

Bookkeeper's Report - September 2018

September 15, 2018

Dear PNBA Members:

2017 is wrapped up and the CPA has filed the tax returns.

We ended the year with a surplus of \$56,293.35. This was AFTER the Board authorized an additional \$5000 donation to BINC at last year's show. Yet another VERY good year for PNBA! This goes a long way towards making up for the \$100,000 losses in 2008 - 2011. The primary reason for our current financially healthy situation is increasing ad and Holiday Catalog revenue, very successful trade shows and keeping a tight rein on management expenses.

Total Assets at the end of 2017 were \$510,363.10. A nice improvement over 2016. Interest rates on our savings are inching up...but slowly. Remember the days of 18% interest on CD's?

Our budget for 2018—as always—projects a break-even year. It's much too early to tell exactly how close the actual figures will be to our projections, but so far things are looking very good. Attendance at the Show looks good. It's always more expensive in the Seattle/Tacoma area, but the numbers are coming in very close to what we budgeted. The other big number is Holiday Catalog income and it has come in \$20,000 ahead of budget. 2018 is shaping up nicely.

All in all, 2017 was another great year for PNBA. Let's hope this trend can continue.

Respectfully,

Larry West
PNBA Bookkeeper

Brian Juenemann
Executive Director

Larry West
Executive Sidekick

Brian Juenemann
Marketing Director

Pacific Northwest Booksellers Assn.

Profit & Loss Statement January 2017 through December 2017

Income

Program Service Income

Fall Trade Show	\$86,141.00
Drayage	\$27,440.00
Mailing List	\$960.00
BINC Support Donation	\$5,690.00
Spring Event Income	\$1,800.00
Adv-Footnotes	\$1,225.00
Adv-Trade Show Program	\$1,625.00
Adv-Stuff-Its	\$875.00
Adv-NW New Title Preview	\$4,750.00
Adv-Buzz Books	\$1,800.00
Adv-NW Booklovers	\$2,212.00
Adv-Bookseller Blast	\$29,425.00
Author Promos	\$28,500.00
Promotional Sponsorships	\$3,700.00
Holiday Catalog	\$234,400.00

Total Program Service Income

\$430,543.00

Membership Dues - Renewal	\$29,550.00
Membership Dues - New	\$8,150.00
Interest Income - MM/Check	\$235.69
Interest Income - CD	<u>\$1,515.99</u>

Total Income

\$469,994.68

Expenses

Program Service Expense

Member Communication	\$485.25
NW Booklovers	\$5,762.15
Awards	\$7,969.01
Drayage	\$7,883.51
Fall Trade Show	\$59,342.06
Fall Show Professional Fees	\$27,335.43
Trade Show Programs	\$3,036.25
Buzz Books	\$300.00
Education	\$2,992.55
Rural Library Project	\$675.59
BINC Support Programs	\$10,070.00
Indies Forward	\$150.00
Spring Event	\$1,662.06
HC Travel	\$2,416.78
HC Design	\$7,622.65
HC Mailers	\$365.64
HC Print/Plate	\$80,007.15
HC Promotional Material	\$908.25
HC Freight	\$11,465.82
HC Distribution CO-OP to Store	\$24,764.84

Total Program Service Expense

\$255,214.99

Management Expense

Accounting/Taxes	\$600.00
Board Expense	\$12,974.32
Office Staff	\$24,094.00
Director's Wages	\$80,700.00
Payroll Taxes	\$9,815.75
Payroll Processing	\$1,612.63
Office Supplies/Copies/Fees	\$1,859.83
Computer Software	\$2,632.16
Telephone	\$2,084.90
Internet & WWW	\$1,001.40
Postage/Shipping	\$78.09
Credit Card Merchant Fees	\$4,845.45
Director's Travel/Mileage	\$4,860.62
Office Equipment	\$1,829.00
Regional Meetings	\$1,985.51
Legal/Professional Fees	\$10.00
Insurance	\$2,692.00
Office Rent	<u>\$4,810.68</u>

