

Esperanto-USA
Operations Budget vs. Actual
 January through March 2009

	<u>Jan - Mar 09</u>	<u>Budget</u>
Income		
41100 · Catalog Sales	4,471.13	5,000
41200 · Non-inventory Sales	333.50	200
41300 · ELNA Published Book Sales	2,166.79	2,000
41500 · Subscription Sales	3,308.50	4,000
41600 · Postage/Handling Fees Rec'd	703.45	720
41800 · UEA Memberships/Services	4,194.34	5,000
42600 · ELNA Convention Income	4,177.00	10,000
42800 · ELNA Annual Dues	7,690.00	10,000
43100 · Friends of Esperanto Dues	10.00	50
43300 · General Fund Contributions	862.11	2,190
43500 · Gibson/Capital Fund Contribut	25.00	50
43600 · Glenny Fund Contributions	11.00	0
44500 · H. E. Reed Fund (interest)	6,000.00	6,000
46100 · Unrestricted Funds Invest.	-1,228.59	4,000
47100 · Correspondence Course Income	73.50	0
49500 · Money Market Interest	30.13	50
49990 · Uncategorized Income	0.31	0
Total Income	<u>32,828.17</u>	<u>49,260</u>
Cost of Goods Sold		
51100 · Cost of Catalog Sales	2,949.07	3,500
51110 · Inventory Write-off	80.77	0
51200 · Cost of non-inventory Sales	0.00	20
51300 · Cost of ELNA Publ. Books	708.59	940
51400 · Credit Card Expenses	504.19	420
51500 · Cost of Subscriptions	2,980.26	3,600
51600 · Catalog (UPS) Postage	0.00	70
51800 · UEA Memb/Svcs Cost	3,722.50	4,500
Total COGS	<u>10,945.38</u>	<u>13,050</u>
Gross Profit	<u>21,882.79</u>	<u>36,210</u>
Expense		
52600 · E-USA Convention Expenses	482.50	8,500
57100 · Correspondence Course Expenses	130.68	0
57500 · Free Postal Course Expenses	53.10	20
63100 · E-USA - Print & Post	706.25	1,500
63600 · Update Expenses	108.05	400
65100 · Promoting Esp - Advertisng	680.48	1,000
65500 · Promoting Esperanto - Other	0.00	400
67100 · Membership Maint. Expense	868.71	1,000
71100 · Salaries	7,292.94	7,320
71200 · Editor - E-USA	420.00	630
71300 · Consulting Fees	0.00	750
71500 · Payroll Tax Expense	669.88	560
72100 · Rent Expense	7,000.00	5,250
72500 · Telephone/Fax	545.79	425
72600 · Internet Access	75.00	0
72700 · Office Insurance	1,500.00	1,500
73200 · Payroll Fees	269.68	210
73300 · Office Postage	1,438.88	1,500
73400 · Office Expenses	144.82	500
73500 · Small Equipment Purchases	184.85	0
73600 · Equipment Maintenance	0.00	50
73800 · Licenses/Permits/Taxes	0.00	50
73900 · Bank Charges	22.34	25
Total Expense	<u>22,593.95</u>	<u>31,590</u>
Net Income	<u>-711.16</u>	<u>4,620</u>