00	-219.65	1,267.85	1,315.00	-47.15	1,315.00
46000-4 · Mbr Plaques/Gate Signs	50.00	0.00	50.00	50.00	0.00	50.00	0.00
46000-5 · Shipping & Handling - Sales	227.67	235.00	-7.33	700.78	485.00	215.78	485.00
<b>Total 46000 · Promotion</b>	<b>1,114.72</b>	<b>1,639.35</b>	<b>-524.63</b>	<b>4,158.80</b>	<b>4,114.35</b>	<b>44.45</b>	<b>4,114.35</b>
<b>47000 · Growth Fund Check Off Revenue</b>							
47000-1 · Growth Fund Contributions - CK	351.00	2,000.00	-1,649.00	1,289.50	16,000.00	-14,710.50	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	351.00	2,000.00	-1,649.00	1,289.50	16,000.00	-14,710.50	16,000.00
<b>Total 47000 · Growth Fund Check Off Revenue</b>	<b>702.00</b>	<b>4,000.00</b>	<b>-3,298.00</b>	<b>2,579.00</b>	<b>32,000.00</b>	<b>-29,421.00</b>	<b>32,000.00</b>
<b>49000 · NABR</b>							
49000-1 · Ear Tag Set	0.00	0.00	0.00	0.00	0.00	0.00	0.00
49000-2 · Registration Fees	0.00	100.00	-100.00	285.00	300.00	-15.00	300.00
49000-3 · New DNA Profile	0.00	0.00	0.00	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
<b>Total 49000 · NABR</b>	<b>0.00</b>	<b>100.00</b>	<b>-100.00</b>	<b>495.00</b>	<b>300.00</b>	<b>195.00</b>	<b>300.00</b>
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
<b>Total Income</b>	<b>21,136.87</b>	<b>64,878.68</b>	<b>-43,741.81</b>	<b>390,538.88</b>	<b>421,054.08</b>	<b>-30,515.20</b>	<b>421,054.08</b>
<b>Cost of Goods Sold</b>							
5000 · Cost of Goods Sold	0.00			0.00			
<b>Total COGS</b>	<b>0.00</b>			<b>0.00</b>			
<b>Gross Profit</b>	<b>21,136.87</b>	<b>64,878.68</b>	<b>-43,741.81</b>	<b>390,538.88</b>	<b>421,054.08</b>	<b>-30,515.20</b>	<b>421,054.08</b>
<b>Expense</b>							
<b>50000 · Membership Expense</b>							
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	15.00	0.00	15.00	0.00
50000-5 · Membership Printing	0.00	0.00	0.00	628.00	1,000.00	-372.00	1,000.00

## National Bison Association Profit & Loss Budget Performance March 2018

	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
<b>Total 50000 · Membership Expense</b>	0.00	0.00	0.00	643.00	1,000.00	-357.00	1,000.00
<b>50500 · Administration</b>							
<b>50501 · Payroll Expenses</b>							
<b>50501-1 · Gross Wages</b>							
50511-1 · Salaried Payroll	8,651.86	11,746.00	-3,094.14	34,937.76	35,238.00	-300.24	35,238.00
50511-2 · Grant Salary Expense	4,641.00	4,641.00	0.00	4,641.00	4,641.00	0.00	4,641.00
50511-3 · Hourly Payroll	3,154.88	2,700.00	454.88	12,037.88	9,900.00	2,137.88	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	0.00
<b>Total 50501-1 · Gross Wages</b>	16,447.74	19,087.00	-2,639.26	51,616.64	49,779.00	1,837.64	49,779.00
<b>50501-2 · Employer Payroll Taxes</b>							
50512-1 · FICA	1,151.55	1,066.65	84.90	3,628.55	3,547.09	81.46	3,547.09
50512-2 · FUTA	0.00			0.00			
50512-3 · SUTA	39.84			305.37			
<b>Total 50501-2 · Employer Payroll Taxes</b>	1,191.39	1,066.65	124.74	3,933.92	3,547.09	386.83	3,547.09
<b>50501-3 · Employee Benefits</b>							
50513-1 · Health Insurance	2,683.71	2,915.61	-231.90	9,290.95	10,847.68	-1,556.73	10,847.68
50513-2 · 401(k) Match - Retirement	398.78	382.20	16.58	1,187.36	1,146.60	40.76	1,146.60
50513-3 · Grant Fringe Benefot offset	417.00	417.00	0.00	417.00	417.00	0.00	417.00
<b>Total 50501-3 · Employee Benefits</b>	3,499.49	3,714.81	-215.32	10,895.31	12,411.28	-1,515.97	12,411.28
<b>Total 50501 · Payroll Expenses</b>	21,138.62	23,868.46	-2,729.84	66,445.87	65,737.37	708.50	65,737.37
<b>50510 · Advertising &amp; Promotion</b>	0.00	0.00	0.00	0.00	0.00	0.00	100.00
<b>50511 · Bad Debt Write Offs</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>50512 · Bank/Credit Card Fees</b>							
505121 · QB CC Fees	360.17	500.00	-139.83	2,260.31	2,500.00	-239.69	2,500.00
505123 · Amazon/Square Fees	19.95	150.00	-130.05	983.71	925.00	58.71	925.00
505128 · Authnet Gateway(Elavon CCfees	363.34	550.00	-186.66	2,431.89	650.00	1,781.89	650.00
505129 · Bank of the West Bank Fees	18.95	200.00	-181.05	445.29	600.00	-154.71	600.00
505130 · Investment Management Fees	70.00	0.00	70.00	70.00	0.00	70.00	0.00
50512 · Bank/Credit Card Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 50512 · Bank/Credit Card Fees</b>	832.41	1,400.00	-567.59	6,191.20	4,675.00	1,516.20	4,675.00
<b>50513 · Computer Support</b>	478.05	350.00	128.05	778.05	1,050.00	-271.95	1,050.00

