

National Storytelling Network
Profit & Loss
January 2015 through December 2019

	Jan - Dec 15	Jan - Dec 16	Jan - Dec 17	Jan - Dec 18	Jan - Dec 19	Prel Budget	Adjustments	
							Inc/Decrease	Adjusted
Ordinary Income/Expense								
Income								
4000 · Contributed support								
4010 · Indiv/business contribution	31,380	19,080	29,577	25,185	27,475	27,475	1,525	29,000
4110 · Donated pro services - GAAP	6,500	5,000	5,000	0	5,000	5,000	0	5,000
4130 · Gifts in kind - goods	3,208	5,012	0	0	0	0	0	0
4140 · Grants Received	6,046	5,000	2,750	0	0	0	0	0
4150 · Donated use of facilities	13,024	15,629	0	0	0	0	0	0
4155 · Board Contributed Travel Expens	956	3,352	3,871	0	0	0	0	0
4560 · SMP Contributions	0	0	3,011	0	0	0	0	0
Total 4000 · Contributed support	61,114	53,073	44,209	25,185	32,475	32,475	1,525	34,000
5000 · Earned revenues								
5110 · Publication sales - program-	1,227	190	225	0	0	0		0
5112 · Teller Page Listings-Storynet	6,740	6,674	5,680	4,958	4,600	4,600		4,600
5141 · Conference Sponsorships-Nonde	8,600	3,500	8,900	11,069	0	0		0
5150 · Program-related sales - other	7,834	-4,619	1,554	3,571	3,578	3,578	22	3,600
5180 · Conference & Other Program Fee	89,132	85,896	70,249	60,175	87,208	87,208	292	87,500
5181 · Concert Tickets	1,860	2,635	2,463	0	30	30	-30	0
5210 · Membership dues - individuals	76,781	77,886	71,349	61,956	45,909	45,909	-9	45,900
5220 · Assessments & dues - orgs	17,045	16,504	13,805	11,650	7,130	7,130	-130	7,000
5310 · Interest-savings/short-term inv	1,836	2,085	1,941	851	1,070	1,070		1,070
5450 · Advertising revenues	12,083	13,025	7,597	3,210	8,490	8,490	10	8,500
5475 · SIG Admin Fees	5,643	5,634	3,643	2,906	2,196	2,196	4	2,200
5476 · Grant Admin Fees	0	500	150	0	131	131		131
5477 · SMP Fees Earned	260	315	303	25	627	627	-527	100
5478 · ETSU Admin Fees	3,300	1,669	1,100	450	0	400		400
5480 · Admin Fees, Other	0	250	300	0	0	0		0
5490 · Miscellaneous revenue	80	25	-1,576	192	20	20	-20	0
5495 · Resource Room Admin Commiss	871	663	571	384	267	267	33	300
Total 5000 · Earned revenues	233,292	212,832	188,254	161,397	161,256	161,656	-355	161,301
6900 · Assets released fr restrictions								
6910 · Satisfaction of use restric	0	4,408	14,080	2,500	1,170	1,170	-1170	0

