Pacific Northwest Booksellers Assn.

338 West 11th Ave. #108
Eugene, OR 97401

Profit & Loss [Budget Analysis]

January 2014 through December 2014

3/9/15
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	Selected Period	Budgeted	$ Difference	% Difference
Income				
Program Service Income				
Fall Trade Show	$66,160.00	$63,000.00	$3,160.00	5.0%
Drayage	$25,920.00	$25,000.00	$920.00	3.7%
Mailing List	$1,345.00	$500.00	$845.00	169.0%
BINC Support Donation	$4,380.00	$4,500.00	-$120.00	(2.7%)
Adv-Footnotes	$3,800.00	$6,000.00	-$2,200.00	(36.7%)
Adv-Handbook	$400.00	$500.00	-$100.00	(20.0%)
Adv-Trade Show Program	$1,300.00	$500.00	$800.00	160.0%
Adv-Stuff-Its	$500.00	$1,000.00	-$500.00	(50.0%)
Adv-NW New Title Preview	$5,875.00	$5,000.00	$875.00	17.5%
Adv-Buzz Books	$2,550.00	$2,000.00	$550.00	27.5%
Adv-NW Booklovers	$2,375.00	$5,000.00	-$2,625.00	(52.5%)
Adv-Bookseller Blast	$10,875.00	$6,000.00	$4,875.00	81.3%
Author Promos	$22,655.00	$23,000.00	-$345.00	(1.5%)
Promotional Sponsorships	$5,850.00	$5,000.00	$850.00	17.0%
Holiday Catalog	$229,700.00	$216,000.00	$13,700.00	6.3%
Total Program Service Income	$383,685.00	$363,000.00	$20,685.00	5.7%
Membership Dues - Renewal	$32,480.00	$30,000.00	$2,480.00	8.3%
Membership Dues - New	$5,925.00	$7,000.00	-$1,075.00	(15.4%)
Interest Income - MM/Check	$297.23	$300.00	-$2.77	(0.9%)
Interest Income - CD	$0.00	$700.00	-$700.00	(100.0%)
Misc Income	$114.00	$0.00	$114.00	NA
Total Income	$422,501.23	$401,000.00	$21,501.23	5.4%
Expenses				
Program Service Expense				
Member Communication	$458.00	$500.00	-$42.00	(8.4%)
NW Booklovers	$7,729.81	$17,000.00	-$9,270.19	(54.5%)
Awards	$7,026.46	$7,000.00	$26.46	0.4%
Drayage	$7,763.94	$6,000.00	$1,763.94	29.4%
Fall Trade Show	$62,414.17	$53,000.00	$9,414.17	17.8%
Buzz Books	$450.00	$500.00	-$50.00	(10.0%)
Education	$7,428.57	$7,000.00	$428.57	6.1%
Rural Library Project	$764.46	$500.00	$264.46	52.9%
BINC Support Programs	$4,380.00	$4,500.00	-$120.00	(2.7%)
Mailing List	$56.58	$0.00	$56.58	NA
HC Travel	$3,382.25	$3,500.00	-$117.75	(3.4%)
HC Design	$4,427.50	$5,000.00	-$572.50	(11.5%)
HC Mailers	$96.60	$300.00	-$203.40	(67.8%)
HC Print/Plate	$82,711.50	$78,000.00	$4,711.50	6.0%
HC Promotional Material	$1,258.17	$2,000.00	-$741.83	(37.1%)
HC Freight	$13,911.32	$13,000.00	$911.32	7.0%
HC Distribution CO-OP to Store	$22,001.39	$23,000.00	-$998.61	(4.3%)
Total Program Service Expense	$226,260.72	$220,800.00	$5,460.72	2.5%
Management Expense				
Accounting/Taxes	$1,844.48	$1,500.00	$344.48	23.0%
Board Expense	$12,710.92	$14,000.00	-$1,289.08	(9.2%)
Office Staff	$73,297.50	$62,000.00	$11,297.50	18.2%
Director's Wages	$67,920.00	$63,600.00	$4,320.00	6.8%
Employee Benefits	$1,643.54	$6,500.00	-$4,856.46	(74.7%)
Payroll Taxes	$13,809.63	$12,000.00	$1,809.63	15.1%
Payroll Processing	$1,437.76	$1,400.00	$37.76	2.7%

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	Selected Period	Budgeted	$ Difference	% Difference
Office Supplies/Copies/Fees	$2,470.21	$2,000.00	$470.21	23.5%
Telephone	$1,466.29	$1,500.00	-$33.71	(2.2%)
Internet & WWW	$5,861.54	$1,200.00	$4,661.54	388.5%
Postage/Shipping	$419.56	$500.00	-$80.44	(16.1%)
Credit Card Merchant Fees	$3,245.50	$3,600.00	-$354.50	(9.8%)
Director's Travel/Mileage	$501.34	$1,000.00	-$498.66	(49.9%)
Dues/Subscriptions	$40.00	$100.00	-$60.00	(60.0%)
Regional Meetings	$2,010.90	$2,000.00	$10.90	0.5%
Legal/Professional Fees	$10.00	$0.00	$10.00	NA
Insurance	$2,776.00	$2,800.00	-$24.00	(0.9%)
Office Rent	$4,032.88	$4,500.00	-$467.12	(10.4%)
Total Management Expense	$195,498.05	$180,200.00	$15,298.05	8.5%
Total Expenses	$421,758.77	$401,000.00	$20,758.77	5.2%
Net Profit/(Loss)	$742.46	$0.00	$742.46	NA