

**National Storytelling Network**  
**Income and Expense Compared to Budget**  
 January through December 2020

	Jan - Dec 20	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4000 · Contributed support</b>			
4010 · Indiv/business contribution	53,051	29,000	24,051
4110 · Donated pro services - GAAP	14,000	5,000	9,000
4155 · Board Contributed Travel Expens	1,023	0	1,023
<b>Total 4000 · Contributed support</b>	<b>68,075</b>	<b>34,000</b>	<b>34,075</b>
<b>5000 · Earned revenues</b>			
5112 · Teller Page Listings-Storynet	4,820	4,600	220
5141 · Conference Sponsorships-Nondedu	0	8,000	-8,000
5150 · Program-related sales - other	5,924	3,600	2,324
5180 · Conference & Other Program Fees	74,033	87,500	-13,467
5210 · Membership dues - individuals	51,025	45,900	5,125
5220 · Assessments & dues - orgs	8,765	7,000	1,765
5310 · Interest-savings/short-term inv	1,175	1,070	105
5440 · Non-program sales	516	0	516
5450 · Advertising revenues	200	8,500	-8,300
5475 · SIG Admin Fees	3,150	2,200	950
5476 · Grant Admin Fees	0	131	-131
5477 · SMP Fees Earned	230	100	130
5478 · ETSU Admin Fees	500	400	100
5480 · Admin Fees, Other	9,975	0	9,975
5490 · Miscellaneous revenue	15,054	0	15,054
5495 · Resource Room Admin Commission	0	300	-300
<b>Total 5000 · Earned revenues</b>	<b>175,367</b>	<b>169,301</b>	<b>6,066</b>
<b>Total Income</b>	<b>243,442</b>	<b>203,301</b>	<b>40,141</b>
<b>Gross Profit</b>	<b>243,442</b>	<b>203,301</b>	<b>40,141</b>
<b>Expense</b>			
<b>7000 · Grant &amp; contract expense</b>			
<b>7019 · All Grants</b>			
7025 · Awards & grants - individuals	10,825	0	10,825
<b>Total 7019 · All Grants</b>	<b>10,825</b>	<b>0</b>	<b>10,825</b>
<b>Total 7000 · Grant &amp; contract expense</b>	<b>10,825</b>	<b>0</b>	<b>10,825</b>
<b>7200 · Salaries &amp; related expenses</b>			
7220 · Salaries & wages - other	76,700	73,000	3,700
7250 · Payroll taxes	5,327	5,584	-257
7260 · Payroll Processing Fee	84	0	84
<b>Total 7200 · Salaries &amp; related expenses</b>	<b>82,112</b>	<b>78,584</b>	<b>3,528</b>
<b>7500 · Other personnel expenses</b>			
7540 · Professional fees - other	504	7,408	-6,904
7542 · Professional Fees - Magazine	5,750	5,750	0
7560 · Staff Recruitment Fees	540	0	540
7580 · Donated pro services - GAAP	13,500	5,000	8,500
<b>Total 7500 · Other personnel expenses</b>	<b>20,294</b>	<b>18,158</b>	<b>2,136</b>
<b>8100 · Non-personnel expenses</b>			
8105 · Computer Equipment & Software	623	0	623
8110 · Supplies	1,181	1,600	-419
8130 · Telephone & telecommunications	1,052	1,600	-548
8140 · Postage, shipping, delivery	386	800	-414
8150 · Mailing services	88	0	88
8170 · Printing & copying	0	9,458	-9,458
8171 · Printing - Magazine	3,900	3,900	-1
8180 · Books, subscriptions, reference	1,010	700	310
8196 · Contributions SIGS to NSN	6,200	0	6,200
<b>Total 8100 · Non-personnel expenses</b>	<b>14,440</b>	<b>18,058</b>	<b>-3,618</b>

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	Jan - Dec 20	Budget	\$ Over Budget
<b>8300 · Travel &amp; meetings expenses</b>			
8310 · Travel	2,603	10,000	-7,397
8311 · Travel-Donated	749	0	749
8320 · Conference, convention, meeting	47,869	42,000	5,869
8325 · Honoraria	800	8,700	-7,900
8330 · Sound, technology, Zoom etc	3,718	4,680	-962
<b>Total 8300 · Travel &amp; meetings expenses</b>	<b>55,738</b>	<b>65,380</b>	<b>-9,642</b>
<b>8500 · Misc expenses</b>			
8510 · Interest expense - general	18	40	-22
8516 · Marketing Expense	724	600	124
8520 · Insurance - non-employee	1,155	2,595	-1,440
8530 · Membership dues - organization	589	150	439
8540 · Staff development	789	120	669
8545 · SIG Admin Fees	3,150	2,196	954
8546 · Grant Admin Fees	0	131	-131
8547 · Non-NSN Event Sponsorship	971	0	971
8560 · Outside computer svcs/Website	3,416	1,440	1,976
8561 · Website Enhancement	6,757	5,220	1,537
8590 · Other expenses	-1	0	-1
<b>Total 8500 · Misc expenses</b>	<b>17,568</b>	<b>12,492</b>	<b>5,076</b>
<b>8600 · Business expenses</b>			
8610 · Bad debt expense	0	1,500	-1,500
8640 · Bank Fees	3,696	5,619	-1,923
8650 · Taxes - other	0	65	-65
8670 · Organizational (corp) expenses	230	176	54
<b>Total 8600 · Business expenses</b>	<b>3,926</b>	<b>7,360</b>	<b>-3,434</b>
<b>Total Expense</b>	<b>204,903</b>	<b>200,032</b>	<b>4,871</b>
<b>Net Ordinary Income</b>	<b>38,539</b>	<b>3,269</b>	<b>35,270</b>
<b>Other Income/Expense</b>			
Other Expense			
9950 · Transfer to Restricted Funds	-4,268	5,361	-9,629
<b>Total Other Expense</b>	<b>-4,268</b>	<b>5,361</b>	<b>-9,629</b>
<b>Net Other Income</b>	<b>4,268</b>	<b>-5,361</b>	<b>9,629</b>
<b>Net Income</b>	<b>42,806</b>	<b>-2,092</b>	<b>44,898</b>