

# CA SOCIETY OF TAX CONSULTANTS

## BALANCE SHEET

As of October 31, 2020

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
10001 Checking-Wells Fargo	110,839.08
10002 Savings-Wells Fargo	80,614.90
<b>Total Bank Accounts</b>	<b>\$191,453.98</b>
Other Current Assets	
12400 Sales Tax Receivable	793.00
<b>Total Other Current Assets</b>	<b>\$793.00</b>
<b>Total Current Assets</b>	<b>\$192,246.98</b>
<b>TOTAL ASSETS</b>	<b>\$192,246.98</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
21000 CURRENT LIABILITIES	0.00
21025 Due to Chapter	31,502.20
<b>Total 21000 CURRENT LIABILITIES</b>	<b>31,502.20</b>
<b>Total Other Current Liabilities</b>	<b>\$31,502.20</b>
<b>Total Current Liabilities</b>	<b>\$31,502.20</b>
<b>Total Liabilities</b>	<b>\$31,502.20</b>
Equity	
30010 Fund Balance	146,035.19
Net Income	14,709.59
<b>Total Equity</b>	<b>\$160,744.78</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$192,246.98</b>

# CA SOCIETY OF TAX CONSULTANTS

BUDGET VS. ACTUALS: FY\_2020\_2021 - FY21 P&L

July - October, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
41000 EDUCATION EVENTS	31,153.00	162,500.00	-131,347.00	19.17 %
44000 MEMBERSHIP	59,212.50	111,200.00	-51,987.50	53.25 %
44045 TaxBook Member Benefit	970.00		970.00	
45000 OTHER REVENUE	3,202.72	3,650.00	-447.28	87.75 %
<b>Total Income</b>	<b>\$94,538.22</b>	<b>\$277,350.00</b>	<b>\$ -182,811.78</b>	<b>34.09 %</b>
<b>GROSS PROFIT</b>	<b>\$94,538.22</b>	<b>\$277,350.00</b>	<b>\$ -182,811.78</b>	<b>34.09 %</b>
<b>Expenses</b>				
50000 EDUCATION EXPENSE	22,795.55	82,000.00	-59,204.45	27.80 %
53000 MEETINGS		7,600.00	-7,600.00	
54000 MEMBER BENEFITS	1,500.00	1,500.00	0.00	100.00 %
54500 MARKETING/PROMOTION	825.00	13,900.00	-13,075.00	5.94 %
55000 OFFICE EXPENSE	7,848.83	15,960.00	-8,111.17	49.18 %
56000 BUSINESS MANAGEMENT	45,000.00	135,000.00	-90,000.00	33.33 %
57000 TAXES & LICENSES		35.00	-35.00	
62000 ADMINISTRATIVE EXPENSE	1,859.25	11,900.00	-10,040.75	15.62 %
<b>Total Expenses</b>	<b>\$79,828.63</b>	<b>\$267,895.00</b>	<b>\$ -188,066.37</b>	<b>29.80 %</b>
<b>NET OPERATING INCOME</b>	<b>\$14,709.59</b>	<b>\$9,455.00</b>	<b>\$5,254.59</b>	<b>155.57 %</b>
<b>NET INCOME</b>	<b>\$14,709.59</b>	<b>\$9,455.00</b>	<b>\$5,254.59</b>	<b>155.57 %</b>

