

NJ SHADE TREE FEDERATION PROFIT & LOSS STATEMENT

October 2018 through September 2019

Ordinary Income/Expense

Income

Contributed Support

Contribution.....100.00

Total Contributed Support.....100.00

Dues

Associate.....1,025.00

Commercial.....4,950.00

Industrial..... 5,650.00

Municipal.....24,655.00

Total Dues.....**36,280.00**

Earned revenues

Interest-savings/short-term inv..... 5,395.58

Total Earned revenues**5,395.58**

Publications

"The Shade Tree" Ads..... 4,860.00

Laws for NJ Trees..... 63.00

Mulch Brochure..... 220.00

Proper Tree Planting Brochure..... 190.00

Trees for NJ Streets.....240.00

Total Publications.....**5,573.00**

Special events

Annual Conference - 2018

Exhibit Booth Rentals.....2,300.00

Registrations.....94,053.61

Total Annual Conference 2018..... **96,353.61**

Annual Conference - 2019

Exhibit Booth Rentals.....13,400.00

Registrations.....43,205.00

Sponsors.....4,100.00

Total Annual Conference - 2019.....60,705.00

Total Special events.....157,058.61

Total Income..... 204,407.19

Gross Profit..... 204,407.19

Expense

"The Shade Tree"

Editor's Honorarium.....3,000.00

Dues

Labels.....	26.49
Postage.....	700.00
Printing.....	<u>4,963.32</u>
Total "The Shade Tree"	8,689.81

Annual Conference - 2020

Room Reservations.....	<u>2,500.00</u>
Total Annual Conference – 2020.....	2,500.00

Annual Conference - 2015**Hotel**

AV	<u>-330.00</u>
Total Hotel	<u>-330.00</u>
Total Annual Conference 2015	-330.00

Annual Conference - 2016**Hotel**

AV	<u>-506.50</u>
Total Hotel	<u>-506.50</u>
Total Annual Conference 2016	-506.50

Annual Conference - 2018

Awards.....	80.00
Credit Card Processing Fees	432.09
Entertainment	1,000.00
Executive Director Expenses	496.54
Giveaway	978.38

Hotel

AV	4,048.50
Friday Coffee Break	906.04
Friday Dinner	1,190.27
Friday Lunch	17,436.24
Friday Morning Coffee	4,843.40
Room Reservations	2,555.94
Thursday Coffee Break	3,433.08
Thursday Lunch	20,598.48
Thursday Morning Coffee	5,721.80
Thursday Night Round Table	<u>118.60</u>
Total Hotel	62,852.35
Pipe and Drape	2,499.00

Printing, Postage, & Stationary	436.83
Speaker Expenses	3,335.64
Honorarium	<u>1,300.00</u>
Total Speaker	4,635.64
Supplies	<u>95.86</u>
Total Annual Conference - 2018	73,506.69
Annual Conference - 2019	
Credit Card Processing Fee	475.44
Executive Director Expenses	44.74
Giveaway	3,346.10
Hotel Room Reservations	<u>1,000.00</u>
Total Hotel	1,000.00
Office Supplies	2,186.08
Printing, Postage, Stationary	<u>4,221.40</u>
Total Annual Conference - 2019	11,273.76
Bill Porter Scholarship.....	500.00
League of Municipalities	
Exhibit Booth	1,600.00
Giveaways	218.25
Meals	802.64
Parking	70.00
Postage	300.00
Rooms	1,143.62
Travel & Tolls	154.48
Total League of Municipalities	4,288.99
Office expenses	
Annual Report	25.50
Credit card processing fee	203.78
Equipment	79.99
Executive Board Meetings	637.90
Executive Director Expenses	105.78
Insurance	
General Liability	2,542.15
Workman's Compensation	<u>257.46</u>
Total Insurance	2,799.61
Internet	277.19
Miscellaneous	90.99

Mulch Brochure	2,390.00
NJ Labor Tax Assessment	9.04
Parking Permits	213.25
Pension - 457 Plan Admin	550.00
Printing, Postage, Stationery	1,323.17
Publications	3,500.00
Subscription Renewals	15.00
Supplies	815.64
Telephone & telecommunications	848.10
Website	<u>3,168.74</u>
Total Office expenses	17,053.68
Salaries & related expenses	
Officers & directors salaries	
Executive Director	<u>44,800.00</u>
Total Officers & directors salaries	44,800.00
Payroll taxes	
457(b) Pre-Tax Contribution	0.00
Federal Withholding	0.00
FICA Withholding	3,427.19
NJ Family Leave	0.00
NJ State Withholding	0.00
NJ Unemployment & Disability	<u>171.47</u>
Total Payroll taxes	<u>3,598.66</u>
Total Salaries & related expenses	48,398.67
Travel & meetings expenses	
Conference, convention, meeting	<u>620.31</u>
Total Travel & meetings expenses	<u>620.31</u>
Total Expense	<u>165,995.41</u>
Net Ordinary Income	<u>38,411.78</u>
Net Income	<u>38,411.78</u>