

Oregon Pest Control Association
Profit & Loss Budget vs. Actual
July 1, 2022 through April 14, 2023

	Jul 1, '22 - Apr 14...	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Crack & Crevice Advertising				
Crack & Crevice Advertising	2,470.00	3,000.00	-530.00	82.3%
Crack & Crevice Advertising - Other	0.00	0.00	0.00	0.0%
Total Crack & Crevice Advertising	2,470.00	3,000.00	-530.00	82.3%
Electronic WDO Form	0.00	0.00	0.00	0.0%
Finance Charges	0.00	0.00	0.00	0.0%
Freight Revenue	0.00	0.00	0.00	0.0%
General Fund Donations	0.00	0.00	0.00	0.0%
Gray Book Storage Pests Sales	0.00	0.00	0.00	0.0%
Income/NPMA-33 Forms	0.00	0.00	0.00	0.0%
IPM Manual	0.00	0.00	0.00	0.0%
Legislative Action	440.00	600.00	-160.00	73.3%
Membership Dues				
NPMA Member Dues	0.00	0.00	0.00	0.0%
OPCA Member Dues	13,500.00	17,500.00	-4,000.00	77.1%
Membership Dues - Other	0.00	0.00	0.00	0.0%
Total Membership Dues	13,500.00	17,500.00	-4,000.00	77.1%
Membership Materials	0.00	0.00	0.00	0.0%
Miscellaneous Sales	19.52	0.00	19.52	100.0%
OPCA Apparel/Book Income				
Books	0.00	0.00	0.00	0.0%
Decals/Badges	0.00	0.00	0.00	0.0%
Hats	54.00	0.00	54.00	100.0%
Shirts	0.00	0.00	0.00	0.0%
OPCA Apparel/Book Income - Other	0.00	0.00	0.00	0.0%
Total OPCA Apparel/Book Income	54.00	0.00	54.00	100.0%
Sales Returns	0.00	0.00	0.00	0.0%
Scholarship Donation	125.00	500.00	-375.00	25.0%
Seminar Income				
Golf Tournament Registration	1,600.00	4,000.00	-2,400.00	40.0%
Raffle, Golf Mulligans	0.00	0.00	0.00	0.0%
Seminar Activities, Fishing	1,000.00	1,600.00	-600.00	62.5%
Seminar Registration	36,965.00	40,000.00	-3,035.00	92.4%
Seminar Income - Other	0.00	0.00	0.00	0.0%
Total Seminar Income	39,565.00	45,600.00	-6,035.00	86.8%
Sponsorship Income				
Display Table	0.00	0.00	0.00	0.0%
Event Sponsorship	6,350.00	12,000.00	-5,650.00	52.9%
Website Sponsors	0.00	0.00	0.00	0.0%
Sponsorship Income - Other	0.00	0.00	0.00	0.0%
Total Sponsorship Income	6,350.00	12,000.00	-5,650.00	52.9%
Uncategorized Income	0.00	0.00	0.00	0.0%
WDO Report Form Sales	0.00	0.00	0.00	0.0%
Total Income	62,523.52	79,200.00	-16,676.48	78.9%
Cost of Goods Sold				
Book Sales Expense	0.00	0.00	0.00	0.0%
Cost of Goods Sold	0.00	0.00	0.00	0.0%

Oregon Pest Control Association
Profit & Loss Budget vs. Actual
 July 1, 2022 through April 14, 2023