Total Management Expense

\$158,486.34

Total Expenses

\$413,701.33

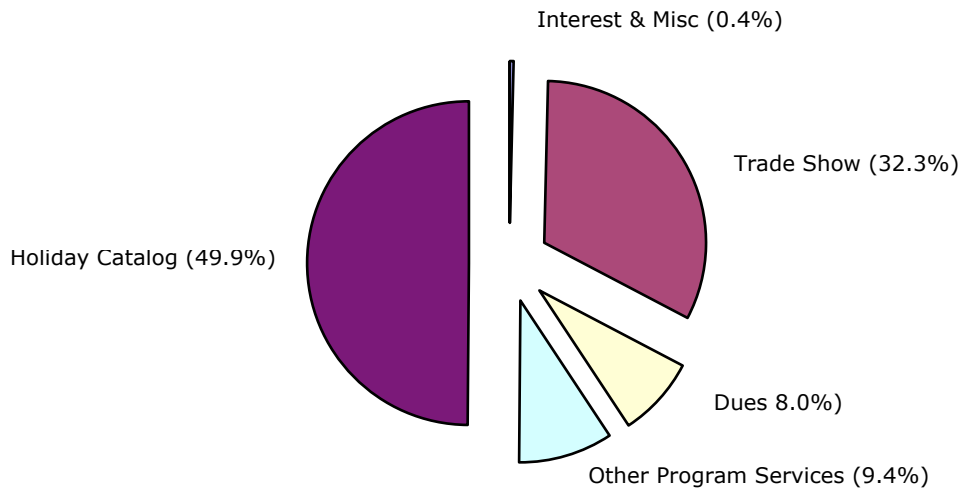
Net Profit/(Loss)

\$56,293.35

Pacific Northwest Booksellers Association Annual Report 2017

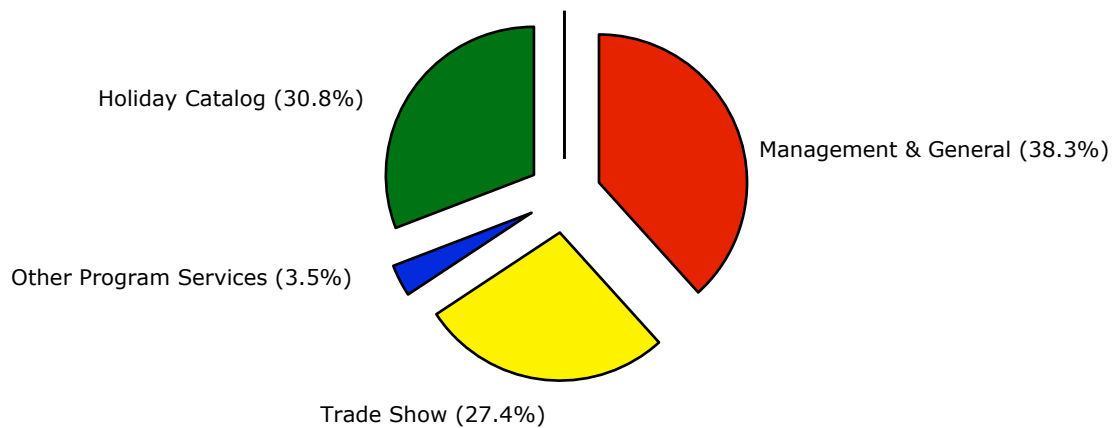
Where The Money Came From

\$469,994.68



Where The Money Went

\$413,701.33



Pacific Northwest Booksellers Assn.

338 West 11th Ave. #108

Eugene, OR 97401

Balance Sheet

As of December 2017

3/27/18

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Assets

Cash - Columbia Chk 4245	\$50,974.97
Cash - Columbia MM 2070	\$203,658.97
Cash - Paypal	\$1,291.22
Cash - RBC Reserve Account/MM	\$51,585.07
CDS - RBC Reserve Account	\$125,000.00
Undeposited Funds	\$890.00
Deposits on Account	\$400.00
Office Equipment	\$14,168.81
Accum Depreciation	-\$14,302.94
Accounts Receivable	\$76,697.00

Total Assets	<u>\$76,697.00</u>	<u>\$510,363.10</u>
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Liabilities

A/P	\$31,460.03
Payroll Taxes Payable	\$296.65
Dues Paid in Advance-Renewal	\$13,325.00
NWNTP for next year	\$1,350.00
Pre-Paid	-\$1,191.30
Dues Paid in Advance-New	\$1,575.00

Total Liabilities	<u>\$1,575.00</u>	\$46,815.38
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Equity

Fund Balance	\$407,254.37
Current Earnings	\$56,293.35

Total Equity	<u>\$56,293.35</u>	\$463,547.72
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Total Liability & Equity		<u>\$510,363.10</u>
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