## National Bison Association Profit & Loss Budget Performance March 2018

	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
<b>50514 · Contract Services</b>							
50514-1 · Legal Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50514-2 · Accounting& Audit Services	928.50	150.00	778.50	1,116.00	950.00	166.00	950.00
50514-3 · Payroll Processing Fees	439.90	350.20	89.70	1,513.59	986.23	527.36	986.23
50514-4 · Contract Labor	0.00	250.00	-250.00	362.50	350.00	12.50	350.00
<b>Total 50514 · Contract Services</b>	<b>1,368.40</b>	<b>750.20</b>	<b>618.20</b>	<b>2,992.09</b>	<b>2,286.23</b>	<b>705.86</b>	<b>2,286.23</b>
50515 · Contributions to Charity/Funds	50.00	75.00	-25.00	50.00	75.00	-25.00	75.00
50516 · Depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>50517 · Dues &amp; Subscriptions</b>							
50517-1 · USHA Membership	0.00	0.00	0.00	0.00	160.00	-160.00	160.00
50517 · Dues & Subscriptions - Other	0.00	0.00	0.00	1,392.00	800.00	592.00	800.00
<b>Total 50517 · Dues &amp; Subscriptions</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,392.00</b>	<b>960.00</b>	<b>432.00</b>	<b>960.00</b>
50518 · Equipment Lease	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50520 · Government Relations	0.00	0.00	0.00	329.37	900.00	-570.63	900.00
<b>50521 · Insurance</b>							
50521-1 · Workers Comp Insurance	35.35	50.00	-14.65	119.11	150.00	-30.89	150.00
50521-2 · Ins.D & O	0.00	0.00	0.00	1,300.00	1,300.00	0.00	1,300.00
<b>Total 50521 · Insurance</b>	<b>35.35</b>	<b>50.00</b>	<b>-14.65</b>	<b>1,419.11</b>	<b>1,450.00</b>	<b>-30.89</b>	<b>1,450.00</b>
50523 · Misc. Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50524 · Office Supplies	361.31	0.00	361.31	1,250.81	650.00	600.81	650.00
50525 · Online Services	171.95	171.95	0.00	371.95	371.95	0.00	371.95
50526 · Postage	64.08	80.00	-15.92	238.70	320.00	-81.30	320.00
50527 · Printing	32.80	15.00	17.80	180.15	155.00	25.15	155.00
50528 · Rent	774.52	774.52	0.00	2,323.56	2,323.56	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	201.85	200.00	1.85	625.20	600.00	25.20	600.00
50534 · Travel & Entertainment	1,460.67	0.00	1,460.67	3,268.68	1,800.00	1,468.68	1,800.00
50535 · Board Travel Fund	0.00	0.00	0.00	0.00	1,500.00	-1,500.00	1,500.00
<b>Total 50500 · Administration</b>	<b>26,970.01</b>	<b>27,735.13</b>	<b>-765.12</b>	<b>87,856.74</b>	<b>84,854.11</b>	<b>3,002.63</b>	<b>84,954.11</b>
50900 · Fund Raiser Costs							



