

California Native Plant Society  
Profit and Loss DRAFT  
From 04/01/2021 to 06/30/2021

	06/30/2021 Actual	06/30/2020 Actual	2021-22 Budget
Revenues			
Contributions			
4010 Contribution - Ind	269,821	211,069	595,000
4020 Contribution - Org	27,631	19,771	0
4030 Contribution - Bequests	40,916	1,333	400,000
5210 Membership - Ind	174,178	148,817	575,000
5220 Membership - Org	<u>4,460</u>	<u>2,800</u>	<u>10,000</u>
Total Contributions	517,006	383,790	1,580,000
Grants	58,170	34,840	357,500
Contracts	175,947	160,163	1,117,936
Programs	7,438	13,345	38,200
Investments	24,670	115,956	211,000
Satisfaction of Use Restriction			
6100 Restricted Income	(561,249)	(64,513)	(407,500)
6110 Satisfaction of Use	<u>336,578</u>	<u>227,846</u>	<u>2,495,237</u>
Total Satisfaction of Use Restriction	(224,672)	<u>163,333</u>	<u>2,087,737</u>
Total Revenues	<u>558,558</u>	<u>871,428</u>	<u>5,392,373</u>
Sales (net)			
Sales	20,654	12,952	64,500
Cost of Goods Sold	(8,970)	(5,596)	(30,000)
Total Sales (net)	<u>11,684</u>	<u>7,356</u>	<u>34,500</u>
Total Revenue	<u>570,243</u>	<u>878,784</u>	<u>5,426,873</u>
Expenditures			
Personnel	778,945	606,511	4,334,893
Professional Fees	104,546	54,131	1,005,568
Print, Mail & Postage	54,382	37,842	200,117
Occupancy	31,044	17,784	127,602
Telephone/Web Hosting	12,811	8,335	18,075
Travel	33,229	21,883	114,805
Dues & Subscriptions	18,973	7,540	37,114
Miscellaneous *	<u>49,937</u>	<u>58,419</u>	<u>217,619</u>
Total Expenditures	<u>1,083,866</u>	<u>812,445</u>	<u>6,055,793</u>
Net Revenue Over Expenditures	(513,623)	<u>66,339</u>	(628,920)