

## Oregon Pest Control Association

02/22/22

## Balance Sheet

Cash Basis

As of January 31, 2022

|  | Jan 31, 22       |
|--|------------------|
| <b>ASSETS</b>                          |                  |
| <b>Current Assets</b>                  |                  |
| <b>Checking/Savings</b>                |                  |
| Checking Account                       | 17,837.66        |
| Savings Account                        | 2,038.97         |
| Scholarship Checking Account           | 5,409.75         |
| <b>Total Checking/Savings</b>          | 25,286.38        |
| <b>Other Current Assets</b>            |                  |
| OPCA Logo Items                        | 699.65           |
| Prepaid Expense                        | 4,350.00         |
| <b>Total Other Current Assets</b>      | 5,049.65         |
| <b>Total Current Assets</b>            | 30,336.03        |
| <b>TOTAL ASSETS</b>                    | <b>30,336.03</b> |
| <b>LIABILITIES &amp; EQUITY</b>        |                  |
| <b>Liabilities</b>                     |                  |
| <b>Current Liabilities</b>             |                  |
| Other Current Liabilities              |                  |
| Scholarship Payable                    | 927.00           |
| <b>Total Other Current Liabilities</b> | 927.00           |
| <b>Total Current Liabilities</b>       | 927.00           |
| <b>Total Liabilities</b>               | 927.00           |
| <b>Equity</b>                          |                  |
| Unrestrict (retained earnings)         | 16,142.16        |
| Net Income                             | 13,266.87        |
| <b>Total Equity</b>                    | 29,409.03        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>  | <b>30,336.03</b> |

