

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

					TOTAL	
	Jan - Mar 09	Budget	Apr - Jun 09	Budget	Jan - Jun 09	Budget
Income						
41100 · Catalog Sales	4,471.13	5,000.00	6,452.10	5,000.00	10,923.23	10,000.00
41200 · Non-inventory Sales	333.50	200.00	234.60	100.00	568.10	300.00
41300 · E-USA Published Book Sales	2,166.79	2,000.00	1,535.97	2,000.00	3,702.76	4,000.00
41500 · Subscription Sales	3,308.50	4,000.00	735.30	2,000.00	4,043.80	6,000.00
41600 · Postage/Handling Fees Rec'd	703.45	720.00	764.80	710.00	1,468.25	1,430.00
41800 · UEA Memberships/Services	4,194.34	5,000.00	1,167.19	3,000.00	5,361.53	8,000.00
42600 · E-USA Convention Income	4,177.00	10,000.00	4,217.00	10,000.00	8,394.00	20,000.00
42610 · Convention Sales Tax Collected	0.00	0.00	89.31	0.00	89.31	0.00
42800 · ELNA Annual Dues	7,690.00	10,000.00	2,980.00	5,000.00	10,670.00	15,000.00
43100 · Friends of Esperanto Dues	10.00	50.00	10.00	25.00	20.00	75.00
43300 · General Fund Contributions	862.11	2,190.00	90.00	2,000.00	952.11	4,190.00
43500 · Gibson/Capital Fund Contribut	25.00	50.00	0.00	50.00	25.00	100.00
43600 · Glenny Fund Contributions	11.00	0.00	0.00	0.00	11.00	0.00
43800 · Publishing Fund Contributions	0.00	0.00	0.00	0.00	0.00	0.00
43900 · KZ Fund Contributions	0.00	0.00	0.00	0.00	0.00	0.00
44500 · H. E. Reed Fund (interest)	6,000.00	6,000.00	4,871.22	6,000.00	10,871.22	12,000.00
46100 · Unrestricted Funds Invest.	-1,228.59	4,000.00	6,397.77	4,000.00	5,169.18	8,000.00
47100 · Correspondence Course Income	73.50	0.00	55.50	0.00	129.00	0.00
49500 · Money Market Interest	30.13	50.00	30.03	50.00	60.16	100.00
49990 · Uncategorized Income	0.31	0.00	0.00	0.00	0.31	0.00
Total Income	32,828.17	49,260.00	29,630.79	39,935.00	62,458.96	89,195.00
Cost of Goods Sold						
51100 · Cost of Catalog Sales	2,949.07	3,500.00	4,145.34	3,500.00	7,094.41	7,000.00
51110 · Inventory Writeoff	80.77	0.00	128.09	0.00	208.86	0.00
51200 · Cost of non-inventory sales	0.00	20.00	0.00	10.00	0.00	30.00
51300 · Cost of ELNA Publ. Books	708.59	940.00	584.62	940.00	1,293.21	1,880.00
51400 · Credit Card Expenses	504.19	420.00	521.83	320.00	1,026.02	740.00
51500 · Cost of Subscriptions	2,980.26	3,600.00	658.04	1,800.00	3,638.30	5,400.00
51600 · Catalog Service Postage	0.00	70.00	1.05	70.00	1.05	140.00
51800 · UEA Memb/Svcs Cost	3,722.50	4,500.00	1,030.30	2,700.00	4,752.80	7,200.00
Total COGS	10,945.38	13,050.00	7,069.27	9,340.00	18,014.65	22,390.00
Gross Profit	21,882.79	36,210.00	22,561.52	30,595.00	44,444.31	66,805.00

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Expense						
52600 · E-USA Convention Expenses	482.50	8,500.00	5,554.08	8,500.00	6,036.58	17,000.00
57100 · Correspondence Course Expenses	130.68	0.00	0.00	0.00	130.68	0.00
57500 · Free Postal Course Expenses	53.10	20.00	0.00	10.00	53.10	30.00
63100 · E-USA - Print & Post	706.25	1,500.00	702.54	1,500.00	1,408.79	3,000.00
63600 · Update Expenses	108.05	400.00	123.49	300.00	231.54	700.00
65100 · Promoting Esp - Advertisng	680.48	1,000.00	0.00	1,000.00	680.48	2,000.00
65500 · Promoting Esperanto - Other	0.00	400.00	0.00	400.00	0.00	800.00
67100 · Membership Maint. Expense	868.71	1,000.00	320.30	500.00	1,189.01	1,500.00
71100 · Salaries	7,292.94	7,320.00	7,292.94	8,780.00	14,585.88	16,100.00
71200 · Editor - E-USA	420.00	630.00	420.00	630.00	840.00	1,260.00
71300 · Consulting Fees	0.00	750.00	0.00	750.00	0.00	1,500.00
71500 · Payroll Tax Expense	669.88	560.00	557.88	665.00	1,227.76	1,225.00
71700 · Staff Benefits	0.00	0.00	0.00	100.00	0.00	100.00
72100 · Rent Expense	7,000.00	5,250.00	3,500.00	5,250.00	10,500.00	10,500.00
72500 · Telephone/Fax	545.79	425.00	810.13	425.00	1,355.92	850.00
72600 · Internet Access	75.00	0.00	25.00	0.00	100.00	0.00
72700 · Office Insurance	1,500.00	1,500.00	0.00	0.00	1,500.00	1,500.00
73200 · Payroll Fees	269.68	210.00	184.68	180.00	454.36	390.00
73300 · Office Postage	1,438.88	1,500.00	1,598.73	1,500.00	3,037.61	3,000.00
73400 · Office Expenses	144.82	500.00	412.25	500.00	557.07	1,000.00
73500 · Small Equipment Purchases	184.85	0.00	0.00	0.00	184.85	0.00
73600 · Equipment Maintenance	0.00	50.00	0.00	50.00	0.00	100.00
73800 · Licenses/Permits/Taxes	0.00	50.00	10.00	100.00	10.00	150.00
73900 · Bank Charges	22.34	25.00	32.98	25.00	55.32	50.00
79900 · Miscellaneous Expenses	0.00	0.00	113.39	0.00	113.39	0.00
Total Expense	22,593.95	31,590.00	21,658.39	31,165.00	44,252.34	62,755.00
Net Income	-711.16	4,620.00	903.13	-570.00	191.97	4,050.00