

International Organic Inspectors Association Revenue & Expense Budget vs. Actual January through December 2020

	A	B	C	D	E	F	G	H	I	J
1										
2								Jan - Dec 20		Budget
3			Income							
4				Membership Income						
5							Annual Meeting	2,288.21		800.00
6							Inspector Accreditation	250.00		300.00
7							Membership Dues			
8							2018 Dues	-200.00		
9							2019 Dues	260.00		
10							2020 Dues	18,540.00		25,000.00
11							2021 Dues	62,345.00		71,000.00
12							Total Membership Dues	80,945.00		96,000.00
13							Total Membership Income	83,483.21		97,100.00
14				Other Income						
15							Capital Credits	45.99		30.00
16							Coffee	2,228.00		1,500.00
17							Dividend Income	267.67		300.00
18							Donations	2,035.15		5,500.00
19							Interest	3,602.58		3,500.00
20							Peer Evaluation	4,050.00		37,000.00
21							Photocopies	50.00		50.00
22							Total Other Income	12,279.39		47,880.00
23				Resource Sales						
24							Books	0.00		100.00
25							Caps	200.00		400.00
26							IOIA Manuals			
27							IFOAM/IOIA Manual	1,920.00		1,500.00
28							Total IOIA Manuals	1,920.00		1,500.00
29							Newsletter Subscriptions	150.00		100.00
30							Transcripts	230.00		20.00
31							Total Resource Sales	2,500.00		2,120.00
32				Training Income						
33							Cosponsor-Managed Trainings	66,988.72		100,000.00
34							IOIA-Managed Trainings			
35							2019 Webinars	2,225.00		
36							2019 East Coast (IND)	1,968.75		
37							2019 Kentucky	0.00		
38							2020 East Coast (ME)	500.00		80,000.00
39							2020 East Coast (SC)	6,898.72		40,000.00
40							2020 East Coast (VT)	0.00		80,000.00
41							2020 Field Trainings	0.00		20,000.00
42							2020 Live On-Line Basic			
43							2020 Crop Training May 18-22	24,345.61		
44							2020 Crop Training April-May	13,855.00		

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45							2020 Crop Training June 1-5	12,825.00		
46							2020 Crop Training June 22-26	23,450.00		
47							2020 Live On-line Livestock Jul	17,050.00		
48							2020 Live On-line Livestock May	23,800.00		
49							2020 Live On Line Crop October	14,925.00		
50							2020 Live On Line December	23,275.00		
51							2020 Live On Line Process Oct	19,150.00		
52							2020 Live Online Processing Jul	17,775.00		
53							2020 Live Online Processing Jun	12,850.00		
54							Live On Line Crop September	12,650.00		
55							Total 2020 Live On-Line Basic	215,950.61		
56							2020 Midwest (MN)	0.00		100,000.00
57							2020 OILC Project	100,000.00		
58							2020 Other Trainings			
59							2020 Remote Inspection Training	16,905.00		
60							2020 Other Trainings - Other	0.00		15,000.00
61							Total 2020 Other Trainings	16,905.00		15,000.00
62							2020 SDL (On-line learning)			
63							2020 AGA Grassfed Dairy	1,075.00		
64							2020 Dairy Feed Audit	356.52		
65							2020 SDL (On-line learning) - Other	0.00		20,000.00
66							Total 2020 SDL (On-line learning)	1,431.52		20,000.00
67							2020 Texas Advanced	14,391.79		7,500.00
68							2020 Training Grants - CARES	12,500.00		
69							2020 Webinars	110,825.50		105,000.00
70							2020 West Coast (OR)	3,016.00		80,000.00
71							2021 Live On-Line Basic	2,431.40		
72							2021 Webinars	4,362.08		
73							Total IOIA-Managed Trainings	493,406.37		547,500.00
74							Total Training Income	560,395.09		647,500.00
75							Total Income	658,657.69		794,600.00
76							Cost of Goods Sold			
77							Cost of Goods Sold	3,090.48		3,000.00
78							Total COGS	3,090.48		3,000.00
79							Gross Profit	655,567.21		791,600.00
80							Expense			
81							Bad Debts	350.00		
82							Coffee Expense	0.00		
83							Committee Expense			
84							Asia Committee	752.87		1,500.00
85							Bylaws	0.00		100.00
86							Canadian	0.00		2,000.00