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Total 6900 - Assets released fr restrictions	0	4,408	14,080	2,500	1,170	1,170	-1,170	0
Total Income	294,406	270,313	246,543	189,082	194,901	195,301	0	195,301
Cost of Goods Sold								
6999 - Cost of Goods Sold	0	2	0	0	0	0		0
Total COGS	0	2	0	0	0	0		0
Gross Profit	294,406	270,311	246,543	189,082	194,901	195,301	0	195,301
Expense								
7000 - Grant & contract expense								
7019 - All Grants								
7021 - Brimstone	4,000	4,000	4,000	1,000	0	0		0
7022 - Member Grants	7,168	4,408	3,042	0	0	0		0
7025 - Awards & grants - individuals	3,007	475	2,797	450	0	0		0
Total 7019 - All Grants	14,175	8,883	9,839	1,450	0	0		0
7050 - Specific assistance - ind	355	440	760	0	0	0		0
7070 - Grant Admin Fees	0	0	228	0	0	0		0
Total 7000 - Grant & contract expense	14,530	9,323	10,827	1,450	0	0		0
7200 - Salaries & related expenses								
7220 - Salaries & wages - other	87,794	82,537	133,320	85,501	70,783	70,783	2217	73,000
7240 - Employee benefits - not pension	4,087	3,918	2,659	-888	0	0		0
7250 - Payroll taxes	6,760	9,035	10,379	6,663	5,642	5,642	-58	5,584
7200 - Payroll Processing Fee	7	46	82	95	81	81	-81	0
Total 7200 - Salaries & related expenses	98,648	95,536	146,440	91,371	76,506	76,506	2078	78,584
7500 - Other personnel expenses								
7540 - Professional fees - other	35,994	32,730	33,614	24,602	18,908	18,908	-5750	13,158
7541 - Professional Fees Donated	6,500	5,000	5,000	0	5,000	5,000		5,000
7550 - Temporary help - contract	0	0	250	15,396	728	728	-728	0
7555 - Other	0	0	595	0	0	0		0
7560 - Staff Recruitment Fees	0	0	175	0	0	0		0
Total 7500 - Other personnel expenses	42,494	37,730	39,634	39,998	24,636	24,636	-6478	18,158
8100 - Non-personnel expenses								
8105 - Computer Equipment & Software	245	411	1,128	958	673	673	-673	0
8110 - Supplies	1,200	886	852	1,193	1,634	1,634	-34	1,600
8120 - Donated materials & supplies	0	64	0	0	0	0		0

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8130 · Telephone & telecommunications	4,913	4,967	4,547	1,146	1,617	1,617	-17	1,600
8140 · Postage, shipping, delivery	2,677	2,055	860	598	826	826	-26	800
8160 · Equip rental & maintenance	1,813	1,784	633	0	0	0		0
8170 · Printing & copying	22,128	22,932	17,975	18,046	18,358	18,358	-5000	13,358
8180 · Books, subscriptions, reference	675	675	675	0	700	700		700
Total 8100 · Non-personnel expenses	33,651	33,774	26,670	21,941	23,808	23,808	-5750	18,058
8200 · Occupancy expenses								
8210 · Rent, parking, other occupancy	9,600	9,600	6,400	0	0	0		0
8220 · Utilities	1,945	1,721	1,784	0	0	0		0
8260 · Other	239	263	391	13	0	0		0
Total 8200 · Occupancy expenses	11,784	11,584	8,575	13	0	0	0	0
8300 · Travel & meetings expenses								
8317 · Sponsored Honoraria	0	0	4,000	0	0	0		0
8315 · Sponsored Travel	0	0	1,887	0	0	0		0
8310 · Travel	13,514	14,809	12,261	6,583	9,939	9,939	61	10,000
8311 · Travel-Donated	1,041	5,066	3,871	0	0	0		0
8320 · Conference,convention,meeting	9,277	16,779	13,226	24,294	37,937	37,937	-937	37,000
8325 · Honoraria	13,750	11,580	10,750	10,964	8,700	8,700		8,700
8330 · Sound, technology	2,699	2,514	2,775	0	4,680	4,680		4,680
8300 · Travel & meetings expenses - Otr	0	0	0	3,337	0	0		0
Total 8300 · Travel & meetings expenses	40,281	50,748	48,770	45,178	61,256	61,256	-876	60,380
8500 · Misc expenses								
8510 · Interest expense - general	9	0	0	32	40	40		40
8516 · Marketing Expense	1,177	1,500	1,329	2,473	569	569	31	600
8520 · Insurance - non-employee	4,752	5,020	3,491	6,225	2,595	2,595		2,595
8530 · Membership dues - organization	685	425	250	395	150	150		150
8535 · Membership Database	4,140	4,320	4,566	0	0	0		0
8540 · Staff development	0	0	0	64	120	120		120
8545 · SIG Admin Fees	5,643	5,634	3,643	2,906	2,196	2,196		2,196
8547 · Grant Admin Fees	7,000	0	0	0	131	131		131
8555 · Program Related Fees	0	0	0	60	0	0		0
8560 · Outside computer services	1,162	1,578	1,453	1,625	1,440	1,440		1,440
8561 · Website Enhancement	0	0	9,650	2,575	5,220	5,220		5,220