**Oregon Pest Control Association**  
**Profit & Loss Budget vs. Actual**  
 July 2021 through January 2022

|  | Jul '21 - ... | Budget    | \$ Over B... | % of Bu... |
|--|---------------|-----------|--------------|------------|
| <b>Ordinary Income/Expense</b>               |               |           |              |            |
| <b>Income</b>                                |               |           |              |            |
| <b>Crack &amp; Crevice Advertising</b>       |               |           |              |            |
| Crack & Crevice Advertising                  | 2,203.75      | 3,650.00  | -1,446.25    | 60.4%      |
| <b>Total Crack &amp; Crevice Advertising</b> | 2,203.75      | 3,650.00  | -1,446.25    | 60.4%      |
| <b>Legislative Action</b>                    | 380.00        | 1,000.00  | -620.00      | 38.0%      |
| <b>Membership Dues</b>                       |               |           |              |            |
| OPCA Member Dues                             | 14,600.00     | 15,400.00 | -800.00      | 94.8%      |
| <b>Total Membership Dues</b>                 | 14,600.00     | 15,400.00 | -800.00      | 94.8%      |
| <b>OPCA Apparel/Book Income</b>              |               |           |              |            |
| Books  | 0.00          | 0.00      | 0.00         | 0.0%       |
| Hats   | 20.00         | 0.00      | 20.00        | 100.0%     |
| Shirts                                       | 0.00          | 0.00      | 0.00         | 0.0%       |
| <b>Total OPCA Apparel/Book Income</b>        | 20.00         | 0.00      | 20.00        | 100.0%     |
| <b>Scholarship Donation</b>                  | 100.00        | 1,000.00  | -900.00      | 10.0%      |
| <b>Seminar Income</b>                        |               |           |              |            |
| Golf Tournament Registration                 | 2,000.00      | 4,400.00  | -2,400.00    | 45.5%      |
| Raffle, Golf Mulligans                       | 20.00         | 500.00    | -480.00      | 4.0%       |
| Seminar Activities, Fishing                  | 1,555.00      | 2,500.00  | -945.00      | 62.2%      |
| Seminar Registration                         | 25,135.00     | 36,000.00 | -10,865.00   | 69.8%      |
| <b>Total Seminar Income</b>                  | 28,710.00     | 43,400.00 | -14,690.00   | 66.2%      |
| <b>Sponsorship Income</b>                    |               |           |              |            |
| Display Table                                | 0.00          | 0.00      | 0.00         | 0.0%       |
| Event Sponsorship                            | 6,490.00      | 12,000.00 | -5,510.00    | 54.1%      |
| <b>Total Sponsorship Income</b>              | 6,490.00      | 12,000.00 | -5,510.00    | 54.1%      |
| <b>Total Income</b>                          | 52,503.75     | 76,450.00 | -23,946.25   | 68.7%      |
| <b>Gross Profit</b>                          | 52,503.75     | 76,450.00 | -23,946.25   | 68.7%      |
| <b>Expense</b>                               |               |           |              |            |
| <b>Bank Charges</b>                          |               |           |              |            |
| Bank Fees                                    | 384.59        | 50.00     | 334.59       | 769.2%     |
| Visa/MC Expenses                             | 1,485.05      | 3,000.00  | -1,514.95    | 49.5%      |
| <b>Total Bank Charges</b>                    | 1,869.64      | 3,050.00  | -1,180.36    | 61.3%      |
| <b>Board Expenses</b>                        | 0.00          | 400.00    | -400.00      | 0.0%       |
| <b>Dues &amp; Subscriptions</b>              |               |           |              |            |
| Lobbying OFS                                 | 3,000.00      | 3,000.00  | 0.00         | 100.0%     |
| National Organizations PPMA                  | 0.00          | 250.00    | -250.00      | 0.0%       |
| <b>Total Dues &amp; Subscriptions</b>        | 3,000.00      | 3,250.00  | -250.00      | 92.3%      |
| <b>Golf Tournaments</b>                      |               |           |              |            |
| Golf Meals and Box Lunches                   | 177.00        | 500.00    | -323.00      | 35.4%      |
| Green fees                                   | 946.00        | 5,000.00  | -4,054.00    | 18.9%      |
| <b>Total Golf Tournaments</b>                | 1,123.00      | 5,500.00  | -4,377.00    | 20.4%      |
| <b>Incentives and Commissions</b>            | 300.00        | 0.00      | 300.00       | 100.0%     |
| <b>Insurance</b>                             |               |           |              |            |
| Officers and Directors Ins                   | 675.00        | 650.00    | 25.00        | 103.8%     |
| <b>Total Insurance</b>                       | 675.00        | 650.00    | 25.00        | 103.8%     |
| <b>Logo Items OPCA</b>                       | 0.00          | 0.00      | 0.00         | 0.0%       |
| <b>Office Supplies</b>                       | 0.00          | 300.00    | -300.00      | 0.0%       |
| <b>Oregon Annual Report</b>                  | 50.00         | 50.00     | 0.00         | 100.0%     |