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2								Jan - Dec 20		Budget
87						Ethics		0.00		1,000.00
88						Latin American		0.00		500.00
89						Membership		0.00		100.00
90						Peer Evaluation/Accreditation		49.36		250.00
91						Policy Committee		0.00		250.00
92						Rep on NON-IOIA Committee		0.00		500.00
93						Total Committee Expense		802.23		6,200.00
94						Contract Labor				
95						Newsletter Editor		5,000.00		5,000.00
96						Peer Evaluation		315.00		4,000.00
97						Policy Committee		5,250.00		4,000.00
98						SDL (On-line learning)		6,243.75		10,000.00
99						Contract Labor - Other		37,793.75		10,600.00
100						Total Contract Labor		54,602.50		33,600.00
101						Depreciation Expense		1,158.04		2,000.00
102						Donation		0.00		100.00
103						Fundraising		165.00		500.00
104						Office and Operating Expense				
105						Direct Staff Expenses				
106						Bonuses		4,000.00		4,000.00
107						Employee Benefits		14,550.00		18,000.00
108						Executive Assistant		12,152.89		5,000.00
109						Executive Director Salary		71,500.00		71,500.00
110						Professional Development		899.00		1,000.00
111						Staff Travel		3,041.43		6,250.00
112						Support Staff		38,714.72		62,000.00
113						Taxes, Soc. Security, Medicare		19,045.10		28,000.00
114						Unemployment		484.13		2,800.00
115						Workers Compensation		989.07		2,500.00
116						Total Direct Staff Expenses		165,376.34		201,050.00
117						Operational Expenses				
118						Accounting		2,997.08		4,000.00
119						Bank Service Charges		2,277.68		2,000.00
120						Building Expense				
121						Property Taxes		450.20		500.00
122						Building Expense - Other		329.31		1,000.00
123						Total Building Expense		779.51		1,500.00
124						Contingency Fund		309.00		500.00
125						Dues and Subscriptions		2,644.44		2,500.00
126						Insurance		7,508.40		7,000.00
127						IT & Social Media		44,700.51		5,000.00
128						Legal Fees		689.05		2,000.00

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1										
2								Jan - Dec 20		Budget
129							Newsletter	845.50		750.00
130							Office Equipment	-96.44		1,000.00
131							Office Supplies	1,021.73		2,250.00
132							Postage and Delivery	593.50		1,500.00
133							Printing and Reproduction	367.90		350.00
134							Promotion	2,400.76		6,000.00
135							Resource Purchases	0.00		100.00
136							Telephone	4,055.07		4,500.00
137							Utilities	3,301.91		3,300.00
138							Website	245.00		200.00
139							Total Operational Expenses	74,640.60		44,450.00
140							Other Operating Expenses			
141							Annual Meeting Expense	7,403.42		5,000.00
142							Board of Directors			
143							BOD Retreat	6,085.11		6,500.00
144							BOD Travel	5,305.40		10,500.00
145							Conference Calls	10.88		100.00
146							Board of Directors - Other	250.00		
147							Total Board of Directors	11,651.39		17,100.00
148							Total Other Operating Expenses	19,054.81		22,100.00
149							Total Office and Operating Expense	259,071.75		267,600.00
150							Peer Evaluation	4,325.24		36,000.00
151							Scholarships			
152							Community InitiativeScholarship	0.00		1,500.00
153							Rutherford Scholarship	0.00		1,500.00
154							Total Scholarships	0.00		3,000.00
155							Training Expense			
156							Cosponsor-ManagedTrainings			
157							International Training Mgmt	11,343.97		18,000.00
158							Other Expenses			
159							BC Advanced Training	282.10		
160							Other Expenses - Other	5,066.73		5,000.00
161							Total Other Expenses	5,348.83		5,000.00
162							Trainer Expenses	25,815.00		42,000.00
163							Cosponsor-ManagedTrainings - Other	0.00		
164							Total Cosponsor-ManagedTrainings	42,507.80		65,000.00
165							IOIA-Managed Trainings			
166							2018 East Coast (VT)	0.00		
167							2018 Webinars	0.00		
168							2019 Kentucky	72.50		
169							2019 East Coast (Indiana)	2,374.17		
170							2019 Midwest (Iowa)	0.00		