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8590 · Other expenses	3,369	3,354	190	0	973	973	-973	0
8591 · Reconciliation Discrepancies	0	0	901	0	0	0		0
Total 8500 · Misc expenses	27,937	21,831	25,473	16,355	13,434	13,434	-942	12,492
8600 · Business expenses								
8610 · Bad debt expense	0	-95	0	1,025	674	674	826	1,500
8640 · Bank Fees	7,101	6,244	5,133	4,689	5,619	5,619		5,619
8650 · Taxes - other	44	44	88	60	65	65		65
8670 · Organizational (corp) expenses	303	308	706	216	176	176		176
Total 8600 · Business expenses	7,448	6,501	5,927	5,990	6,534	6,534	826	7,360
7300 · Relocation								
7430 · KC Kickoff	6,125	0	0	0	0	0		0
7310 · Payroll	29,167	35,000	0	0	0	0		0
7315 · Payroll Taxes	2,231	0	0	0	0	0		0
7320 · Rent	13,024	15,629	0	0	0	0		0
7325 · Telephone	455	420	0	0	0	0		0
7330 · Postage and Shipping	282	468	0	0	0	0		0
7335 · Copies	50	60	0	0	0	0		0
7340 · Supplies	195	180	0	0	0	0		0
7350 · Mileage	431	517	0	0	0	0		0
7355 · Consulting	133	150	0	0	0	0		0
7360 · Meals and Entertainment	750	900	0	0	0	0		0
7365 · Dues and subscriptions	353	400	0	0	0	0		0
7370 · Equipment	88	100	0	0	0	0		0
7410 · Fund Development/KC	625	0	0	0	0	0		0
7420 · Relocation	4,442	0	920	0	0	0		0
Total 7300 · Relocation	58,351	53,824	920	0	0	0	0	0
Total Expense	335,124	320,851	313,236	222,296	206,174	206,174	-11,142	195,032
Net Ordinary Income	-40,718	-50,540	-66,693	-33,214	-11,273	-10,873	11,142	269
Other Income/Expense								
Other Expense								
9950 · Transfer to Restricted Funds	7,535	181	-3,710	-376	5,361	5,361		5,361
Total Other Expense	7,535	181	-3,710	-376	5,361	5,361	0	5,361
Net Other Income	-7,535	-181	3,710	376	-5,361	-5,361	0	-5,361

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Net Income	<u>-48,253</u>	<u>-50,721</u>	<u>-62,983</u>	<u>-32,838</u>	<u>-16,634</u>	<u>-16,234</u>	<u>11,142</u>	<u>-5,092</u>
			-211,429					

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Ordinary Income/Expense

Income

4000 · Contributed support

4010 · Indiv/business contribution Assume level contributions

4110 · Donated pro services - GAAP

4130 · Gifts in kind - goods

4140 · Grants Received

4150 · Donated use of facilities

4155 · Board Contributed Travel Expens

4560 · SMP Contributions

Total 4000 · Contributed support

5000 · Earned revenues

5110 · Publication sales - program-

5112 · Teller Page Listings-Storynet

5141 · Conference Sponsorships-Nonde

5150 · Program-related sales - other Round up

5180 · Conference & Other Program Fee Round up

5181 · Concert Tickets

5210 · Membership dues - individuals Round

5220 · Assessments & dues - orgs Round

5310 · Interest-savings/short-term inv

5450 · Advertising revenues Round

5475 · SIG Admin Fees Round

5476 · Grant Admin Fees

5477 · SMP Fees Earned Large one in 2019, probably nonrecurring

5478 · ETSU Admin Fees

5480 · Admin Fees, Other

5490 · Miscellaneous revenue Non recurring

5495 · Resource Room Admin Commiss

Total 5000 · Earned revenues

6900 · Assets released fr restrictions

6910 · Satisfaction of use restric Was restricted website revenue, none left

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Total 6900 · Assets released fr restrictions