## National Bison Association Profit & Loss Budget Performance

March 2018

	<b>Mar 18</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>Jan - Mar 18</b>	<b>YTD Budget</b>	<b>\$ Over Budget</b>	<b>3 Mo Budget</b>
<b>50901 · SC Fund Raiser Costs</b>							
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
<b>Total 50901 · SC Fund Raiser Costs</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>50902 · WC Fund Raiser Costs</b>							
50902-1 · WC Fund Raiser Raffle Costs	0.00	0.00	0.00	702.00	700.00	2.00	700.00
50902-2 · WC Throlson Share Fund Raiser	0.00	0.00	0.00	6,959.77	2,700.00	4,259.77	2,700.00
50902-3 · NBF Share of Fund Raiser	0.00	0.00	0.00	5,519.77	2,000.00	3,519.77	2,000.00
50902 · WC Fund Raiser Costs - Other	0.00			511.68			
<b>Total 50902 · WC Fund Raiser Costs</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>13,693.22</b>	<b>5,400.00</b>	<b>8,293.22</b>	<b>5,400.00</b>
50970 · Calcutta Costs	0.00	0.00	0.00	0.00	5,250.00	-5,250.00	5,250.00
<b>Total 50900 · Fund Raiser Costs</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>13,693.22</b>	<b>10,650.00</b>	<b>3,043.22</b>	<b>10,650.00</b>
<b>51000 · Event Conference Expense</b>							
<b>51000-1 · Summer Conference Expense</b>							
<b>51001-1 · Food SC</b>							
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
<b>Total 51001-1 · Food SC</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
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
<b>51001-6 · Speakers</b>							
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

## National Bison Association Profit & Loss Budget Performance

March 2018

	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
<b>Total 51001-6 · Speakers</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>51001-7 · Exhibit Booths</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>51001-8 · Audio Visuals</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>51001-9 · Transportation</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>510010 · In-Kind Expense SC</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>510011 · Events Expenses SC</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 51000-1 · Summer Conference Expense</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>51000-2 · Winter Conference Expense</b>							
<b>51002-1 · WC Event Expense</b>							
<b>51021-1 · Food - WC</b>							
51211-2 · Luncheon	0.00	0.00	0.00	27,540.00	30,131.84	-2,591.84	30,131.84
51211-3 · Breaks	0.00	0.00	0.00	2,246.40	2,000.00	246.40	2,000.00
51211-4 · In-Kind Sponsors	0.00	0.00	0.00	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	0.00	0.00	0.00	19,072.13	19,000.00	72.13	19,000.00
51211-7 · Other WC Food Costs	0.00	0.00	0.00	1,487.03	1,700.00	-212.97	1,700.00
51211-8 · Main Banquet	0.00	0.00	0.00	22,852.13	19,000.00	3,852.13	19,000.00
<b>Total 51021-1 · Food - WC</b>	0.00	0.00	0.00	93,055.59	89,008.84	4,046.75	89,008.84
<b>51021-3 · Hotel Rooms</b>	0.00	0.00	0.00	274.32	2,500.00	-2,225.68	2,500.00
<b>51021-4 · Conference Packets</b>	0.00	0.00	0.00	2,967.92	4,500.00	-1,532.08	4,500.00
<b>51021-5 · Reg Mailers/ Postage</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>51021-6 · Booths</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>51021-7 · Signs/Banners</b>	0.00	0.00	0.00	528.42	600.00	-71.58	600.00
<b>51021-8 · Trophies and Awards</b>	0.00	0.00	0.00	3,579.95	700.00	2,879.95	700.00
<b>51021-9 · Audio Visuals</b>	0.00	0.00	0.00	12,226.73	6,800.00	5,426.73	6,800.00
<b>51100-1 · Speakers WC</b>							
51111-1 · Fees /Gifts	0.00	0.00	0.00	304.40	0.00	304.40	0.00
51111-2 · Audio Visuals	0.00	0.00	0.00	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
<b>Total 51100-1 · Speakers WC</b>	0.00	0.00	0.00	304.40	2,000.00	-1,695.60	2,000.00
<b>Total 51002-1 · WC Event Expense</b>	0.00	0.00	0.00	112,937.33	106,108.84	6,828.49	106,108.84