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1										
2								Jan - Dec 20		Budget
171							2019 Other Trainings			
172							2020 Advanced SK	14.40		
173							Total 2019 Other Trainings	14.40		
174							2019 Texas	0.00		
175							2019 Webinars	111.17		
176							2019 West Coast (CA)	0.00		
177							2020 Advanced Texas	19,885.81		5,000.00
178							2020 East Coast (ME)	1,390.72		44,000.00
179							2020 East Coast (SC)	10,523.72		22,000.00
180							2020 East Coast (Vermont)	5,180.66		44,000.00
181							2020 Field Trainings	186.00		15,000.00
182							2020 Live On-line Trainings			
183							2020 Live On-Line Crop Training	50,271.95		
184							2020 Live On-line Livestock	19,304.85		
185							2020 Live On-line Processing	23,562.44		
186							2020 Live On-line Trainings - Other	-10,873.17		
187							Total 2020 Live On-line Trainings	82,266.07		
188							2020 Midwest (MN)	8,780.37		64,000.00
189							2020 OILC Project	83,045.00		
190							2020 On-Line Learning	0.00		
191							2020 Other Trainings			
192							2020 Remote Training Inspection	17,101.92		
193							2020 Other Trainings - Other	0.00		10,000.00
194							Total 2020 Other Trainings	17,101.92		10,000.00
195							2020 SDL (On-line Learning)	5,736.00		5,000.00
196							2020 Webinars	65,269.48		55,000.00
197							2020 West Coast (OR)	1,427.34		44,000.00
198							2021 Webinars	37.45		
199							Total IOIA-Managed Trainings	303,402.78		308,000.00
200							Training Institute & Advisory			
201							Training Development	20,000.00		20,000.00
202							Total Training Institute & Advisory	20,000.00		20,000.00
203							Training Services Director	49,598.64		49,600.00
204							Total Training Expense	415,509.22		442,600.00
205							Total Expense	735,983.98		791,600.00
206							Net Income	-80,416.77		0.00

International Organic Inspectors Association
Balance Sheet
As of December 31, 2020

	A	B	C	D	E	F	G
1							
2					Dec 31, 20		Dec 31, 19
3	ASSETS						
4	Current Assets						
5		Checking/Savings					
6			1st Bank CD (4595) Mat 1/15/21	119,570.84			144,535.78
7			Montana Checking	30,479.68			30,165.16
8			Montana Paypal	2,060.64			8,184.30
9			Montana Savings	99,498.41			66,488.33
10			Petty Cash	112.66			129.71
11			Stockman MM Savings	147,855.64			140,807.93
12			Total Checking/Savings	399,577.87			390,311.21
13		Accounts Receivable					
14			Accounts Receivable	-224.08			50.92
15			Total Accounts Receivable	-224.08			50.92
16		Other Current Assets					
17			CDs held for Accreditation	0.00			87,645.72
18			Equipment	17,949.01			17,949.01
19			Inventory Asset	2,570.15			2,674.82
20			Undeposited Funds	-109.00			391.00
21			Total Other Current Assets	20,410.16			108,660.55
22			Total Current Assets	419,763.95			499,022.68
23		Fixed Assets					
24		Building					
25			Acquisition Cost	5,968.20			5,968.20
26			Market Value Adjustmt	29,031.80			29,031.80
27			Building - Other	3,768.86			3,768.86
28			Total Building	38,768.86			38,768.86
29			Total Fixed Assets	38,768.86			38,768.86
30		Other Assets					
31			Accumulated Depreciation	-20,012.23			-18,854.19
32			Total Other Assets	-20,012.23			-18,854.19
33			TOTAL ASSETS	438,520.58			518,937.35
34	LIABILITIES & EQUITY						
35		Equity					
36			Contributed Property-FMValue	29,031.80			29,031.80
37		Restricted					
38			Scholarship Travel Fund	1,598.00			1,598.00
39			Total Restricted	1,598.00			1,598.00
40			Retained Funds	488,307.55			486,250.23
41			Net Income	-80,416.77			2,057.32
42			Total Equity	438,520.58			518,937.35
43			TOTAL LIABILITIES & EQUITY	438,520.58			518,937.35