

Pacific Northwest Booksellers Assn.

338 West 11th Ave. #108

Eugene, OR 97401

Profit & Loss [Budget Analysis]

January 2018 through September 2018

9/20/18
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	Selected Period	Budgeted	\$ Difference	% Difference
Income				
Program Service Income				
Fall Trade Show	\$78,800.00	\$82,000.00	-\$3,200.00	(3.9%)
Drayage	\$245.00	\$27,500.00	-\$27,255.00	(99.1%)
Mailing List	\$1,380.00	\$900.00	\$480.00	53.3%
BINC Support Donation	\$4,670.00	\$6,000.00	-\$1,330.00	(22.2%)
Spring Event Income	\$3,300.00	\$2,400.00	\$900.00	37.5%
Adv-Footnotes	\$1,100.00	\$1,400.00	-\$300.00	(21.4%)
Adv-Trade Show Program	\$1,300.00	\$1,500.00	-\$200.00	(13.3%)
Adv-Stuff-Its	\$1,825.00	\$2,400.00	-\$575.00	(24.0%)
Adv-NW New Title Preview	\$4,625.00	\$4,500.00	\$125.00	2.8%
Adv-Buzz Books	\$1,900.00	\$1,800.00	\$100.00	5.6%
Adv-NW Booklovers	\$2,465.00	\$2,500.00	-\$35.00	(1.4%)
Adv-Bookseller Blast	\$12,225.00	\$26,000.00	-\$13,775.00	(53.0%)
Author Promos	\$250.00	\$26,000.00	-\$25,750.00	(99.0%)
Promotional Sponsorships	\$10,100.00	\$3,000.00	\$7,100.00	236.7%
Holiday Catalog	\$254,000.00	\$234,000.00	\$20,000.00	8.5%
Total Program Service Income	\$378,185.00	\$421,900.00	-\$43,715.00	(10.4%)
Membership Dues - Renewal	\$31,800.00	\$30,000.00	\$1,800.00	6.0%
Membership Dues - New	\$6,975.00	\$8,000.00	-\$1,025.00	(12.8%)
Interest Income - MM/Check	\$215.01	\$300.00	-\$84.99	(28.3%)
Interest Income - CD	\$1,548.08	\$1,500.00	\$48.08	3.2%
Total Income	\$418,723.09	\$461,700.00	-\$42,976.91	(9.3%)
Expenses				
Program Service Expense				
Member Communication	\$87.50	\$600.00	-\$512.50	(85.4%)
NW Booklovers	\$2,657.36	\$6,000.00	-\$3,342.64	(55.7%)
Awards	\$5,332.50	\$7,000.00	-\$1,667.50	(23.8%)
Drayage	\$3,416.80	\$8,000.00	-\$4,583.20	(57.3%)
Fall Trade Show	\$2,167.58	\$80,000.00	-\$77,832.42	(97.3%)
Fall Show Professional Fees	\$10,299.11	\$30,000.00	-\$19,700.89	(65.7%)
Trade Show Programs	\$600.00	\$3,500.00	-\$2,900.00	(82.9%)
Buzz Books	\$100.00	\$300.00	-\$200.00	(66.7%)
Education	\$676.66	\$6,000.00	-\$5,323.34	(88.7%)
Rural Library Project	\$0.00	\$750.00	-\$750.00	(100.0%)
BINC Support Programs	\$35.00	\$6,000.00	-\$5,965.00	(99.4%)
Literacy Donation	\$25.00	\$1,000.00	-\$975.00	(97.5%)
Independent Bookstore Day	\$500.00	\$500.00	\$0.00	0.0%
Indies Forward	\$0.00	\$150.00	-\$150.00	(100.0%)
Spring Event	\$1,751.44	\$1,500.00	\$251.44	16.8%
Advertising Production	\$380.00	\$0.00	\$380.00	NA
HC Travel	\$4,158.96	\$3,500.00	\$658.96	18.8%
HC Design	\$655.00	\$7,000.00	-\$6,345.00	(90.6%)
HC Mailers	\$0.00	\$400.00	-\$400.00	(100.0%)
HC Print/Plate	\$35,000.00	\$82,000.00	-\$47,000.00	(57.3%)
HC Promotional Material	\$0.00	\$1,000.00	-\$1,000.00	(100.0%)
HC Freight	\$0.00	\$12,000.00	-\$12,000.00	(100.0%)
HC Distribution CO-OP to Store	\$0.00	\$36,000.00	-\$36,000.00	(100.0%)
Total Program Service Expense	\$67,842.91	\$293,200.00	-\$225,357.09	(76.9%)
Management Expense				
Accounting/Taxes	\$0.00	\$1,000.00	-\$1,000.00	(100.0%)
Board Expense	\$15,206.29	\$14,000.00	\$1,206.29	8.6%

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	Selected Period	Budgeted	\$ Difference	% Difference
Office Staff	\$15,902.00	\$27,000.00	-\$11,098.00	(41.1%)
Director's Wages	\$56,064.85	\$84,000.00	-\$27,935.15	(33.3%)
Payroll Taxes	\$6,437.79	\$10,000.00	-\$3,562.21	(35.6%)
Payroll Processing	\$1,248.54	\$1,800.00	-\$551.46	(30.6%)
Office Supplies/Copies/Fees	\$721.65	\$2,000.00	-\$1,278.35	(63.9%)
Computer Software	\$1,908.90	\$2,000.00	-\$91.10	(4.6%)
Telephone	\$1,890.03	\$2,200.00	-\$309.97	(14.1%)
Internet & WWW	\$791.55	\$1,200.00	-\$408.45	(34.0%)
Postage/Shipping	\$53.17	\$300.00	-\$246.83	(82.3%)
Credit Card Merchant Fees	\$3,333.90	\$5,000.00	-\$1,666.10	(33.3%)
Director's Travel/Mileage	\$4,272.60	\$6,000.00	-\$1,727.40	(28.8%)
Depreciation	\$490.00	\$0.00	\$490.00	NA
Dues/Subscriptions	\$35.00	\$100.00	-\$65.00	(65.0%)
Office Equipment	\$0.00	\$700.00	-\$700.00	(100.0%)
Regional Meetings	\$1,292.29	\$3,000.00	-\$1,707.71	(56.9%)
Legal/Professional Fees	\$600.00	\$600.00	\$0.00	0.0%
Insurance	\$382.00	\$2,800.00	-\$2,418.00	(86.4%)
Office Rent	\$3,634.47	\$4,800.00	-\$1,165.53	(24.3%)
Total Management Expense	\$114,265.03	\$168,500.00	-\$54,234.97	(32.2%)
Total Expenses	<u>\$182,107.94</u>	<u>\$461,700.00</u>	<u>-\$279,592.06</u>	<u>(60.6%)</u>
Net Profit/(Loss)	<u>\$236,615.15</u>	<u>\$0.00</u>	<u>\$236,615.15</u>	<u>NA</u>