

International Organic Inspectors Association Revenue & Expense Budget Overview

January through December 2021

	<u>Jan - Dec 21</u>
Income	
Membership Income	
Annual Meeting	250.00
Inspector Accreditation	250.00
Membership Dues	85,000.00
Total Membership Income	<u>85,500.00</u>
Other Income	
Coffee	2,000.00
Donations/Fundraising/Development	42,000.00
Dividends/Capital Credits	340.00
Interest	2,500.00
Peer Evaluation	15,000.00
Photocopies	50.00
Total Other Income	<u>61,890.00</u>
Resource Sales	
Books	100.00
Caps	200.00
IOIA Manuals	1,500.00
Newsletter Subscriptions	100.00
Transcripts	100.00
Total Resource Sales	<u>2,000.00</u>
Training Income	
Cosponsor-Managed Trainings	65,000.00
IOIA-Managed Trainings	485,000.00
Total Training Income	<u>550,000.00</u>
Total Income	<u>699,390.00</u>
Cost of Goods Sold	
Cost of Goods Sold	2,000.00
Total COGS	<u>2,000.00</u>
Gross Revenue	<u>697,390.00</u>

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	Jan - Dec 21
Expense	
Office and Operating Expense	
Direct Staff Expenses	
Bonuses & Employee Benefits	18,000.00
Executive Director Salary	80,000.00
Executive Assistant	18,600.00
Professional Development	1,000.00
Staff Travel	3,000.00
Support Staff & Contract Labor	133,000.00
Taxes, FICA, UI, & Workers Comp	26,000.00
Total Direct Staff Expenses	279,600.00
Operational Expenses	
Accounting & Bank Service Charges	6,300.00
Annual Meeting Expense	1,000.00
Board of Directors	2,550.00
Building Expense	1,500.00
Committee Expense	4,200.00
Contingency Fund	500.00
Depreciation Expense	2,000.00
Dues and Subscriptions	3,000.00
Insurance	7,750.00
IT, Social Media & Website	62,050.00
Legal Fees	2,000.00
Miscellaneous Expense	150.00
Newsletter	1,000.00
Office Equipment & Supplies	2,200.00
Postage and Delivery	750.00
Printing and Copies	450.00
Promotion & Fundraising	3,650.00
Telephone	4,500.00
Utilities	3,300.00
Total Operational Expenses	108,850.00
Total Office and Operating Expense	388,450.00
Peer Evaluation	12,500.00
Training Expense	
Scholarships	4,500.00
Cosponsor-Managed Trainings	60,000.00
IOIA-Managed Trainings	263,000.00
Training Institute & Advisory	30,000.00
Training Services Director	
Total Training Expense	357,500.00
Total Expense	758,450.00
Net Income	-61,060.00