

National Auto Body Council
Balance Sheet
 As of March 31, 2020

	<u>Mar 31, 20</u>
ASSETS	
Current Assets	
Checking/Savings	
10001 · Total Cash Accounts	
10010 · Heartland Bank-Operating	148,146.17
10012 · Heartland Bank-Money Market	200,028.16
10015 · Checking - Associated Bank	27,558.12
10020 · Debit - Associated Bank	8,633.15
Total 10001 · Total Cash Accounts	<u>384,365.60</u>
Total Checking/Savings	384,365.60
Accounts Receivable	
12000 · Accounts Receivable	5,350.00
Total Accounts Receivable	<u>5,350.00</u>
Other Current Assets	
13000 · Prepaid Operations Expense	4,228.22
13300 · Prepaid Events Expense	10,225.00
Total Other Current Assets	<u>14,453.22</u>
Total Current Assets	404,168.82
Fixed Assets	
14000 · Website Design Fees	8,150.00
14001 · Accumulated Depreciation	(5,299.00)
Total Fixed Assets	<u>2,851.00</u>
TOTAL ASSETS	<u><u>407,019.82</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20300 · Account Payables	10,384.80
Total Accounts Payable	<u>10,384.80</u>
Total Current Liabilities	<u>10,384.80</u>
Total Liabilities	10,384.80
Equity	
Opening Bal Equity	106,525.07
Retained Earnings	289,294.22
Net Income	815.73
Total Equity	<u>396,635.02</u>
TOTAL LIABILITIES & EQUITY	<u><u>407,019.82</u></u>

National Auto Body Council
Profit & Loss Budget Performance
March 2020

	<u>Mar 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
40050 · MEMBER DUES				
40052 · \$100 Individual (Patron)	100.00	0.00	100.00	100.0%
40055 · \$1000 Gold (Association)	1,000.00	0.00	1,000.00	100.0%
40057 · \$5000 Diamond (Level 2 Partner)	0.00	0.00	0.00	0.0%
40058 · \$10000 Level 1 Partner	10,000.00	0.00	10,000.00	100.0%
40059 · \$400/\$500 SSO	8,000.00	0.00	8,000.00	100.0%
40060 · \$800/\$1000 MSO	5,500.00	0.00	5,500.00	100.0%
Total 40050 · MEMBER DUES	<u>24,600.00</u>	<u>0.00</u>	<u>24,600.00</u>	<u>100.0%</u>
40200 · FUNDRAISING REVENUE				
40300 · REGISTRATION FEES	1,650.00	4,300.00	(2,650.00)	38.37%
40500 · EVENT REVENUE	0.00	0.00	0.00	0.0%
40700 · SPONSORS	31,000.00	55,000.00	(24,000.00)	56.36%
Total 40200 · FUNDRAISING REVENUE	<u>32,650.00</u>	<u>59,300.00</u>	<u>(26,650.00)</u>	<u>55.06%</u>
41000 · INTEREST & DIVIDENDS	44.80			
90000 · Miscellaneous	(16,034.70)			
Total Income	<u>41,260.10</u>	<u>59,300.00</u>	<u>(18,039.90)</u>	<u>69.58%</u>
Expense				
51000 · POSTAGE & SHIPPING	2,071.35	1,497.00	574.35	138.37%
51100 · PRINTING & COPIES	506.85	1,493.00	(986.15)	33.95%
51200 · COMMUNICATIONS	356.80	283.00	73.80	126.08%
51300 · SUPPLIES	2,627.51	565.00	2,062.51	465.05%
51400 · BANK & CREDIT CARD FEES	494.54	770.00	(275.46)	64.23%
51500 · WEBSITE & DOMAINS	11,482.41	0.00	11,482.41	100.0%
51600 · INSURANCE	0.00	0.00	0.00	0.0%
51700 · MANAGEMENT FEES	5,568.00	1,500.00	4,068.00	371.2%
51800 · LEGAL & ACCOUNTING	4,404.99	1,500.00	2,904.99	293.67%
51900 · MARKETING & PUBLIC RELATIONS	11,039.00	4,700.00	6,339.00	234.87%
52000 · CONTRACTED SERVICES	15,166.00	22,459.00	(7,293.00)	67.53%
52100 · PROFESSIONAL DUES & MEMBERSHIPS	0.00	0.00	0.00	0.0%
52200 · EDUCATION & TRAINING	0.00	292.00	(292.00)	0.0%
52300 · TRAVEL & LODGING	2,828.12	4,121.00	(1,292.88)	68.63%
52400 · AUTO & MILEAGE	1,078.43	150.00	928.43	718.95%
52500 · FOOD & BEVERAGE	439.00	467.00	(28.00)	94.0%
52550 · FUNDRAISING EVENT FEES	0.00	0.00	0.00	0.0%
52575 · SPONSORSHIP	0.00	0.00	0.00	0.0%
52600 · AUDIO VISUAL	247.50	42.00	205.50	589.29%
52800 · AWARDS & RECOGNITION	3,281.50	58.00	3,223.50	5,657.76%
52850 · PRIZES	0.00	0.00	0.00	0.0%
52900 · TRADESHOW EXPENSE	0.00	0.00	0.00	0.0%
52950 · MEMBER / RR RECEPTION	0.00	0.00	0.00	0.0%
53500 · GIFTS & CONDOLENCES	0.00	42.00	(42.00)	0.0%
Total Expense	<u>61,592.00</u>	<u>39,939.00</u>	<u>21,653.00</u>	<u>154.22%</u>
Net Ordinary Income	<u>(20,331.90)</u>	<u>19,361.00</u>	<u>(39,692.90)</u>	<u>(105.02%)</u>
Net Income	<u>(20,331.90)</u>	<u>19,361.00</u>	<u>(39,692.90)</u>	<u>(105.02%)</u>