**Oregon Pest Control Association**  
**Profit & Loss Budget vs. Actual**  
**July 2021 through January 2022**

|   | Jul '21 - ...    | Budget           | \$ Over B...      | % of Bu...      |
|---|------------------|------------------|-------------------|-----------------|
| Postage, shipping, delivery                 |                  |                  |                   |                 |
| Local Courier                               | 253.40           | 350.00           | -96.60            | 72.4%           |
| <b>Total Postage, shipping, delivery</b>    | <b>253.40</b>    | <b>350.00</b>    | <b>-96.60</b>     | <b>72.4%</b>    |
| Printing & copying                          | 297.80           | 250.00           | 47.80             | 119.1%          |
| Professional Fees                           |                  |                  |                   |                 |
| Accounting Fees                             | 525.00           | 900.00           | -375.00           | 58.3%           |
| Association Management Retainer             | 17,500.00        | 30,000.00        | -12,500.00        | 58.3%           |
| Other Mgmt Fees and Incentive               | 0.00             | 150.00           | -150.00           | 0.0%            |
| <b>Total Professional Fees</b>              | <b>18,025.00</b> | <b>31,050.00</b> | <b>-13,025.00</b> | <b>58.1%</b>    |
| Rents and Leases                            |                  |                  |                   |                 |
| Post Office Box Rent                        | 0.00             | 145.00           | -145.00           | 0.0%            |
| <b>Total Rents and Leases</b>               | <b>0.00</b>      | <b>145.00</b>    | <b>-145.00</b>    | <b>0.0%</b>     |
| Scholarship Award                           |                  |                  |                   |                 |
| Scholarship Award                           | 0.00             | 1,000.00         | -1,000.00         | 0.0%            |
| <b>Total Scholarship Award</b>              | <b>0.00</b>      | <b>1,000.00</b>  | <b>-1,000.00</b>  | <b>0.0%</b>     |
| Seminar Expenses                            |                  |                  |                   |                 |
| Audio Visual Expenses                       | 0.00             | 1,500.00         | -1,500.00         | 0.0%            |
| Facility Rent                               | 1,450.00         | 3,400.00         | -1,950.00         | 42.6%           |
| Golf Expense                                | 0.00             | 0.00             | 0.00              | 0.0%            |
| Raffle prize purchases                      | 50.00            | 75.00            | -25.00            | 66.7%           |
| Reception food and beverage                 | 0.00             | 500.00           | -500.00           | 0.0%            |
| Seminar Printing and Copies                 | 443.90           | 400.00           | 43.90             | 111.0%          |
| Seminar Speaker Fees                        | 0.00             | 500.00           | -500.00           | 0.0%            |
| Seminar Speaker Travel Lodging              | 0.00             | 2,000.00         | -2,000.00         | 0.0%            |
| Seminar Supplies                            | 360.86           | 500.00           | -139.14           | 72.2%           |
| Seminars Meals and Catering                 | 8,289.04         | 14,000.00        | -5,710.96         | 59.2%           |
| Seminars Misc, Fishing, etc                 | 1,400.00         | 3,000.00         | -1,600.00         | 46.7%           |
| Seminars Postage                            | 16.91            | 0.00             | 16.91             | 100.0%          |
| Seminars Promotion                          | 0.00             | 0.00             | 0.00              | 0.0%            |
| Staff travel and lodging                    | 1,337.33         | 2,000.00         | -662.67           | 66.9%           |
| <b>Total Seminar Expenses</b>               | <b>13,348.04</b> | <b>27,875.00</b> | <b>-14,526.96</b> | <b>47.9%</b>    |
| Taxes                                       | 0.00             | 0.00             | 0.00              | 0.0%            |
| Telephone & telecommunications              | 295.44           | 780.00           | -484.56           | 37.9%           |
| 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%            |
| <b>Total Travel &amp; meetings expenses</b> | <b>0.00</b>      | <b>0.00</b>      | <b>0.00</b>       | <b>0.0%</b>     |
| Website Expenses                            | 0.00             | 800.00           | -800.00           | 0.0%            |
| <b>Total Expense</b>                        | <b>39,237.32</b> | <b>75,450.00</b> | <b>-36,212.68</b> | <b>52.0%</b>    |
| <b>Net Ordinary Income</b>                  | <b>13,266.43</b> | <b>1,000.00</b>  | <b>12,266.43</b>  | <b>1,326.6%</b> |
| Other Income/Expense                        |                  |                  |                   |                 |
| Other Income                                |                  |                  |                   |                 |
| Interest Income                             | 0.44             | 0.00             | 0.44              | 100.0%          |
| <b>Total Other Income</b>                   | <b>0.44</b>      | <b>0.00</b>      | <b>0.44</b>       | <b>100.0%</b>   |
| <b>Net Other Income</b>                     | <b>0.44</b>      | <b>0.00</b>      | <b>0.44</b>       | <b>100.0%</b>   |
| <b>Net Income</b>                           | <b>13,266.87</b> | <b>1,000.00</b>  | <b>12,266.87</b>  | <b>1,326.7%</b> |