

National Resume Writers Association
Profit & Loss
 January through December 2015

	Jan - Dec 15
Ordinary Income/Expense	
Income	
2000 · CERTIFICATION INCOME	
2001 · Testing NCRW	
2001.1 · Testing NCRW - \$250	3,750.00
2001.2 · Testing NCRW-Retake Part 1 \$50	250.00
2001.3 · Testing NCRW-Retake Part 2 \$150	300.00
Total 2001 · Testing NCRW	4,300.00
2002 · Online Training Programs	
2002.1 · Online Training-Member \$30/\$130	12,321.00
2002.2 · Online Training-Non-Mem \$55/200	660.00
2002.3 · Online Training-Retakes \$15 ea	570.00
Total 2002 · Online Training Programs	13,551.00
2003 · Sample Submissions	
2003.1 · Sample Submissions - \$75	2,525.00
Total 2003 · Sample Submissions	2,525.00
Total 2000 · CERTIFICATION INCOME	20,376.00
2100 · CONFERENCE INCOME	
2102 · 2015 Registrations	
2102.1 · Breakout Speaker 50% off \$249	3,486.00
2102.2 · Staff Registration \$249	747.00
2102.3 · CC Regis Half Price \$347	259.50
2102.4 · Early Bird Prev Attend \$399	5,237.00
2102.6 · Early Bird Registration \$449	8,157.00
2102.7 · Early Bird Regis Nonmember \$624	1,872.00
2102.8 · Early Bird 2-Pay Prev Attd \$202	1,212.00
2102.10 · Early Bird 3-Pay 3x\$151=\$453	1,963.00
2102.12 · Early Bird 6-Pay 6x\$76=\$456	1,748.00
2102.14 · Regular Registration \$519	8,823.00
2102.15 · Regular Regis NonMem \$694	2,776.00
2102.16 · Regular Reg 2-Pay 2x\$261=\$522	261.00
2102.18 · Late Registration \$549	2,745.00
2102.22 · Thursday Only Registration \$395	790.00
2102.23 · Thursday Only Regis NonMem \$570	570.00
2102.24 · Friday Only Registration \$395	-395.00
2102.26 · Cancellation Fees	149.50
Total 2102 · 2015 Registrations	40,401.00
2103 · Conference Sponsors	
2103.1 · Presenting Sponsor \$1,750	2,823.00
2103.2 · Gold Sponsor \$1,250	1,250.00
2103.3 · Silver Sponsor \$750	500.00
2103.4 · Supporting Sponsor \$650	500.00
2103.5 · Speaker Table \$100	100.00
2103.6 · Coupon Sponsor \$27	81.00
Total 2103 · Conference Sponsors	5,254.00
2104 · Pre-Conference Workshops	
2104.1 · 2015 PDI #1 Member \$119	2,737.00
2104.2 · 2015 PDI #1 Non-Member \$273	273.00
Total 2104 · Pre-Conference Workshops	3,010.00
2105 · Tours, Activities, Food Only	
2105.2 · 2015 Activity Charlotte \$25	540.00
2105.4 · Wednesday Reception Guest \$25	125.00
Total 2105 · Tours, Activities, Food Only	665.00
Total 2100 · CONFERENCE INCOME	49,330.00

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2200 · EDUCATION PROGRAMS INCOME	
2202 · Webinar Regis Member \$19.99	3,129.94
2203 · Webinar Regis Non-member \$29.99	1,299.56
Total 2200 · EDUCATION PROGRAMS INCOME	4,429.50
2300 · INTEREST INCOME	73.15
2400 · MEMBERSHIP INCOME	
2401 · Affiliate	
2401.1 · Affiliate Member-New \$350	1,050.00
2401.2 · Affiliate Member-Renew \$350	350.00
Total 2401 · Affiliate	1,400.00
2402 · Associate	
2402.1 · Associate Member-New \$95	1,900.00
2402.2 · Associate Member-Renewal \$95	210.00
Total 2402 · Associate	2,110.00
2403 · New Members-General	
2403.1 · New Member-3 Pay \$52.50x3	13,702.50
2403.2 · New Member-Regular \$150	24,600.00
2403 · New Members-General - Other	500.00
Total 2403 · New Members-General	38,802.50
2404 · Renewals-General	
2404.1 · Regular Renewals \$150	36,000.00
2404.2 · Renewals 3-Pay \$52.50 x 3	6,457.50
2404.3 · Volunteer Renewal \$75	0.00
Total 2404 · Renewals-General	42,457.50
Total 2400 · MEMBERSHIP INCOME	84,770.00
2500 · REFERRAL INCOME	
2501 · Amazon Affiliate	174.09
Total 2500 · REFERRAL INCOME	174.09
2600 · ROAR RESUME WRITING CONTEST	
2601 · ROAR Member Submission \$20	1,018.00
2602 · ROAR Nonmember Submission \$30	120.00
Total 2600 · ROAR RESUME WRITING CONTEST	1,138.00
Total Income	160,290.74
Gross Profit	160,290.74
Expense	
4000 · BAD DEBT	79.98
4100 · BANKING EXPENSES	
4101 · Authorize.net Gateway	377.10
4102 · Bank Service Charges	141.00
4104 · Merchant Account Fees	5,811.20
Total 4100 · BANKING EXPENSES	6,329.30
4300 · CERTIFICATION CHAIR EXPENSES	
4303 · Grader Fee	2,750.00
4305 · Postage & Shipping	45.00
Total 4300 · CERTIFICATION CHAIR EXPENSES	2,795.00
4500 · CONFERENCE EXPENSES	
4502 · Pre-Con Workshop Expenses	
4502.4 · Pre-Con Workshop Presenters	700.00
4502.5 · Supplies/Shipping/Printing	43.01
Total 4502 · Pre-Con Workshop Expenses	743.01

