

# CELA

## PROFIT AND LOSS COMPARISON

November 2019 - February 2020

	TOTAL	
	NOV 2019 - FEB 2020	NOV 2018 - FEB 2019 (PY)
<b>Income</b>		
400.000 Member Dues		
400.001 Additional Faculty Based on Landscape Journal	32,880.00	35,400.00
400.002 Affiliate	3,055.00	2,310.50
400.003 Associate	6,000.00	6,000.00
400.004 Corresponding	812.50	875.00
400.005 Full Member Schools	166,420.00	144,000.00
400.006 International	200.00	
<b>Total 400.000 Member Dues</b>	<b>209,367.50</b>	<b>188,585.50</b>
405.000 Advertisements	11,715.76	8,245.00
406.000 Landscape Journal	65,055.64	
408.000 Student Award Fees	700.00	1,550.00
410.001 CELA Fellows Fund		400.00
420.002 Interest	795.92	
500.000 Annual Conference	3,435.00	
500.001 Member Registration	130,845.00	
500.002 Non-Member Registration	18,505.00	
500.003 Student Registration	24,300.00	
500.004 Spouse Registration	900.00	
500.005 Pre-Con	1,225.00	
500.006 Offsite Events	2,000.00	
500.007 Field Sessions	1,794.00	
500.008 Sponsorship	8,785.00	
<b>Total 500.000 Annual Conference</b>	<b>191,789.00</b>	
<b>Total Income</b>	<b>\$479,423.82</b>	<b>\$198,780.50</b>
<b>GROSS PROFIT</b>	<b>\$479,423.82</b>	<b>\$198,780.50</b>
<b>Expenses</b>		
600.001 Management Fees	22,160.00	16,583.35
602.000 Bad Debts		2,830.00
603.000 Bank Fees	24.00	1,329.96
605.000 Conference Planning	113.75	
607.000 Email Hosting	304.96	131.27
607.001 Web Hosting	64.35	
750.000 OPERATIONS		
750.002 Awards		29.89
750.003 Banking	484.34	214.86
750.004 Credit Card Fees	8,536.56	4,890.02
750.005 CiviCore	1,200.00	600.00
750.006 Corp Filing Fees	16.97	16.00
750.007 Domain Registration/Certificate		40.00
750.009 Fellows Awards/Medals	11.00	3,194.00
750.012 Insurance D & O	600.00	

	TOTAL	
	NOV 2019 - FEB 2020	NOV 2018 - FEB 2019 (PY)
750.015 Office Supplies	89.71	21.15
750.016 Office/General Administrative Expenses		20.80
750.017 Paper Review	35.23	
750.018 Postage	23.20	27.45
750.020 Software	1,680.00	11,526.15
750.021 Telephone	309.87	
750.022 Social Media		156.00
752.000 Travel		
752.001 Travel - Past President	1,637.63	
<b>Total 752.000 Travel</b>	<b>1,637.63</b>	
752.002 Travel - Executive Leadership	4,012.39	352.33
752.004 Travel-Exec Director	1,175.54	
752.005 Travel-President	1,895.83	
<b>Total 750.000 OPERATIONS</b>	<b>21,708.27</b>	<b>21,088.65</b>
760.000 OTHER OPERATIONS EXPENSE		
760.001 Accountant-Consulting		30,000.00
760.005 President's Council	1,315.48	3,696.06
760.007 Software-QuickBooks Online		159.75
760.008 Strategic Plan		2,055.49
<b>Total 760.000 OTHER OPERATIONS EXPENSE</b>	<b>1,315.48</b>	<b>35,911.30</b>
779.000 Miscellaneous Expense		178.09
780.000 Website Development		20.00
790.000 Publications.		
790.002 Journal-Editorial Support	29,514.17	
<b>Total 790.000 Publications.</b>	<b>29,514.17</b>	
800.000 Meetings		
800.100 Annual Conference	0.00	2,500.00
800.103 Staff Travel	794.50	
800.105 Insurance	1,266.90	
800.107 Offsite Events	2,550.00	
800.116 Printing	73.41	
800.120 Registration Module	234.00	
<b>Total 800.100 Annual Conference</b>	<b>4,918.81</b>	<b>2,500.00</b>
800.300 Conference Calls		473.31
800.350 Mid-Year Board Meeting	4,167.02	1,625.15
800.400 Open Conference		94.04
<b>Total 800.000 Meetings</b>	<b>9,085.83</b>	<b>4,692.50</b>
<b>Total Expenses</b>	<b>\$84,290.81</b>	<b>\$82,765.12</b>
NET OPERATING INCOME	<b>\$395,133.01</b>	<b>\$116,015.38</b>
NET INCOME	<b>\$395,133.01</b>	<b>\$116,015.38</b>