# CA SOCIETY OF TAX CONSULTANTS

## BUDGET VS. ACTUALS: FY\_2020\_2021 - FY21 P&L

July - October, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
41000 EDUCATION EVENTS				
42000 COURSES-LIVE/CONTACT/VIRTUAL				
42101 Registration		5,500.00	-5,500.00	
<b>Total 42000 COURSES-LIVE/CONTACT/VIRTUAL</b>		<b>5,500.00</b>	<b>-5,500.00</b>	
43000 COURSES-ON-LINE/SELF STUDY				
43101 Registration	14,184.00	24,000.00	-9,816.00	59.10 %
43130 Webinars		3,000.00	-3,000.00	
<b>Total 43000 COURSES-ON-LINE/SELF STUDY</b>	<b>14,184.00</b>	<b>27,000.00</b>	<b>-12,816.00</b>	<b>52.53 %</b>
46000 SUMMER SYPOSIUM				
461101 Registration	16,969.00	120,000.00	-103,031.00	14.14 %
461102 Exhibitor Income		5,000.00	-5,000.00	
461103 Sponsor		5,000.00	-5,000.00	
<b>Total 46000 SUMMER SYPOSIUM</b>	<b>16,969.00</b>	<b>130,000.00</b>	<b>-113,031.00</b>	<b>13.05 %</b>
<b>Total 41000 EDUCATION EVENTS</b>	<b>31,153.00</b>	<b>162,500.00</b>	<b>-131,347.00</b>	<b>19.17 %</b>
44000 MEMBERSHIP				
44001 Dues- New Membership	13,400.00	9,000.00	4,400.00	148.89 %
44005 Dues - Renewals	45,012.50	100,000.00	-54,987.50	45.01 %
44040 Quickfinder/The Tax Book		1,000.00	-1,000.00	
44050 Admin Fee	800.00	1,200.00	-400.00	66.67 %
<b>Total 44000 MEMBERSHIP</b>	<b>59,212.50</b>	<b>111,200.00</b>	<b>-51,987.50</b>	<b>53.25 %</b>
44045 TaxBook Member Benefit	970.00		970.00	
45000 OTHER REVENUE				
40100 Chapter Online Reg-Admin Fee	3,200.00	3,000.00	200.00	106.67 %
45150 Miscellaneous Other Income		500.00	-500.00	
45200 Store Items		150.00	-150.00	
45300 Interest Income	2.72		2.72	
<b>Total 45000 OTHER REVENUE</b>	<b>3,202.72</b>	<b>3,650.00</b>	<b>-447.28</b>	<b>87.75 %</b>
<b>Total Income</b>	<b>\$94,538.22</b>	<b>\$277,350.00</b>	<b>\$ -182,811.78</b>	<b>34.09 %</b>
<b>GROSS PROFIT</b>	<b>\$94,538.22</b>	<b>\$277,350.00</b>	<b>\$ -182,811.78</b>	<b>34.09 %</b>
<b>Expenses</b>				
50000 EDUCATION EXPENSE				
51000 COURSES-LIVE/CONTACT				
51002 Materials	301.65	2,300.00	-1,998.35	13.12 %
51003 Speakers		3,000.00	-3,000.00	
<b>Total 51000 COURSES-LIVE/CONTACT</b>	<b>301.65</b>	<b>5,300.00</b>	<b>-4,998.35</b>	<b>5.69 %</b>
52000 COURSES-ON-LINE/SELF STUDY				
62001 Materials		17,500.00	-17,500.00	
62007 Webinars-Speakers	928.90	3,000.00	-2,071.10	30.96 %
62012 Webinars - Memberclicks	180.00	2,400.00	-2,220.00	7.50 %
<b>Total 52000 COURSES-ON-LINE/SELF STUDY</b>	<b>1,108.90</b>	<b>22,900.00</b>	<b>-21,791.10</b>	<b>4.84 %</b>