	Jul 1, '22 - Apr 14...	Budget	\$ Over Budget	% of Budget
Crack & Crevice Expenses				
C&C Misc	0.00	0.00	0.00	0.0%
C&C Postage	0.00	0.00	0.00	0.0%
C&C Printing	0.00	0.00	0.00	0.0%
Crack & Crevice Member Discount	0.00	0.00	0.00	0.0%
Crack & Crevice Expenses - Other	0.00	0.00	0.00	0.0%
Total Crack & Crevice Expenses	0.00	0.00	0.00	0.0%
Field Guide to Structural Pests	0.00	0.00	0.00	0.0%
Gray Book Storage Pests Expense	0.00	0.00	0.00	0.0%
IPM Manual Expenses	0.00	0.00	0.00	0.0%
Membership Materials Expense	0.00	0.00	0.00	0.0%
Multiple Issue Discount	0.00	0.00	0.00	0.0%
NPMA-33 Forms				
NPMA-33 Shipping Expense	0.00	0.00	0.00	0.0%
NPMA-33 Forms - Other	0.00	0.00	0.00	0.0%
Total NPMA-33 Forms	0.00	0.00	0.00	0.0%
OPCA Apparel	0.00	0.00	0.00	0.0%
Shipping Expense				
Freight Expense	0.00	0.00	0.00	0.0%
Insurance Expense	0.00	0.00	0.00	0.0%
Shipping Expense - Other	0.00	0.00	0.00	0.0%
Total Shipping Expense	0.00	0.00	0.00	0.0%
Truck Decals Expense	0.00	0.00	0.00	0.0%
WDO Forms Expense	0.00	0.00	0.00	0.0%
WDO Inspection Brochure	0.00	0.00	0.00	0.0%
Total COGS	0.00	0.00	0.00	0.0%
Gross Profit	62,523.52	79,200.00	-16,676.48	78.9%
Expense				
Advertising expenses	0.00	0.00	0.00	0.0%
Bad debt expense	0.00	0.00	0.00	0.0%
Bank Charges				
Bank Fees	485.92	50.00	435.92	971.8%
Visa/MC Expenses	1,933.87	2,750.00	-816.13	70.3%
Bank Charges - Other	0.00	0.00	0.00	0.0%
Total Bank Charges	2,419.79	2,800.00	-380.21	86.4%
Board Expenses	181.33	500.00	-318.67	36.3%
Bulk Permit Annual Fee	0.00	0.00	0.00	0.0%
Credit Card Discount	0.00	0.00	0.00	0.0%
Dues & Subscriptions				
Lobbying OFS	3,000.00	3,000.00	0.00	100.0%
National Organizations PPMA	257.50	250.00	7.50	103.0%
Dues & Subscriptions - Other	0.00	0.00	0.00	0.0%
Total Dues & Subscriptions	3,257.50	3,250.00	7.50	100.2%
Fines, penalties, judgements	0.00	0.00	0.00	0.0%
Furniture & Fixtures Lease	0.00	0.00	0.00	0.0%
Golf Tournaments				
Golf Meals and Box Lunches	245.00	600.00	-355.00	40.8%
Golf prizes and awards	0.00	0.00	0.00	0.0%
Green fees	892.00	2,700.00	-1,808.00	33.0%
Golf Tournaments - Other	0.00	0.00	0.00	0.0%
Total Golf Tournaments	1,137.00	3,300.00	-2,163.00	34.5%
Incentives and Commissions	100.00	400.00	-300.00	25.0%

Oregon Pest Control Association
Profit & Loss Budget vs. Actual
July 1, 2022 through April 14, 2023

	Jul 1, '22 - Apr 14...	Budget	\$ Over Budget	% of Budget
Insurance				
General Business Insurance	0.00	0.00	0.00	0.0%
Liability Insurance	0.00	0.00	0.00	0.0%
Officers and Directors Ins	700.00	675.00	25.00	103.7%
Other Insurance	0.00	0.00	0.00	0.0%
Insurance - Other	0.00	0.00	0.00	0.0%
Total Insurance	700.00	675.00	25.00	103.7%
Interest Expense	0.00	0.00	0.00	0.0%
Licenses/Permits	0.00	0.00	0.00	0.0%
Logo Items OPCA	0.00	0.00	0.00	0.0%
Membership Incentives	0.00	0.00	0.00	0.0%
NPMA Dues-Passthru	0.00	0.00	0.00	0.0%
Office Supplies	29.20	50.00	-20.80	58.4%
Oregon Annual Report	100.00	50.00	50.00	200.0%
Organizational (corp) expenses	0.00	0.00	0.00	0.0%
Other Expenses				
Continuing Education	0.00	0.00	0.00	0.0%
Equip rental & maintenance	0.00	0.00	0.00	0.0%
Other Education	0.00	0.00	0.00	0.0%
Other Expenses - Other	0.00	0.00	0.00	0.0%
Total Other Expenses	0.00	0.00	0.00	0.0%
Payroll Expenses	0.00	0.00	0.00	0.0%
Postage, shipping, delivery				
Federal Express	0.00	0.00	0.00	0.0%
Local Courier	160.73	250.00	-89.27	64.3%
UPS	0.00	0.00	0.00	0.0%
Postage, shipping, delivery - Other	0.00	0.00	0.00	0.0%
Total Postage, shipping, delivery	160.73	250.00	-89.27	64.3%
Printing & copying	761.69	575.00	186.69	132.5%
Professional Fees				
Accounting fees	588.75	525.00	63.75	112.1%
Association Management Retainer	26,800.00	32,400.00	-5,600.00	82.7%
Consulting Fees	0.00	0.00	0.00	0.0%
Honorarium	0.00	0.00	0.00	0.0%
Legal fees	0.00	0.00	0.00	0.0%
Lobbying Fees	0.00	0.00	0.00	0.0%
Other Mgmt Fees and Incentive	50.00	0.00	50.00	100.0%
Outside computer services	0.00	0.00	0.00	0.0%
Professional Fees - Other	0.00	0.00	0.00	0.0%
Total Professional Fees	27,438.75	32,925.00	-5,486.25	83.3%
Reconciliation Discrepancies	0.00	0.00	0.00	0.0%
Refunds				
Dues Refund	0.00	0.00	0.00	0.0%
Seminars Refunds	0.00	0.00	0.00	0.0%
Refunds - Other	0.00	0.00	0.00	0.0%
Total Refunds	0.00	0.00	0.00	0.0%
Rents and Leases				
Office Equipment Leases	0.00	0.00	0.00	0.0%
Office Rent	0.00	0.00	0.00	0.0%
Other Equipment Leases	0.00	0.00	0.00	0.0%
Personal property taxes	0.00	0.00	0.00	0.0%
Post Office Box Rent	232.00	120.00	112.00	193.3%
Rents and Leases - Other	0.00	0.00	0.00	0.0%
Total Rents and Leases	232.00	120.00	112.00	193.3%