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	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
51002-3 · Printing	0.00	0.00	0.00	455.95	1,450.00	-994.05	1,450.00
51002-4 · Postage	0.00	0.00	0.00	113.53	150.00	-36.47	150.00
51002-5 · Travel & Entertainment	0.00	23.24	-23.24	857.07	1,716.48	-859.41	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
<b>Total 51000-2 · Winter Conference Expense</b>	0.00	23.24	-23.24	114,363.88	109,425.32	4,938.56	109,425.32
<b>53000-3 · Gold Trophy Expense</b>							
53003-1 · Show & Sale Costs - Live							
52071-1 · Buffaleros							
52711-1 · Wage/Contract	0.00	0.00	0.00	900.00	900.00	0.00	900.00
52711-2 · Radios	0.00	0.00	0.00	724.00	350.00	374.00	350.00
52711-3 · Meals	0.00	0.00	0.00	1,612.63	1,100.00	512.63	1,100.00
52711-4 · Lodging	0.00	0.00	0.00	2,980.48	2,800.00	180.48	2,800.00
<b>Total 52071-1 · Buffaleros</b>	0.00	0.00	0.00	6,217.11	5,150.00	1,067.11	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
<b>Total 52801 · Volunteers</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53031-1 · Auctioneer	0.00	0.00	0.00	8,054.43	5,863.70	2,190.73	5,863.70
53031-2 · Judges	0.00	0.00	0.00	1,094.76	750.00	344.76	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	0.00	0.00	0.00	2,310.00	9,450.00	-7,140.00	9,450.00
53031-5 · Veterinary	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53031-6 · Trophies/Awards	0.00	0.00	0.00	5,310.25	5,600.00	-289.75	5,600.00
53031-7 · NWSS Live Commission	0.00	0.00	0.00	29,307.50	29,318.52	-11.02	29,318.52
53031-8 · Tags	0.00	0.00	0.00	128.31	0.00	128.31	0.00
53031-9 · Other	130.00	0.00	130.00	275.00	0.00	275.00	0.00
53310-1 · Feed & Yard Costs	0.00	1,100.00	-1,100.00	0.00	1,100.00	-1,100.00	1,100.00
<b>Total 53003-1 · Show &amp; Sale Costs - Live</b>	130.00	1,100.00	-970.00	52,697.36	57,232.22	-4,534.86	57,232.22
<b>53003-2 · Performance Bull Prog Expense</b>							
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

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	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
<b>Total 53003-2 · Performance Bull Prog Expense</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>53003-4 · Market (Carcass) Expenses</b>							
<b>53034-1 · Show &amp; Sale Costs - Market</b>							
53341-1 · Auctioneer	0.00	0.00	0.00	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	0.00	0.00	0.00	1,439.96	800.00	639.96	800.00
53341-4 · NWSS Carcass Commission	0.00	0.00	0.00	1,887.85	1,890.11	-2.26	1,890.11
<b>Total 53034-1 · Show &amp; Sale Costs - Market</b>	0.00	0.00	0.00	4,150.02	3,320.15	829.87	3,320.15
<b>Total 53003-4 · Market (Carcass) Expenses</b>	0.00	0.00	0.00	4,150.02	3,320.15	829.87	3,320.15
53003-5 · Postage	15.40	580.97	-565.57	1,405.06	1,724.64	-319.58	1,724.64
53003-6 · Video	0.00	0.00	0.00	2,581.00	1,500.00	1,081.00	1,500.00
53003-8 · Catalog	0.00	0.00	0.00	1,343.78	1,250.00	93.78	1,250.00
53003-9 · Advertise & Promotion	0.00	0.00	0.00	1,842.04	6,000.00	-4,157.96	6,000.00
53033-1 · Equipment	0.00	0.00	0.00	0.00	0.00	0.00	0.00
53033-2 · Insurance	0.00	0.00	0.00	3,171.37	3,200.00	-28.63	3,233.33
53000-3 · Gold Trophy Expense - Other	0.00	0.00	0.00	0.00	70.00	-70.00	70.00
<b>Total 53000-3 · Gold Trophy Expense</b>	145.40	1,680.97	-1,535.57	67,190.63	74,297.01	-7,106.38	74,330.34
53110 · Printing	0.00	0.00	0.00	0.00	300.00	-300.00	300.00
53120 · Postage	0.00	0.00	0.00	316.47	25.00	291.47	25.00
53140 · Travel & Entertainment	0.00	20.70	-20.70	80.00	20.70	59.30	20.70
<b>Total 51000 · Event Conference Expense</b>	145.40	1,724.91	-1,579.51	181,950.98	184,068.03	-2,117.05	184,101.36
54000 · Jr Judging	0.00	0.00	0.00	4,476.39	4,500.00	-23.61	4,500.00
<b>60000 · Communications</b>							
<b>60000-1 · Bison World</b>							
60001-1 · Contract Services	1,200.00	1,200.00	0.00	4,198.00	3,600.00	598.00	3,600.00
60001-2 · Postage	100.00	1,000.00	-900.00	1,029.30	2,100.00	-1,070.70	2,100.00
60001-3 · Printing	0.00	1,800.00	-1,800.00	3,088.33	4,400.00	-1,311.67	4,400.00
60001-4 · Production Costs	0.00	0.00	0.00	4,388.00	2,100.00	2,288.00	2,100.00
<b>60001-5 · July Food Insert</b>							
60015-1 · COGS July Food Insert	0.00	0.00	0.00	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
<b>Total 60001-5 · July Food Insert</b>	0.00	0.00	0.00	8.71	0.00	8.71	0.00