National Auto Body Council
Profit & Loss Budget Performance
March 2020

	<u>Jan - Mar 20</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
40050 · MEMBER DUES				
40052 · \$100 Individual (Patron)	500.00	5,000.00	(4,500.00)	10.0%
40055 · \$1000 Gold (Association)	1,000.00	10,000.00	(9,000.00)	10.0%
40057 · \$5000 Diamond (Level 2 Partner)	10,000.00	80,000.00	(70,000.00)	12.5%
40058 · \$10000 Level 1 Partner	40,000.00	200,000.00	(160,000.00)	20.0%
40059 · \$400/\$500 SSO	14,500.00	64,000.00	(49,500.00)	22.66%
40060 · \$800/\$1000 MSO	9,300.00	48,500.00	(39,200.00)	19.18%
Total 40050 · MEMBER DUES	<u>75,300.00</u>	<u>407,500.00</u>	<u>(332,200.00)</u>	<u>18.48%</u>
40200 · FUNDRAISING REVENUE				
40300 · REGISTRATION FEES	17,950.00	25,400.00	(7,450.00)	70.67%
40500 · EVENT REVENUE	12,401.00	11,000.00	1,401.00	112.74%
40700 · SPONSORS	76,000.00	143,000.00	(67,000.00)	53.15%
Total 40200 · FUNDRAISING REVENUE	<u>106,351.00</u>	<u>179,400.00</u>	<u>(73,049.00)</u>	<u>59.28%</u>
41000 · INTEREST & DIVIDENDS	94.28			
90000 · Miscellaneous	(8,534.70)			
Total Income	<u>173,210.58</u>	<u>586,900.00</u>	<u>(413,689.42)</u>	<u>29.51%</u>
Expense				
51000 · POSTAGE & SHIPPING	5,712.32	4,330.00	1,382.32	131.92%
51100 · PRINTING & COPIES	2,656.69	4,154.00	(1,497.31)	63.96%
51200 · COMMUNICATIONS	1,214.29	849.00	365.29	143.03%
51300 · SUPPLIES	4,132.97	1,795.00	2,337.97	230.25%
51400 · BANK & CREDIT CARD FEES	1,663.31	2,310.00	(646.69)	72.01%
51500 · WEBSITE & DOMAINS	11,494.58	12,500.00	(1,005.42)	91.96%
51600 · INSURANCE	0.00	0.00	0.00	0.0%
51700 · MANAGEMENT FEES	8,018.00	9,500.00	(1,482.00)	84.4%
51800 · LEGAL & ACCOUNTING	7,505.57	4,500.00	3,005.57	166.79%
51900 · MARKETING & PUBLIC RELATIONS	16,697.75	29,500.00	(12,802.25)	56.6%
52000 · CONTRACTED SERVICES	53,498.00	67,377.00	(13,879.00)	79.4%
52100 · PROFESSIONAL DUES & MEMBERSHIPS	285.00	1,000.00	(715.00)	28.5%
52200 · EDUCATION & TRAINING	0.00	876.00	(876.00)	0.0%
52300 · TRAVEL & LODGING	9,482.01	13,063.00	(3,580.99)	72.59%
52400 · AUTO & MILEAGE	2,562.96	825.00	1,737.96	310.66%
52500 · FOOD & BEVERAGE	22,436.99	21,301.00	1,135.99	105.33%
52550 · FUNDRAISING EVENT FEES	12,947.50	20,878.00	(7,930.50)	62.02%
52575 · SPONSORSHIP	0.00	0.00	0.00	0.0%
52600 · AUDIO VISUAL	3,538.08	5,126.00	(1,587.92)	69.02%
52800 · AWARDS & RECOGNITION	3,281.50	1,474.00	1,807.50	222.63%
52850 · PRIZES	5,267.33	2,800.00	2,467.33	188.12%
52900 · TRADESHOW EXPENSE	0.00	0.00	0.00	0.0%
52950 · MEMBER / RR RECEPTION	0.00	17,000.00	(17,000.00)	0.0%
53500 · GIFTS & CONDOLENCES	0.00	126.00	(126.00)	0.0%
Total Expense	<u>172,394.85</u>	<u>221,284.00</u>	<u>(48,889.15)</u>	<u>77.91%</u>
Net Ordinary Income	<u>815.73</u>	<u>365,616.00</u>	<u>(364,800.27)</u>	<u>0.22%</u>
Net Income	<u>815.73</u>	<u>365,616.00</u>	<u>(364,800.27)</u>	<u>0.22%</u>