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4503 · Recurring Conference Expenses	
4503.4 · Giveaways/Awards	6,699.42
4503.5 · Hotel Exhibit Space	57,490.04
4503.10 · Materials/Supplies/Printing	2,716.47
4503.12 · Postage & Shipping	35.24
4503.14 · Speaker Fees	500.00
4503.16 · Travel (Hotel/Air/Ground/Tips)	1,012.54
Total 4503 · Recurring Conference Expenses	68,453.71
Total 4500 · CONFERENCE EXPENSES	69,196.72
4700 · EDUCATION CHAIR EXPENSES	
4703 · Webinar/Teleseminar Commissions	5,122.43
Total 4700 · EDUCATION CHAIR EXPENSES	5,122.43
4800 · GENERAL ORGANIZATIONAL EXPENSES	
4801 · Impact Virtual Services	
4801.1 · Impact Banking	347.60
4801.2 · Impact Certification CEU Admin	1,946.12
4801.3 · Impact Certification General	305.07
4801.4 · Impact Certificat NCRW Testing	1,941.13
4801.5 · Impact Certifi Online Training	3,034.68
4801.6 · Impact Cert Sample Submission	1,237.87
4801.7 · Impact Certificat Study Guide	121.00
4801.8 · Impact Dropbox	85.80
4801.9 · Impact Conference	5,502.50
4801.10 · Impact E-list	949.68
4801.11 · Impact Emails	9,334.60
4801.12 · Impact Ethics	152.54
4801.13 · Impact General Admin	11,585.61
4801.14 · Impact Industry Reps	1,405.66
4801.15 · Impact Membership	5,194.44
4801.16 · Impact Merchant Account	2,303.26
4801.17 · Impact Newsletter	63.80
4801.18 · Impact ROAR Competition	719.25
4801.19 · Impact Social Media	208.26
4801.20 · Impact Teleseminars/Webinars	2,046.46
4801.21 · Impact Website Certification	131.27
4801.22 · Impact Website Conference	448.94
4801.23 · Impact Website General	164.26
4801.24 · Impact Website Membership	329.27
4801.25 · Impact Website Newsletter	57.20
4801.26 · Website Webinars	974.20
4801.27 · Impact Website Wild Apricot	827.93
Total 4801 · Impact Virtual Services	51,418.40
4803 · D&O Insurance	981.00
4805 · Dropbox	99.00
4806 · Fax Line	71.88
4808 · Office Equipment/Software	153.00
4809 · Postage & Shipping	603.95
4810 · Professional Fees	
4810.1 · Jerry Laird & Asso. Accountant	700.00
4810.3 · Liz's Bookkeeping Services	3,300.00
Total 4810 · Professional Fees	4,000.00
4812 · Supplies	3.52
4813 · Telephone (Cell)	270.00
4814 · Telephone 800#	139.06
Total 4800 · GENERAL ORGANIZATIONAL EXPENSES	57,739.81

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4900 · MARKETING CHAIR EXPENSES	
4901 · Advertising	2,549.00
4902 · Constant Contact / MailChimp	360.00
4907 · Social Media	160.00
4908 · Survey Monkey x \$20	250.00
Total 4900 · MARKETING CHAIR EXPENSES	3,319.00
5100 · PAST PRESIDENT EXPENSES	
5103 · Resume Writing Contest	125.00
5106 · Voting Software	320.00
Total 5100 · PAST PRESIDENT EXPENSES	445.00
5600 · WEBSITE EXPENSES	
5601 · Domain Name Registration	132.81
5602 · Web Development/Maintenance	281.25
5605 · Website Hosting	123.00
5612 · Wild Apricot Software	2,160.00
Total 5600 · WEBSITE EXPENSES	2,697.06
Total Expense	147,724.30
Net Ordinary Income	12,566.44
Other Income/Expense	
Other Income	
6000 · LOST INCOME OFFSET	
6014 · Proofreaders Free Member Offset	150.00
6018 · Volunteer Membership \$75	75.00
Total 6000 · LOST INCOME OFFSET	225.00
Total Other Income	225.00
Other Expense	
6100 · LOST INCOME OPPORTUNITIES	
6114 · Proofreaders Free Membership	150.00
6118 · Volunteer Membership \$75	75.00
Total 6100 · LOST INCOME OPPORTUNITIES	225.00
Total Other Expense	225.00
Net Other Income	0.00
Net Income	12,566.44