

ND Association of Soil Conservation Districts
Profit & Loss
 October 2020 through September 2021

	Oct '20 - Sep 21
Ordinary Income/Expense	
Income	
Association	
Convention	0.00
District Dues	13,500.00
Total Association	13,500.00
Nursery Income	
Recycle Program	2,700.00
Shipping/Packaging/Handling	46,504.54
Tree & Website Non-Taxable Sale	958,932.61
Tree & Website Taxable Sales	10,582.00
Nursery Income - Other	1,500.00
Total Nursery Income	1,020,219.15
Other Types of Income	
Farm Bill Deliverables	470,890.00
FB Partners	43,500.00
Miscellaneous Revenue	49,357.89
Reimbursement of Shared Expense	9,092.16
Rental Income	22,768.00
Total Other Types of Income	595,608.05
Total Income	1,629,327.20
Cost of Goods Sold	
Chemicals & Fertilizer	62,952.22
Nursery Supplies	17,302.99
Seed Purchases	13,580.07
Shingletow	8,084.00
Tree Purchases	35,770.95
Total COGS	137,690.23
Gross Profit	1,491,636.97
Expense	
Advertising/Promotion	4,597.43
Awards, Rewards, Prizes	410.00
Bank Service Charges	768.21
Board Expenses	
Meals	1,618.41
Mileage/Lodging/Airfare	7,514.56
Stipends	3,660.00
Total Board Expenses	12,792.97
Booth & Conference Registration	535.00
Computer & Data Processing	
Computer Software	1,040.69
Data Processing	4,270.32
Technical Support	385.00
Web Hosting & Storage	1,235.91
Computer & Data Processing - Other	6.33
Total Computer & Data Processing	6,938.25
Discounts\Promotion\Rebate	295.70
Dues & Subscriptions	2,895.09
Gov't Fees & Taxes	37.31

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Accrual Basis

	<u>Oct '20 - Sep 21</u>
Insurance	
Bonding	757.00
Commercial Liability	5,774.31
Property Insurance	16,893.25
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Total Insurance	23,424.56
Janitorial Services	2,660.00
Licenses and Fees	227.00
Miscellaneous	322.56
Payroll Expenses	
Contract Labor	265,053.43
Employee Meals	51.76
Health Insurance	84,616.45
Life Insurance	1,256.68
Payroll Taxes	62,985.28
Retirement Plan - Company match	19,072.79
Salaries & Wages	834,433.25
Worker's Compensation Insurance	2,646.49
Payroll Expenses - Other	1,953.76
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Total Payroll Expenses	1,272,068.89
Pop Fund	-203.31
Postage	766.21
Printing and Copying	1,191.70
Prof Development & Training	59.95
Professional Services	
Accounting Fees	10,945.00
Legal Fees	842.00
Outside Contract Services	10,497.42
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Total Professional Services	22,284.42
Reconciliation Discrepancies	0.00
Rents/Leases	
Nursery/Shop Equipment	605.42
Office Equipment	3,090.44
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Total Rents/Leases	3,695.86
Repairs & Maintenance	
Building Repairs	5,177.48
Equipment Repairs	9,744.96
Irrigation Repairs	7,891.37
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Total Repairs & Maintenance	22,813.81
Sales Tax Expense	76.21
Shipping Expense	33,912.91
Supplies	
Office	4,389.92
Supplies - Other	10,082.17
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Total Supplies	14,472.09
Telephone/Fax/Internet	17,147.50
Travel and Meetings	
Meals	895.35
Travel	1,316.28
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Total Travel and Meetings	2,211.63

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	<u>Oct '20 - Sep 21</u>
Utilities	
Electric	22,788.89
Garbage	2,888.47
Gas	5,620.94
Water	7,273.89
Utilities - Other	276.15
Total Utilities	<u>38,848.34</u>
Vehicle Expenses	
Fuel, Oil, Tires	10,674.16
Licenses/Tags	586.97
Repairs - Service/Labor	8,421.56
Total Vehicle Expenses	<u>19,682.69</u>
Total Expense	<u>1,504,932.98</u>
Net Ordinary Income	-13,296.01
Other Income/Expense	
Other Income	
Dividend Income	67,575.52
Finance Charges	61.99
Gain/Loss on Sale of Asset	11,439.20
Interest Income	163.77
Minor A/R and A/P Charge Off	-5.03
Patronage Dividends	1,579.38
Rebates/Discounts Received	1,430.51
Total Other Income	<u>82,245.34</u>
Other Expense	
Amortization	3,029.00
COVID-19 - Nat'l Paid Health In	-1,050.86
COVID-19 - Nat'l Paid Leave EE	-733.26
COVID-19 - Nat'l Paid Medicare	-66.85
Depreciation	110,901.00
Wealth Management Fee	11,556.03
Total Other Expense	<u>123,635.06</u>
Net Other Income	<u>-41,389.72</u>
Net Income	<u><u>-54,685.73</u></u>