9/30/2023 Profit & Loss

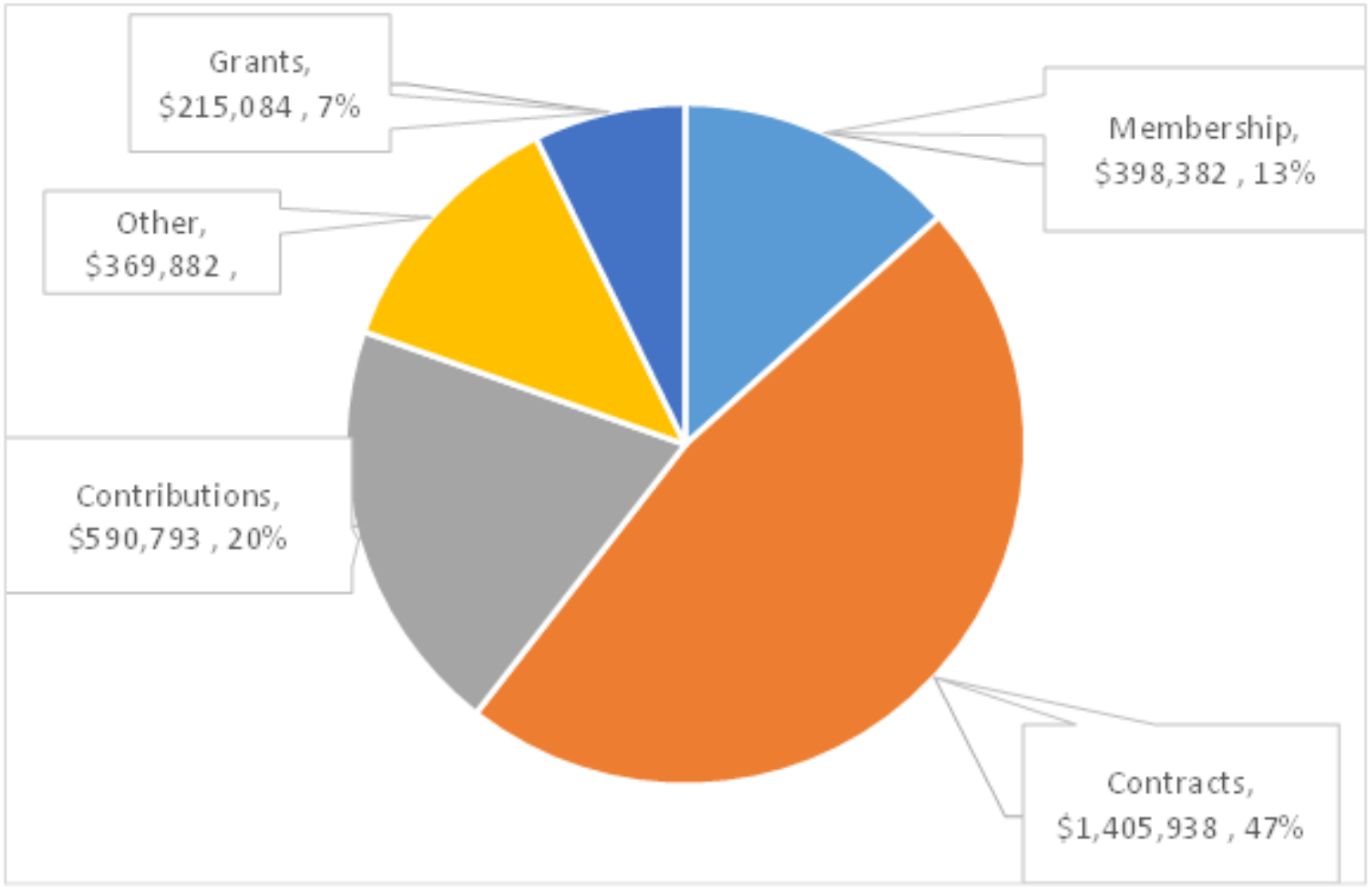
California Native Plant Society

California Native Plant Society
Profit and Loss DRAFT
From 04/01/2023 to 09/30/2023