## National Bison Association Profit & Loss Budget Performance March 2018

	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
<b>60001-6 · Membership Directory</b>							
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	0.00	0.00	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
<b>Total 60001-6 · Membership Directory</b>	0.00	0.00	0.00	0.00	2,520.00	-2,520.00	2,520.00
<b>Total 60000-1 · Bison World</b>	1,300.00	4,000.00	-2,700.00	12,712.34	14,720.00	-2,007.66	14,720.00
<b>60000-2 · Website</b>							
60002-1 · Hosting Fee	0.00	0.00	0.00	0.00	0.00	0.00	0.00
60002-2 · Maintenance/Updates	0.00	283.00	-283.00	3,832.20	849.00	2,983.20	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
<b>Total 60000-2 · Website</b>	0.00	283.00	-283.00	3,832.20	849.00	2,983.20	849.00
<b>60000-3 · Social Media</b>							
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
<b>Total 60000-3 · Social Media</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 60000 · Communications</b>	1,300.00	4,283.00	-2,983.00	16,544.54	15,569.00	975.54	15,569.00
<b>70000 · Promotions</b>							
70000-1 · COGS-Novelties	-366.05	50.00	-416.05	-239.82	700.00	-939.82	700.00
70000-2 · COGS-Promotional Items	-609.49	250.00	-859.49	-266.49	440.00	-706.49	440.00
70000-3 · COGS - Producers' Handbook							
70031-1 · COGS -Producers' Handbook 2nd	854.90	130.00	724.90	1,178.60	490.00	688.60	490.00
<b>Total 70000-3 · COGS - Producers' Handbook</b>	854.90	130.00	724.90	1,178.60	490.00	688.60	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	656.17	340.00	316.17	1,451.07	2,115.00	-663.93	2,115.00
70000-6 · Printing & Production	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 70000 · Promotions</b>	535.53	770.00	-234.47	2,123.36	3,745.00	-1,621.64	3,745.00
<b>75000 · Growth Fund - Check Off</b>							
75000-1 · GF Contract Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00
75000-2 · GF Advertising, Promo & Recruit	3,800.00	2,000.00	1,800.00	6,016.50	16,000.00	-9,983.50	16,000.00
<b>Total 75000 · Growth Fund - Check Off</b>	3,800.00	2,000.00	1,800.00	6,016.50	16,000.00	-9,983.50	16,000.00
<b>88000 · NABR Reg</b>							

## National Bison Association Profit & Loss Budget Performance

March 2018

	Mar 18	Budget	\$ Over Budget	Jan - Mar 18	YTD Budget	\$ Over Budget	3 Mo Budget
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
<b>Total 88000 - NABR Reg</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>89000 - Grant Expense</b>							
89000-3 - Farmer's Market Grant Expenses	4,388.00	32,838.00	-28,450.00	11,222.22	32,838.00	-21,615.78	32,838.00
<b>Total 89000 - Grant Expense</b>	<b>4,388.00</b>	<b>32,838.00</b>	<b>-28,450.00</b>	<b>11,222.22</b>	<b>32,838.00</b>	<b>-21,615.78</b>	<b>32,838.00</b>
<b>99910 - Lapsed Membership Write Offs</b>	<b>3,910.00</b>	<b>3,090.00</b>	<b>820.00</b>	<b>9,735.00</b>	<b>11,538.77</b>	<b>-1,803.77</b>	<b>11,538.77</b>
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
<b>Total Expense</b>	<b>41,048.94</b>	<b>72,441.04</b>	<b>-31,392.10</b>	<b>334,261.95</b>	<b>364,762.91</b>	<b>-30,500.96</b>	<b>364,896.24</b>
Net Ordinary Income	-19,912.07	-7,562.36	-12,349.71	56,276.93	56,291.17	-14.24	56,157.84
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
99900 - 2% Designated Reserves	422.74	1,297.57	-874.83	7,857.95	8,331.08	-473.13	8,331.08
99947 - Growth Fund Net RE CY	-3,449.00	0.00	-3,449.00	-10,227.00	0.00	-10,227.00	0.00
99949 - Temporarily Released from Restr	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Other Expense</b>	<b>-3,026.26</b>	<b>1,297.57</b>	<b>-4,323.83</b>	<b>-2,369.05</b>	<b>8,331.08</b>	<b>-10,700.13</b>	<b>8,331.08</b>
Net Other Income	3,026.26	-1,297.57	4,323.83	2,369.05	-8,331.08	10,700.13	-8,331.08
<b>Net Income</b>	<b>-16,885.81</b>	<b>-8,859.93</b>	<b>-8,025.88</b>	<b>58,645.98</b>	<b>47,960.09</b>	<b>10,685.89</b>	<b>47,826.76</b>

