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 03/04/14  
 Accrual Basis

**Phi Beta Delta Honor Society**  
**Profit & Loss**  
 July 2012 through June 2013

	Jul '12 - Jun 13
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Contributions and Sponsorships</b>	
Contribution Revenue	1,915.00
<b>Total Contributions and Sponsorships</b>	1,915.00
<b>Dues &amp; Induction Fees</b>	
New Members	81,716.00
Continuing Members	6,735.00
Member Supplies	2,701.00
<b>Total Dues &amp; Induction Fees</b>	91,152.00
Chartering and Petitioning Fees	250.00
Conference Revenue	7,710.00
<b>Interest Income</b>	
Interest Income	3.29
Interest Income - Endowment	537.98
<b>Total Interest Income</b>	541.27
<b>Gift Shop Income</b>	
Shipping Income	1,052.50
Honor Cords & Stoles	1,360.00
Polo Shirts	30.00
Silver Mugs	46.00
Quill Pens	45.00
T-Shirt	27.00
Gift Shop Income - Other	97.10
<b>Total Gift Shop Income</b>	2,657.60
<b>Total Income</b>	104,225.87
<b>Cost of Goods Sold</b>	
Cost of Goods Sold	12,148.18
<b>Total COGS</b>	12,148.18
<b>Gross Profit</b>	92,077.69
<b>Expense</b>	
<b>Salaries &amp; Benefits</b>	
Student Workers	9,205.00
Salary - Executive Director	18,391.74
Secretarial and Administrative	24,459.03
Payroll Tax Expense	2,203.30
Payroll Expenses	1,788.38
<b>Total Salaries &amp; Benefits</b>	56,047.45
<b>Program</b>	
<b>Conference Awards</b>	
Merchant	500.00
Staff Award	750.00
Student Awards	500.00
Faculty Awards	750.00
Conference Awards - Other	513.00
<b>Total Conference Awards</b>	3,013.00
<b>Medallions, Flags</b>	
Medallion Expense	0.00
Flags	100.66
Other	0.00
<b>Total Medallions, Flags</b>	100.66

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<b>Conference Costs</b>	
Airfare	50.00
Board Reimbursements	2,600.00
Lodging	8,235.68
Miscellaneous (Conf)	2,000.00
Printing	403.00
<b>Total Conference Costs</b>	<u>13,288.68</u>
<b>Total Program</b>	16,402.34
<b>Development Expenses</b>	
Chapter Development	100.00
NAFSA Nat'l Conference/Promotio	1,131.58
Development Expenses - Other	719.17
<b>Total Development Expenses</b>	<u>1,950.75</u>
<b>General and Administrative</b>	
Accounting	2,695.05
Bank Fee	456.00
Insurance	2,076.74
Legal	61.25
Licenses & Taxes	1,060.00
Miscellaneous	741.50
Paypal fees	1,087.92
Promotion	100.00
Shipping	605.65
Web Site	415.36
<b>Executive Office Expenses</b>	
Office Supplies	571.83
Postage	3,577.00
Printing & Duplicating	1,087.10
Telephone and Fax	569.28
Executive Office Expenses - Other	50.00
<b>Total Executive Office Expenses</b>	<u>5,855.21</u>
<b>Total General and Administrative</b>	<u>15,154.68</u>
<b>Total Expense</b>	<u>89,555.22</u>
<b>Net Ordinary Income</b>	2,522.47
<b>Other Income/Expense</b>	
Other Expense	
Tax Expense	-43.30
<b>Total Other Expense</b>	<u>-43.30</u>
<b>Net Other Income</b>	<u>43.30</u>
<b>Net Income</b>	<u><u>2,565.77</u></u>