Total Income

Cost of Goods Sold

6999 · Cost of Goods Sold

Total COGS

Gross Profit

Expense

7000 · Grant & contract expense

7019 · All Grants

7021 · Brimstone

7022 · Member Grants

7025 · Awards & grants - individuals

Total 7019 · All Grants

7050 · Specific assistance - ind

7070 · Grant Admin Fees

Total 7000 · Grant & contract expense

7200 · Salaries & related expenses

7220 · Salaries & wages - other Actual current salaries

7240 · Employee benefits - not pension

7250 · Payroll taxes

7200 · Payroll Processing Fee

Total 7200 · Salaries & related expenses

7500 · Other personnel expenses

7540 · Professional fees - other 2 mags not 3

7541 · Professional Fees Donated

7550 · Temporary help - contract QB help that didn't pan out

7555 · Other

7560 · Staff Recruitment Fees

Total 7500 · Other personnel expenses

8100 · Non-personnel expenses

8105 · Computer Equipment & Software Jot forms not used anymore

8110 · Supplies Rounding

8120 · Donated materials & supplies

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8130 · Telephone & telecommunications Rounding
8140 · Postage, shipping, delivery Rounding
8160 · Equip rental & maintenance
8170 · Printing & copying 1 less mag
8180 · Books, subscriptions, reference
Total 8100 · Non-personnel expenses
8200 · Occupancy expenses
8210 · Rent, parking, other occupancy
8220 · Utilities
8260 · Other
Total 8200 · Occupancy expenses
8300 · Travel & meetings expenses
8317 · Sponsored Honoraria
8315 · Sponsored Travel
8310 · Travel No board travel reported in 2019, 2020??
8311 · Travel-Donated
8320 · Conference,convention,meeting Reduce somewhere
8325 · Honoraria
8330 · Sound, technology
8300 · Travel & meetings expenses - Otr
Total 8300 · Travel & meetings expenses
8500 · Misc expenses
8510 · Interest expense - general
8516 · Marketing Expense Rounding
8520 · Insurance - non-employee
8530 · Membership dues - organization
8535 · Membership Database
8540 · Staff development
8545 · SIG Admin Fees
8547 · Grant Admin Fees
8555 · Program Related Fees
8560 · Outside computer services
8561 · Website Enhancement

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8590 · Other expenses	Nonrecurring
8591 · Reconciliation Discrepancies	
Total 8500 · Misc expenses	
8600 · Business expenses	
8610 · Bad debt expense	A lot in A/R which we'll never see
8640 · Bank Fees	
8650 · Taxes - other	
8670 · Organizational (corp) expenses	
Total 8600 · Business expenses	
7300 · Relocation	
7430 · KC Kickoff	
7310 · Payroll	
7315 · Payroll Taxes	
7320 · Rent	
7325 · Telephone	
7330 · Postage and Shipping	
7335 · Copies	
7340 · Supplies	
7350 · Mileage	
7355 · Consulting	
7360 · Meals and Entertainment	
7365 · Dues and subscriptions	
7370 · Equipment	
7410 · Fund Development/KC	
7420 · Relocation	
Total 7300 · Relocation	
Total Expense	
Net Ordinary Income	
Other Income/Expense	
Other Expense	
9950 · Transfer to Restricted Funds	
Total Other Expense	
Net Other Income	

7:45 AM
12/30/19
Accrual Basis

National Storytelling Network
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Net Income