Oregon Pest Control Association
Profit & Loss Budget vs. Actual
 July 1, 2022 through April 14, 2023

	Jul 1, '22 - Apr 14...	Budget	\$ Over Budget	% of Budget
Scholarship Award				
Scholarship Award	1,000.00	0.00	1,000.00	100.0%
Scholarship Raffle Item Expense	0.00	0.00	0.00	0.0%
Scholarship Award - Other	0.00	0.00	0.00	0.0%
Total Scholarship Award	1,000.00	0.00	1,000.00	100.0%
Seminar Expenses				
Audio Visual Expenses	25.00	550.00	-525.00	4.5%
Facility Rent	1,000.00	1,700.00	-700.00	58.8%
Golf Expense	0.00	0.00	0.00	0.0%
Raffle prize purchases	0.00	0.00	0.00	0.0%
Reception food and beverage	0.00	0.00	0.00	0.0%
Seminar Printing and Copies	360.65	500.00	-139.35	72.1%
Seminar Speaker Fees	1,575.00	2,000.00	-425.00	78.8%
Seminar Speaker Travel Lodging	0.00	2,000.00	-2,000.00	0.0%
Seminar Supplies	22.17	300.00	-277.83	7.4%
Seminars Meals and Catering	16,020.08	20,000.00	-3,979.92	80.1%
Seminars Misc, Fishing, etc	1,650.00	1,400.00	250.00	117.9%
Seminars Postage	0.00	20.00	-20.00	0.0%
Seminars Promotion	0.00	0.00	0.00	0.0%
Staff travel and lodging	801.85	2,850.00	-2,048.15	28.1%
Seminar Expenses - Other	0.00	0.00	0.00	0.0%
Total Seminar Expenses	21,454.75	31,320.00	-9,865.25	68.5%
Taxes	0.00	0.00	0.00	0.0%
Telephone & telecommunications	484.43	500.00	-15.57	96.9%
Travel & meetings expenses				
NPSA Convention Reg	0.00	0.00	0.00	0.0%
NPSA related lodging	0.00	0.00	0.00	0.0%
NPSA related travel	0.00	0.00	0.00	0.0%
NPSA travel, meals	0.00	0.00	0.00	0.0%
Travel & meetings expenses - Other	0.00	0.00	0.00	0.0%
Total Travel & meetings expenses	0.00	0.00	0.00	0.0%
Website Expenses	1,774.12	1,500.00	274.12	118.3%
Total Expense	61,231.29	78,215.00	-16,983.71	78.3%
Net Ordinary Income	1,292.23	985.00	307.23	131.2%
Other Income/Expense				
Other Income				
Interest Income	3.42	15.00	-11.58	22.8%
Total Other Income	3.42	15.00	-11.58	22.8%
Other Expense				
Donations				
Dues for Member Benefit	0.00	0.00	0.00	0.0%
Donations - Other	0.00	0.00	0.00	0.0%
Total Donations	0.00	0.00	0.00	0.0%
Total Other Expense	0.00	0.00	0.00	0.0%
Net Other Income	3.42	15.00	-11.58	22.8%
Net Income	1,295.65	1,000.00	295.65	129.6%

Oregon Pest Control Association
Balance Sheet
As of April 14, 2023

	Apr 14, 23
ASSETS	
Current Assets	
Checking/Savings	
Checking Account	9,156.08
Savings Account	2,039.99
Scholarship Checking Account	4,537.45
Total Checking/Savings	15,733.52
Other Current Assets	
OPCA Logo Items	699.65
Prepaid Expense	2,000.00
Total Other Current Assets	2,699.65
Total Current Assets	18,433.17
TOTAL ASSETS	18,433.17
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
NPMA Dues Payable	370.00
Scholarship Payable	957.00
Total Other Current Liabilities	1,327.00
Total Current Liabilities	1,327.00
Total Liabilities	1,327.00
Equity	
Unrestrict (retained earnings)	15,810.52
Net Income	1,295.65
Total Equity	17,106.17
TOTAL LIABILITIES & EQUITY	18,433.17

