

California Native Plant Society
Profit and Loss DRAFT
From 04/01/2021 to 12/31/2021

	12/31/2021 Actual	12/31/2020 Actual	2021-22 Budget
Revenues			
Contributions			
4010 Contribution - Ind	785,678	908,961	595,000
4020 Contribution - Org	68,970	489,302	0
4030 Contribution - Bequests	1,609,880	27,454	400,000
5210 Membership - Ind	534,228	712,645	575,000
5220 Membership - Org	<u>11,245</u>	<u>13,567</u>	<u>10,000</u>
Total Contributions	3,010,001	2,151,929	1,580,000
Grants	798,023	1,041,663	357,500
Contracts	798,508	818,380	1,117,936
Programs	21,013	21,725	38,200
Investments	30,119	158,105	211,000
Satisfaction of Use Restriction			
6100 Restricted Income	(2,385,217)	(1,069,975)	(407,500)
6110 Satisfaction of Use	<u>1,537,872</u>	<u>1,246,764</u>	<u>2,495,237</u>
Total Satisfaction of Use Restriction	(847,345)	176,789	2,087,737
Total Revenues	<u>3,810,317</u>	<u>4,368,590</u>	<u>5,392,373</u>
Sales (net)			
Sales	64,426	63,559	64,500
Cost of Goods Sold	(25,356)	(35,181)	(30,000)
Total Sales (net)	<u>39,069</u>	<u>28,379</u>	<u>34,500</u>
Total Revenue	<u>3,849,386</u>	<u>4,396,969</u>	<u>5,426,873</u>
Expenditures			
Personnel	2,943,292	2,622,611	4,334,893
Professional Fees	407,818	438,919	1,005,568
Print, Mail & Postage	216,977	155,819	200,117
Occupancy	118,048	106,026	127,602
Telephone/Web Hosting	37,179	34,568	18,075
Travel	82,913	85,715	114,805
Dues & Subscriptions	58,769	54,537	37,114
Miscellaneous *	<u>347,551</u>	<u>233,228</u>	<u>217,619</u>
Total Expenditures	<u>4,212,547</u>	<u>3,731,423</u>	<u>6,055,793</u>
Net Revenue Over Expenditures	(363,161)	665,546	(628,920)

* Includes: insurance, subventions, nursery grants, credit card processing, supplies, etc.