Pacific Northwest Booksellers Assn.

520 West 13th Ave.
Eugene, OR 97401

Profit & Loss [Budget Analysis]

January 2020 through August 2020

8/31/20
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	Selected Period	Budgeted	$ Difference	% Difference
Income				
	$0.00	$0.00	$0.00	NA
Program Service Income				
Fall Trade Show	$2,900.00	$83,000.00	-$80,100.00	(96.5%)
Drayage	$0.00	$40,000.00	-$40,000.00	(100.0%)
Mailing List	$375.00	$1,000.00	-$625.00	(62.5%)
BINC Support Donation	$0.00	$6,500.00	-$6,500.00	(100.0%)
Spring Event Income	$0.00	$5,000.00	-$5,000.00	(100.0%)
Adv-Footnotes	$1,650.00	$1,500.00	$150.00	10.0%
Adv-Handbook	$0.00	$0.00	$0.00	NA
Adv-Trade Show Program	$0.00	$1,400.00	-$1,400.00	(100.0%)
Adv-Stuff-Its	$0.00	$1,800.00	-$1,800.00	(100.0%)
Adv-NW New Title Preview	$5,280.00	$4,500.00	$780.00	17.3%
Adv-Buzz Books	$0.00	$3,300.00	-$3,300.00	(100.0%)
Adv-Fall Special	$0.00	$0.00	$0.00	NA
Adv-NW Booklovers	$500.00	$2,000.00	-$1,500.00	(75.0%)
Book Awards	$0.00	$0.00	$0.00	NA
Adv-Bookseller Blast	$22,925.00	$35,000.00	-$12,075.00	(34.5%)
Adv-Summertime Reading	$41,750.00	$0.00	$41,750.00	NA
Virtual Events	$300.00	$0.00	$300.00	NA
Adv-Title Wave Pkg.	$0.00	$0.00	$0.00	NA
Education	$0.00	$0.00	$0.00	NA
Author Promos	$0.00	$30,000.00	-$30,000.00	(100.0%)
Rep Promos	$0.00	$2,000.00	-$2,000.00	(100.0%)
Promotional Sponsorships	$650.00	$7,000.00	-$6,350.00	(90.7%)
Holiday Catalog	$128,850.00	$266,000.00	-$137,150.00	(51.6%)
Total Program Service Income	$205,180.00	$490,000.00	-$284,820.00	(58.1%)
Membership Dues - Renewal	$27,525.00	$32,000.00	-$4,475.00	(14.0%)
Membership Dues - New	$3,675.00	$6,000.00	-$2,325.00	(38.8%)
Interest Income - MM/Check	$143.83	$1,100.00	-$956.17	(86.9%)
Interest Income - CD	$471.10	$3,200.00	-$2,728.90	(85.3%)
Misc Income	$0.00	$0.00	$0.00	NA
Total Income	$236,994.93	$532,300.00	-$295,305.07	(55.5%)
Expenses				
Program Service Expense				
Member Communication	$2,665.75	$1,000.00	$1,665.75	166.6%
NW Booklovers	$3,099.49	$5,000.00	-$1,900.51	(38.0%)
Handbook	$0.00	$0.00	$0.00	NA
Awards	$2,909.10	$7,000.00	-$4,090.90	(58.4%)
Drayage	$9,130.00	$17,000.00	-$7,870.00	(46.3%)
Fall Trade Show	$103.30	$88,000.00	-$87,896.70	(99.9%)
Fall Show Professional Fees	$10,203.58	$27,000.00	-$16,796.42	(62.2%)
Trade Show Programs	$0.00	$2,000.00	-$2,000.00	(100.0%)
Free Speech	$0.00	$0.00	$0.00	NA
Buzz Books	$0.00	$300.00	-$300.00	(100.0%)
Education	$0.00	$4,000.00	-$4,000.00	(100.0%)
Rural Library Project	$0.00	$600.00	-$600.00	(100.0%)
BINC Support Programs	$12,937.50	$8,000.00	$4,937.50	61.7%
Member Betterment	-$300.00	$1,200.00	-$1,500.00	(125.0%)
Literacy Donation	$0.00	$0.00	$0.00	NA
Independent Bookstore Day	$68.99	$0.00	$68.99	NA
Industry Promotion	$0.00	$500.00	-$500.00	(100.0%)

Pacific Northwest Booksellers Assn.