**National Bison Association**  
**Profit & Loss Budget Performance**  
March 2018

Comments/Explanations

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

## National Bison Association Profit & Loss Budget Performance March 2018

### Comments/Explanations

40147 · New	
Total 40145 · Student Group	
40150 · Life Member	
40155 · Lapsed Membership Recovered	
40170 · Foreign S&H	
<b>Total 40000 · Membership</b>	
40500 · Contributed support	
40500-1 · Contributions & Sponsors	Contribution return from Flocchini
40500-3 · Interest Revenue	
40500-4 · Micellaneous Revenue	
40500-5 · Special Project-Bison 1m/Kremer	Contribution was pending an IRS letter from NBF. I obtained the letter and provided to Halo Fo
40500-6 · FMPP Project Income - Flags	
<b>Total 40500 · Contributed support</b>	
40600 · Restricted Grants	
40600-3 · Farmer's Market Grant	
40603-1 · FMPP Indirect Reimbursements	
40600-3 · Farmer's Market Grant - Other	will be adjusted when Q1 invoiced
Total 40600-3 · Farmer's Market Grant	
<b>Total 40600 · Restricted Grants</b>	
40700 · Unrelated Business Income	
40700-2 · Nationwide Agribusiness Ins	
40700-3 · Licensing Fee Income	
40700 · Unrelated Business Income - Other	
<b>Total 40700 · Unrelated Business Income</b>	
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	
40801-4 · SC Benefit Auction NBF	
40801-5 · SC Benefit Auction Throlson	
Total 40800-1 · Summer Conference Proceeds	



**National Bison Association  
Profit & Loss Budget Performance  
March 2018**

Comments/Explanations

- 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

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
    - 40912-7 · Join & Go New Member WC
  - 40913-1 · Day - Adult WC
  - 40913-2 · Lunch Ticket WC
  - 40913-3 · WC Misc

**National Bison Association**  
**Profit & Loss Budget Performance**  
 March 2018

Comments/Explanations

**Total 40902-1 · Registration Winter Conference**

**40902-2 · Banquet WC**

**40902-3 · Exhibitors**

**40902-4 · Sponsorships Current Yr**

**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**

**Total 40900 · Event Revenue**

**41500-6 · Disposed of Assets**

**42000 · Gold Trophy Show & Sale**

**42001 · Live Sale**

**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%**

# National Bison Association

## Profit & Loss Budget Performance

### March 2018

#### Comments/Explanations

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

Total 44001-5 · July Food Issue Insert

**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)

# National Bison Association Profit & Loss Budget Performance March 2018

## Comments/Explanations

- 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

**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**

diff mostly due to check off

## Expense

- 50000 · Membership Expense
- 50000-1 · Recruitment
- 50000-2 · Plaques/Awards
- 50000-3 · Complimentary Membership
- 50000-4 · Membership Production
- 50000-5 · Membership Printing

National Bison Association  
Profit & Loss Budget Performance  
March 2018

Comments/Explanations

**Total 50000 · Membership Expense**

**50500 · Administration**

**50501 · Payroll Expenses**

**50501-1 · Gross Wages**

50511-1 · Salaried Payroll

reimbursed from grant

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

**Total 50501-2 · Employer Payroll Taxes**

**50501-3 · Employee Benefits**

50513-1 · Health Insurance

reimbursed from grant

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**

# National Bison Association Profit & Loss Budget Performance March 2018

## Comments/Explanations

<b>50514 · Contract Services</b>
50514-1 · Legal Services
50514-2 · Accounting& Audit Services
50514-3 · Payroll Processing Fees
50514-4 · Contract Labor
<b>Total 50514 · Contract Services</b>

Includes Tax Prep.

<b>50515 · Contributions to Charity/Funds</b>
<b>50516 · Depreciation</b>
<b>50517 · Dues &amp; Subscriptions</b>
50517-1 · USHA Membership
50517 · Dues & Subscriptions - Other
<b>Total 50517 · Dues &amp; Subscriptions</b>

full year at once

<b>50518 · Equipment Lease</b>
<b>50520 · Government Relations</b>

<b>50521 · Insurance</b>
50521-1 · Workers Comp Insurance
50521-2 · Ins.D & O
<b>Total 50521 · Insurance</b>

