

Ohio State Beekeepers Association

Profit & Loss

January 1 through October 30, 2017

*Note: the year-end report will be published in the OSBA Newsletter

Not all conference income has been deposited from Paypal according to a policy created after last year's facility electrical issue.

	<u>Jan 1 - Oct 30, 17</u>
Ordinary Income/Expense	
Income	
4-H program	10.00
ADK-OSBA revenue	
ADK Manual	2,279.72
ADK shipping	866.30
Apiary Diagnostic KIT	9,208.50
Total ADK-OSBA revenue	<u>12,354.52</u>
ADK Grant	
ADK Project-in kind	
ADK- mileage in kind	386.50
ADK in kind volunteer TIME	6,175.00
ADK Project-in kind - Other	893.48
Total ADK Project-in kind	<u>7,454.98</u>
Dept. of Ag reimbursement	36,402.71
Total ADK Grant	<u>43,857.69</u>
Affiliate Services	
Affiliate member fee	916.48
Application fee	225.00
Total Affiliate Services	<u>1,141.48</u>
Conference	
Conf.- Lunch	1,260.00
Conference- Registration	3,589.00
Conference-VENDORS	
2017 Conference Table	1,200.00
booth at conference- 1 table	
Addl table 8x8 section	180.00
booth at conference- 1 table - C	80.00
Total booth at conference- 1 table	<u>260.00</u>
Next Year's Conference-Pre-Paid	-45.00
Total Conference-VENDORS	<u>1,415.00</u>
Conference ADS	
Full page ad	200.00
Half page ad	25.00
Quarter page ad	10.00
Total Conference ADS	<u>235.00</u>
Conference BREAK SPONSOR	200.00
Total Conference	<u>6,699.00</u>
Direct Public Support	

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Individ, Business Contributions	20.00
Direct Public Support - Other	46.40
Total Direct Public Support	66.40
DVD- educational program	
DVD EVENT income	60.00
DVD ONLINE income	2,123.89
DVDs wholesale	800.00
Total DVD- educational program	2,983.89
General donations	
Amazon SMILE	61.28
General donations - Other	905.91
Total General donations	967.19
Gifts in Kind	
In-Kind (mileage)	22.50
In-Kind services, supplies	4,055.03
Total Gifts in Kind	4,077.53
Interest Income	0.27
Master Beekeeping Program	
Apprentice \$15	210.00
Journeyman- \$20	100.00
Total Master Beekeeping Program	310.00
Member dues	
Family members- \$25	5,150.00
Individual member- \$20	5,980.00
Lifetime membership- \$200	2,400.00
Senior member- \$15	3,780.00
Student member- \$15	75.00
Total Member dues	17,385.00
Newsletter advertising	4,897.00
Ohio State Fair Income	
Ohio State Fair Vendor Income	1,575.00
Seeds at Ohio State Fair booth	2,894.50
Total Ohio State Fair Income	4,469.50
OSBA License Plate	7,466.32
Other Types of Income	
Miscellaneous Revenue	2,583.05
Total Other Types of Income	2,583.05
Save the Honey Bee Stickers	240.50
Seeds-Pollinator Habitat	
Seed sales donation from OPN	494.91
Seeds sold at event tables	320.00
Total Seeds-Pollinator Habitat	814.91
Volunteer storage for OSBA	-1,125.00
Volunteer Time	-10,350.00
Volunteer Travel	-465.70

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Total Income	98,383.55
Gross Profit	98,383.55
Expense	
4-H Program expenses	
4-H beekeeping supplies	1,920.40
4-H program POSTAGE	39.00
Total 4-H Program expenses	1,959.40
ADK-OSBA Program	
ADK-OSBA-postage and shipping	1,041.43
ADK-OSBA kit supplies	1,126.30
ADK-OSBA printing	2,867.53
ADK-OSBA Program - Other	-20.00
Total ADK-OSBA Program	5,015.26
ADK Project	
ADK -postage and shipping	6,522.45
ADK instructor TRAVEL	
OSBA cash contribution to grant	793.26
ADK instructor TRAVEL - Other	2,223.23
Total ADK instructor TRAVEL	3,016.49
ADK Instructors	2,500.00
ADK printing	3,345.48
ADK Project- marketing, educ.	1,248.54
ADKit supplies	1,862.24
Total ADK Project	18,495.20
Advocacy	152.95
Bank and PayPal fees	
Bank fees	154.50
Paypal fees	911.50
Total Bank and PayPal fees	1,066.00
Business Expenses	
Business Registration Fees	875.00
Total Business Expenses	875.00
Committee expenses	
Master Beekeeping Prog Exp	
Master Bkng- supplies	35.00
Total Master Beekeeping Prog Exp	35.00
Total Committee expenses	35.00
Conference Exp.	
Conference- Printing	742.50
Conference- Speakers	516.60
Conference-Marketing	1,394.35
opening cash	200.00
Refunds to vendors	25.00

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Total Conference Exp.	2,878.45
DVD Education production costs	
DVD printing	1,053.98
DVD shipping expenses	371.25
Total DVD Education production costs	<u>1,425.23</u>
Facilities and Equipment	
Equip Rental and Maintenance	66.50
Total Facilities and Equipment	<u>66.50</u>
Member dues to outside groups	245.00
Newsletter	3,873.33
Office Expenses	
Office Exp-Treasurer	221.80
Total Office Expenses	<u>221.80</u>
Ohio State Fair exp	
4-H at the fair	-252.81
Fair booth Manager	525.00
Honey bees	165.00
Honey Judging at Fair	200.00
Mileage	435.10
OSBA's Booth Fee to State Fair	1,500.00
Seed sales- Circa Seeds	1,447.25
State Fair- Honey Queen	150.00
State Fair Printing	417.00
State Fair supplies	224.62
Total Ohio State Fair exp	<u>4,811.16</u>
Operations	
Insurance - Liability, D and O	
D & O Insurance	901.00
Property and Liability insur.	847.00
Total Insurance - Liability, D and O	<u>1,748.00</u>
Postage, Mailing Service	752.66
Printing and Copying	55.89
Strategic Planning	1,925.19
Supplies	21.35
Website, email software	198.00
Total Operations	<u>4,701.09</u>
Other Types of Expenses	
Other Costs	2,660.24
Total Other Types of Expenses	<u>2,660.24</u>
Promotion of OSBA	
event table opening cash	-100.00
Facebook ad	10.60
New OSBA member marketing	965.97
OSBA- BMP Brochure	600.00
OSBA basic brochure	300.00

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PR & Educ -beekeeping suppliers	7.19
Save Honey Bee Stickers	294.66
Table rental & sponsorship	310.00
Travel expenses	841.20
Total Promotion of OSBA	<u>3,229.62</u>
Reconciliation Discrepancies	-0.07
Seeds- Pollinator Habitat mix	
Poll. Seeds Marketing	300.00
Seeds- Ohio Oasis Mix packets	325.44
Total Seeds- Pollinator Habitat mix	<u>625.44</u>
Travel- Board members	680.64
Travel and Meetings	
Travel	0.00
Total Travel and Meetings	<u>0.00</u>
Total Expense	<u>53,017.24</u>
Net Ordinary Income	<u>45,366.31</u>
Net Income	<u><u>45,366.31</u></u>