# CA SOCIETY OF TAX CONSULTANTS

## BUDGET VS. ACTUALS: FY\_2020\_2021 - FY21 P&L

July - October, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>59000 SUMMER SYMPOSIUM EXPENSE</b>				
59001 Staff/Committee/Supplies		1,200.00	-1,200.00	
59003 Speakers	21,385.00	15,000.00	6,385.00	142.57 %
59004 Travel		1,500.00	-1,500.00	
59005 Venue		30,000.00	-30,000.00	
59006 Postage		1,500.00	-1,500.00	
59007 Printing and Signage		3,000.00	-3,000.00	
59011 Social Event		800.00	-800.00	
59017 Misc.		800.00	-800.00	
<b>Total 59000 SUMMER SYMPOSIUM EXPENSE</b>	<b>21,385.00</b>	<b>53,800.00</b>	<b>-32,415.00</b>	<b>39.75 %</b>
<b>Total 50000 EDUCATION EXPENSE</b>	<b>22,795.55</b>	<b>82,000.00</b>	<b>-59,204.45</b>	<b>27.80 %</b>
<b>53000 MEETINGS</b>				
53010 Board of Directors Expenses				
53020 Hotel/Room Rental Expense		1,000.00	-1,000.00	
53030 Travel/Mileage		5,500.00	-5,500.00	
53035 Printing/Supplies		100.00	-100.00	
<b>Total 53010 Board of Directors Expenses</b>		<b>6,600.00</b>	<b>-6,600.00</b>	
53500 NSA		1,000.00	-1,000.00	
<b>Total 53000 MEETINGS</b>		<b>7,600.00</b>	<b>-7,600.00</b>	
<b>54000 MEMBER BENEFITS</b>				
52083 Verifyle	1,500.00	1,500.00	0.00	100.00 %
<b>Total 54000 MEMBER BENEFITS</b>	<b>1,500.00</b>	<b>1,500.00</b>	<b>0.00</b>	<b>100.00 %</b>
<b>54500 MARKETING/PROMOTION</b>				
52055 Marketing/Public Relations		1,000.00	-1,000.00	
52082 Membership in a Box		3,000.00	-3,000.00	
55090 Website Design & Maintenance	25.00	5,100.00	-5,075.00	0.49 %
55096 Social Media	800.00	4,800.00	-4,000.00	16.67 %
<b>Total 54500 MARKETING/PROMOTION</b>	<b>825.00</b>	<b>13,900.00</b>	<b>-13,075.00</b>	<b>5.94 %</b>
<b>55000 OFFICE EXPENSE</b>				
55005 Bank/Merchant Fees	5,958.27	9,000.00	-3,041.73	66.20 %
55030 Internet	75.00		75.00	
55050 OfficeSupplies		500.00	-500.00	
55065 Postage/Delivery	876.36	2,000.00	-1,123.64	43.82 %
55070 Printing	259.20	2,000.00	-1,740.80	12.96 %
55077 Storage	300.00	900.00	-600.00	33.33 %
55080 Telephone	380.00	860.00	-480.00	44.19 %
55095 Staff Travel		700.00	-700.00	
<b>Total 55000 OFFICE EXPENSE</b>	<b>7,848.83</b>	<b>15,960.00</b>	<b>-8,111.17</b>	<b>49.18 %</b>
56000 BUSINESS MANAGEMENT	45,000.00	135,000.00	-90,000.00	33.33 %
<b>57000 TAXES &amp; LICENSES</b>				
57001 CA Filing Fee		35.00	-35.00	

# CA SOCIETY OF TAX CONSULTANTS

BUDGET VS. ACTUALS: FY\_2020\_2021 - FY21 P&L

July - October, 2020

		TOTAL		
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total 57000 TAXES &amp; LICENSES</b>		<b>35.00</b>	<b>-35.00</b>	
62000 ADMINISTRATIVE EXPENSE				
52003 Awards/Trophies		2,500.00	-2,500.00	
52005 Badges		600.00	-600.00	
52025 CTEC Renewals	1,600.00	1,600.00	0.00	100.00 %
52040 IRS Education Provider Fee		500.00	-500.00	
52060 New Member Cards		500.00	-500.00	
52084 Community Outreach		3,000.00	-3,000.00	
52086 Legislative Subscription	40.00	1,000.00	-960.00	4.00 %
52088 Printing	219.25		219.25	
56115 Liability Insurance		2,200.00	-2,200.00	
<b>Total 62000 ADMINISTRATIVE EXPENSE</b>	<b>1,859.25</b>	<b>11,900.00</b>	<b>-10,040.75</b>	<b>15.62 %</b>
<b>Total Expenses</b>	<b>\$79,828.63</b>	<b>\$267,895.00</b>	<b>\$ -188,066.37</b>	<b>29.80 %</b>
NET OPERATING INCOME	<b>\$14,709.59</b>	<b>\$9,455.00</b>	<b>\$5,254.59</b>	<b>155.57 %</b>
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