<b>50523 · Misc. Expense</b>
<b>50524 · Office Supplies</b>

<b>50525 · Online Services</b>
<b>50526 · Postage</b>

<b>50527 · Printing</b>
<b>50528 · Rent</b>

<b>50530 · Software Support</b>
<b>50531 · Strategic Planning</b>

<b>50532 · Taxes &amp; Licenses</b>
<b>50533 · Telephone</b>

<b>50534 · Travel &amp; Entertainment</b>
<b>50535 · Board Travel Fund</b>

Expo West Travel & Science/Research

<b>Total 50500 · Administration</b>
<b>50900 · Fund Raiser Costs</b>

**National Bison Association**  
**Profit & Loss Budget Performance**  
March 2018

Comments/Explanations

- 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
  - 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

**National Bison Association**  
**Profit & Loss Budget Performance**  
March 2018

Comments/Explanations

- Total 51001-6 · Speakers
- 51001-7 · Exhibit Booths
- 51001-8 · Audio Visuals
- 51001-9 · Transportation
- 510010 · In-Kind Expense SC
- 510011 · Events Expenses SC
- 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



**National Bison Association**  
**Profit & Loss Budget Performance**  
March 2018

Comments/Explanations

51002-3 · Printing

51002-4 · Postage

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

late invoice In 2017

# National Bison Association Profit & Loss Budget Performance March 2018

Comments/Explanations

Total 53003-2 · Performance Bull Prog Expense

53003-4 · Market (Carcass) Expenses

53034-1 · Show & Sale Costs - Market

53341-1 · Auctioneer

53341-2 · Trophies/Awards

53341-3 · Processing Fee

53341-4 · NWSS Carcass Commission

Total 53034-1 · Show & Sale Costs - Market

Total 53003-4 · Market (Carcass) Expenses

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

Total 60001-5 · July Food Insert

timing

Timing

# National Bison Association Profit & Loss Budget Performance March 2018

## Comments/Explanations

60001-6 · Membership Directory	
60016-1 · Member Dir Postage	
60016-2 · Member Dir Production	
60016-3 · Member Dir Printing	
<b>Total 60001-6 · Membership Directory</b>	
<b>Total 60000-1 · Bison World</b>	
60000-2 · Website	
60002-1 · Hosting Fee	
60002-2 · Maintenance/Updates	
60002-3 · Bison Online Training	
60002-4 · Third Party Seller Expense	
<b>Total 60000-2 · Website</b>	
60000-3 · Social Media	
60003-1 · Social Media Contract	
60003-2 · Social Media Outreach	
<b>Total 60000-3 · Social Media</b>	
<b>Total 60000 · Communications</b>	
70000 · Promotions	
70000-1 · COGS-Novelties	
70000-2 · COGS-Promotional Items	
70000-3 · COGS - Producers' Handbook	
70031-1 · COGS -Producers' Handbook 2nd	
<b>Total 70000-3 · COGS - Producers' Handbook</b>	
70000-4 · Comp Promotions	
70000-5 · Shipping & Handling - Sales	
70000-6 · Printing & Production	
<b>Total 70000 · Promotions</b>	
75000 · Growth Fund - Check Off	
75000-1 · GF Contract Services	
75000-2 · GF Advertising, Promo & Recruit	
<b>Total 75000 · Growth Fund - Check Off</b>	
88000 · NABR Reg	

Prepaid for the year

inventory adjustments  
inventory adjustments

Effort underway to promote Growth Fund

**National Bison Association**  
**Profit & Loss Budget Performance**  
March 2018

Comments/Explanations

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**

National Bison Association  
Profit & Loss Budget Performance  
March 2018

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

# National Bison Association

## Profit & Loss Budget Performance

March 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 Foundation.

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

40801-4 · SC Benefit Auction NBF

40801-5 · SC Benefit Auction Throlson

Total 40800-1 · Summer Conference Proceeds

National Bison Association  
Profit & Loss Budget Performance  
March 2018

- 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

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
  - 40912-7 · Join & Go New Member WC
- 40913-1 · Day - Adult WC
- 40913-2 · Lunch Ticket WC
- 40913-3 · WC Misc

National Bison Association  
Profit & Loss Budget Performance  
March 2018

Total 40902-1 · Registration Winter Conference

40902-2 · Banquet WC

40902-3 · Exhibitors

40902-4 · Sponsorships Current Yr

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

Total 40900 · Event Revenue

41500-6 · Disposed of Assets

42000 · Gold Trophy Show & Sale

42001 · Live Sale

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%



**National Bison Association**  
**Profit & Loss Budget Performance**  
March 2018

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

Total 44001-5 · July Food Issue Insert

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)