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8/31/20
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	Selected Period	Budgeted	$ Difference	% Difference
Bookstore Romance Day	$600.00	$0.00	$600.00	NA
Indies Forward	$0.00	$0.00	$0.00	NA
Virtual Events	$723.61	$0.00	$723.61	NA
Spring Event	$0.00	$4,500.00	-$4,500.00	(100.0%)
Advertising Production	$0.00	$1,500.00	-$1,500.00	(100.0%)
Advertising	$0.00	$0.00	$0.00	NA
Mailing List	$0.00	$0.00	$0.00	NA
Misc Expense	$0.00	$0.00	$0.00	NA
Summer Digital Newsletter	$31,466.66	$0.00	$31,466.66	NA
HC Travel	$0.00	$2,500.00	-$2,500.00	(100.0%)
HC Design	$0.00	$7,200.00	-$7,200.00	(100.0%)
HC Digital	$0.00	$41,200.00	-$41,200.00	(100.0%)
HC Mailers	$0.00	$400.00	-$400.00	(100.0%)
HC Print/Plate	$35,000.00	$88,500.00	-$53,500.00	(60.5%)
HC Promotional Material	$0.00	$250.00	-$250.00	(100.0%)
HC Freight	$0.00	$13,000.00	-$13,000.00	(100.0%)
HC Distribution CO-OP to Store	$0.00	$27,000.00	-$27,000.00	(100.0%)
Bad Debt Expense	$0.00	$0.00	$0.00	NA
Total Program Service Expense	$108,607.98	$347,650.00	-$239,042.02	(68.8%)
Management Expense				
Accounting/Taxes	$690.00	$650.00	$40.00	6.2%
Board Expense	$7,841.13	$19,000.00	-$11,158.87	(58.7%)
Office Staff	$12,670.00	$30,000.00	-$17,330.00	(57.8%)
Director's Wages	$57,814.72	$87,000.00	-$29,185.28	(33.5%)
Employee Benefits	$0.00	$0.00	$0.00	NA
Payroll Taxes	$6,195.99	$11,000.00	-$4,804.01	(43.7%)
Payroll Processing	$1,174.76	$1,800.00	-$625.24	(34.7%)
Office Supplies/Copies/Fees	$2,312.79	$1,500.00	$812.79	54.2%
Computer Software	$599.64	$1,400.00	-$800.36	(57.2%)
Telephone	$1,171.45	$2,000.00	-$828.55	(41.4%)
Internet & WWW	$1,111.12	$1,200.00	-$88.88	(7.4%)
Postage/Shipping	$141.05	$600.00	-$458.95	(76.5%)
Credit Card Merchant Fees	$1,011.07	$5,400.00	-$4,388.93	(81.3%)
Director's Travel/Mileage	$3,102.42	$4,000.00	-$897.58	(22.4%)
Depreciation	$0.00	$0.00	$0.00	NA
Dues/Subscriptions	$0.00	$0.00	$0.00	NA
Office Equipment	$0.00	$1,500.00	-$1,500.00	(100.0%)
Regional Meetings	$1,687.47	$2,500.00	-$812.53	(32.5%)
Legal/Professional Fees	$0.00	$0.00	$0.00	NA
Insurance	$383.50	$2,500.00	-$2,116.50	(84.7%)
Office Rent	$7,615.94	$11,200.00	-$3,584.06	(32.0%)
Utilities	$572.16	$1,400.00	-$827.84	(59.1%)
Total Management Expense	$106,095.21	$184,650.00	-$78,554.79	(42.5%)
Total Expenses	$214,703.19	$532,300.00	-$317,596.81	(59.7%)
Net Profit/(Loss)	$22,291.74	$0.00	$22,291.74	NA