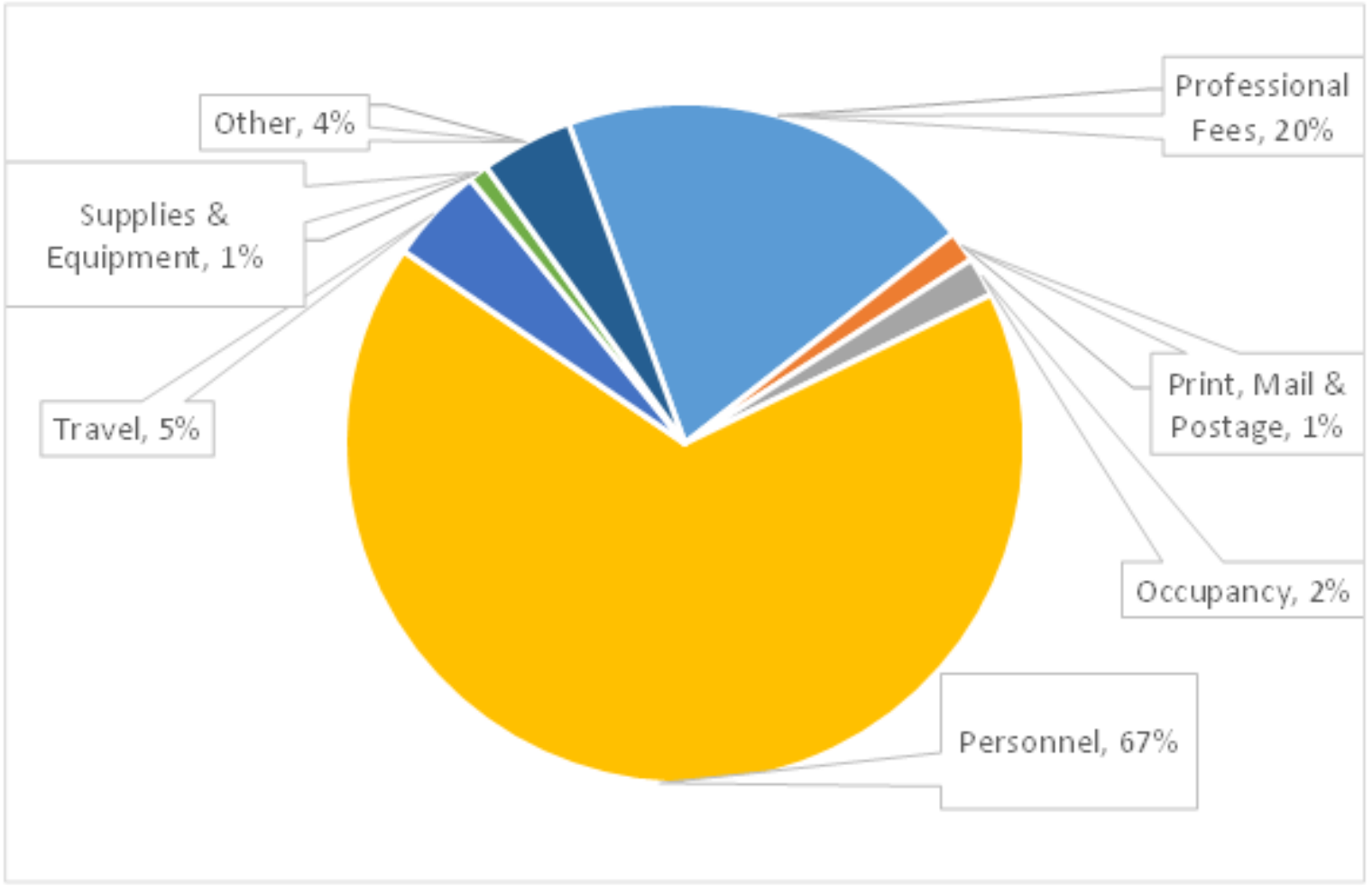
	09/30/2022 Actual	09/30/2023 Actual	2023-24 Budget	% of Budget
Revenues				
Contributions				
Contribution - Ind	324,131	391,153	1,070,000	37%
Contribution - Org	398,138	27,846	0	
Contribution - Bequests	1,405,627	4,107	160,000	3%
Membership - Ind	411,603	390,427	831,000	47%
Membership - Org	10,088	7,955	12,000	66%
Total Contributions	2,549,587	821,488	2,073,000	40%
Grants	99,500	215,084	477,000	45%
Contracts	1,031,310	1,405,938	2,802,393	50%
Programs	557,642	53,226	48,000	111%
Investments	(484,640)	300,469	311,000	97%
Satisfaction of Use Restriction				
Restricted Income	(2,093,460)	(304,863)	(709,500)	43%
Satisfaction of Use	1,434,741	472,550	1,855,003	25%
Total Satisfaction of Use Restriction	(658,719)	167,687	1,145,503	15%
Total Revenues	3,094,679	2,963,892	6,856,896	43%
Sales (Net)				
Sales	35,736	30,357	62,700	48%
Cost of Goods Sold	(14,718)	(14,170)	(27,000)	52%
Total Sales (Net)	21,018	16,188	35,700	45%
Total Revenue	3,115,697	2,980,080	6,892,596	43%
Expenditures				
Personnel	2,326,794	2,591,320	6,068,548	43%
Professional Fees	516,846	776,465	1,349,043	58%
Print, Mail & Postage	128,023	57,522	338,659	17%
Occupancy	73,078	56,665	83,900	68%
Telephone/Web Hosting	30,263	16,504	35,334	47%
Travel	136,333	178,715	350,081	51%
Dues & Subscriptions	27,164	49,966	82,034	61%
Supplies & Equipment	52,946	36,213	83,827	43%
Other *	158,232	119,627	313,515	38%
Total Expenditures	3,449,677	3,882,997	8,704,941	45%
Net Revenue Over Expenditures	(333,980)	(902,918)	(1,812,345)	50%

* Includes: conference, insurance, subventions, grants, credit card fees, advertising, and training.

REVENUE


Grants, $215,084 , 7%
Membership, $398,382 , 13%
Other, $369,882 ,
Contributions, $590,793 , 20%
Contracts, $1,405,938 , 47%

EXPENSE


Other, 4%
Professional Fees, 20%
Supplies & Equipment, 1%
Travel, 5%
Print, Mail & Postage, 1%
Occupancy, 2%
Personnel, 67%