# National Bison Association

## Profit & Loss Budget Performance

March 2018

- 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

**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

National Bison Association  
Profit & Loss Budget Performance  
March 2018

**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

**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**

Barb only

National Bison Association  
Profit & Loss Budget Performance  
March 2018

50514 · Contract Services  
50514-1 · Legal Services  
50514-2 · Accounting & Audit Services  
50514-3 · Payroll Processing Fees  
50514-4 · Contract Labor  
Total 50514 · Contract Services

50515 · Contributions to Charity/Funds  
50516 · Depreciation

50517 · Dues & Subscriptions  
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

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

National Bison Association  
Profit & Loss Budget Performance  
March 2018

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

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

National Bison Association  
Profit & Loss Budget Performance  
March 2018

Total 51001-6 · Speakers  
51001-7 · Exhibit Booths  
51001-8 · Audio Visuals  
51001-9 · Transportation  
510010 · In-Kind Expense SC  
510011 · Events Expenses SC  
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

National Bison Association  
Profit & Loss Budget Performance  
March 2018

51002-3 · Printing

51002-4 · Postage

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

**National Bison Association**  
**Profit & Loss Budget Performance**  
March 2018

**Total 53003-2 · Performance Bull Prog Expense**

**53003-4 · Market (Carcass) Expenses**

**53034-1 · Show & Sale Costs - Market**

**53341-1 · Auctioneer**

**53341-2 · Trophies/Awards**

**53341-3 · Processing Fee**

**53341-4 · NWSS Carcass Commission**

**Total 53034-1 · Show & Sale Costs - Market**

**Total 53003-4 · Market (Carcass) Expenses**

**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**

**Total 60001-5 · July Food Insert**



# National Bison Association

## Profit & Loss Budget Performance

March 2018

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  
 75000-2 · GF Advertising, Promo & Recruit

**Total 75000 · Growth Fund - Check Off**

88000 · NABR Reg

Campbells' bad debt for WC 2017 Growth Fund pledge. Meltwater -yrly sub. influence Contact Man

**National Bison Association**  
**Profit & Loss Budget Performance**  
March 2018

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**

National Bison Association  
Profit & Loss Budget Performance  
March 2018

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

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

40801-4 · SC Benefit Auction NBF

40801-5 · SC Benefit Auction Throlson

Total 40800-1 · Summer Conference Proceeds

National Bison Association  
Profit & Loss Budget Performance  
March 2018

- 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

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
  - 40912-7 · Join & Go New Member WC
- 40913-1 · Day - Adult WC
- 40913-2 · Lunch Ticket WC
- 40913-3 · WC Misc

# National Bison Association

## Profit & Loss Budget Performance

March 2018

Total 40902-1 · Registration Winter Conference

40902-2 · Banquet WC

40902-3 · Exhibitors

40902-4 · Sponsorships Current Yr

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**

**Total 40900 · Event Revenue**

41500-6 · Disposed of Assets

42000 · Gold Trophy Show & Sale

42001 · Live Sale

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%

**National Bison Association**  
**Profit & Loss Budget Performance**  
 March 2018

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

Total 44001-5 · July Food Issue Insert

**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)

# National Bison Association

## Profit & Loss Budget Performance

March 2018

- 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

**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



National Bison Association  
Profit & Loss Budget Performance  
March 2018

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

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 CCFees

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

**National Bison Association**  
**Profit & Loss Budget Performance**  
March 2018

50514 · Contract Services  
50514-1 · Legal Services  
50514-2 · Accounting & Audit Services  
50514-3 · Payroll Processing Fees  
50514-4 · Contract Labor  
Total 50514 · Contract Services

50515 · Contributions to Charity/Funds  
50516 · Depreciation

50517 · Dues & Subscriptions  
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

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

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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

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

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Total 51001-6 · Speakers

51001-7 · Exhibit Booths

51001-8 · Audio Visuals

51001-9 · Transportation

510010 · In-Kind Expense SC

510011 · Events Expenses SC

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

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51002-3 · Printing

51002-4 · Postage

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

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**Total 53003-2 · Performance Bull Prog Expense**

**53003-4 · Market (Carcass) Expenses**

**53034-1 · Show & Sale Costs - Market**

**53341-1 · Auctioneer**

**53341-2 · Trophies/Awards**

**53341-3 · Processing Fee**

**53341-4 · NWSS Carcass Commission**

**Total 53034-1 · Show & Sale Costs - Market**

**Total 53003-4 · Market (Carcass) Expenses**

**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**

**Total 60001-5 · July Food Insert**

# National Bison Association

## Profit & Loss Budget Performance

March 2018

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  
 75000-2 · GF Advertising, Promo & Recruit

**Total 75000 · Growth Fund - Check Off**

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88000 · NABR Reg

**National Bison Association**  
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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**