

Oregon Pest Control Association
Balance Sheet
As of September 15, 2022

| | Sep 15, 22 |
|--|------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| Checking Account | 33,842.28 |
| Savings Account | 2,039.09 |
| Scholarship Checking Account | 5,535.06 |
| Total Checking/Savings | 41,416.43 |
| Accounts Receivable | |
| Accounts receivable | 800.00 |
| Total Accounts Receivable | 800.00 |
| Other Current Assets | |
| OPCA Logo Items | 699.65 |
| Total Other Current Assets | 699.65 |
| Total Current Assets | 42,916.08 |
| TOTAL ASSETS | 42,916.08 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Other Current Liabilities | |
| NPMA Dues Payable | 6,055.00 |
| Scholarship Payable | 957.00 |
| Total Other Current Liabilities | 7,012.00 |
| Total Current Liabilities | 7,012.00 |
| Total Liabilities | 7,012.00 |
| Equity | |
| Unrestrict (retained earnings) | 17,535.52 |
| Net Income | 18,368.56 |
| Total Equity | 35,904.08 |
| TOTAL LIABILITIES & EQUITY | 42,916.08 |

Oregon Pest Control Association Profit & Loss Budget vs. Actual July 1 through September 15, 2022

| | Jul 1 - Sep 15, 22 | Budget | \$ Over Budget | % of Budget |
|--|--------------------|------------------|-------------------|--------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| Crack & Crevice Advertising | | | | |
| Crack & Crevice Advertising | 1,520.00 | 3,000.00 | -1,480.00 | 50.7% |
| Crack & Crevice Advertising - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Crack & Crevice Advertising | 1,520.00 | 3,000.00 | -1,480.00 | 50.7% |
| 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% |
| IPI Manual | 0.00 | 0.00 | 0.00 | 0.0% |
| Legislative Action | 400.00 | 0.00 | -200.00 | 0.0% |
| Membership Dues | | 600.00 | | 66.7% |
| NPMA Member Dues | 0.00 | 0.00 | 0.00 | 0.0% |
| OPCA Member Dues | 9,300.00 | 17,500.00 | -8,200.00 | 53.1% |
| Membership Dues - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Membership Dues | 9,300.00 | 17,500.00 | -8,200.00 | 53.1% |
| 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 | 0.00 | 0.00 | 0.00 | 0.0% |
| 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 | 0.00 | 0.00 | 0.00 | 0.0% |
| Sales Returns | | | | |
| Scholarship Donation | 0.00 | 0.00 | 0.00 | 0.0% |
| Seminar Income | 125.00 | 500.00 | -375.00 | 25.0% |
| Golf Tournament Registration | 790.00 | 4,000.00 | -3,210.00 | 19.8% |
| 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 | 16,815.00 | 40,000.00 | -23,185.00 | 42.0% |
| Seminar Income - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Seminar Income | 18,605.00 | 45,600.00 | -26,995.00 | 40.8% |

Oregon Pest Control Association Profit & Loss Budget vs. Actual July 1 through September 15, 2022

| | Jul 1 - Sep 15, 22 | Budget | \$ Over Budget | % of Budget |
|---|--------------------|------------------|-------------------|--------------|
| Sponsorship Income | | | | |
| Display Table | 0.00 | 0.00 | 0.00 | 0.0% |
| Event Sponsorship | 1,750.00 | 12,000.00 | -10,250.00 | 14.6% |
| Website Sponsors | 0.00 | 0.00 | 0.00 | 0.0% |
| Sponsorship Income - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Sponsorship Income | 1,750.00 | 12,000.00 | -10,250.00 | 14.6% |
| Uncategorized Income | 0.00 | 0.00 | 0.00 | 0.0% |
| WDO Report Form Sales | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Income | 31,719.52 | 79,200.00 | -47,480.48 | 40.0% |
| 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% |
| 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 | | | | |
| Shipping Expense | 0.00 | 0.00 | 0.00 | 0.0% |
| 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% |

Oregon Pest Control Association Profit & Loss Budget vs. Actual July 1 through September 15, 2022

| | Jul 1 - Sep 15, 22 | Budget | \$ Over Budget | % of Budget |
|---------------------------------------|--------------------|------------------|-------------------|--------------|
| Truck Decals Expense | 0.00 | 0.00 | | 0.0% |
| WDO Forms Expense | 0.00 | 0.00 | | 0.0% |
| WDO Inspection Brochure | 0.00 | 0.00 | | 0.0% |
| Total COGS | 0.00 | 0.00 | | 0.0% |
| Gross Profit | 31,719.52 | 79,200.00 | -47,480.48 | 40.0% |
| Expense | | | | |
| Advertising expenses | 0.00 | 0.00 | | 0.0% |
| Bad debt expense | 0.00 | 0.00 | | 0.0% |
| Bank Charges | | | | |
| Bank Fees | 147.08 | 50.00 | 97.08 | 294.2% |
| Visa/MC Expenses | 517.39 | 2,750.00 | -2,232.61 | 18.8% |
| Bank Charges - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Bank Charges | 664.47 | 2,800.00 | -2,135.53 | 23.7% |
| Board Expenses | 0.00 | 500.00 | -500.00 | 0.0% |
| Bulk Permit Annual Fee | 0.00 | 0.00 | | 0.0% |
| Credit Card Discount | 0.00 | 0.00 | | 0.0% |
| Dues & Subscriptions | | | | |
| Lobbying OFS | 3,000.00 | 3,000.00 | 0.00 | 100.0% |
| National Organizations PPMA | 0.00 | 250.00 | -250.00 | 0.0% |
| Dues & Subscriptions - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Dues & Subscriptions | 3,000.00 | 3,250.00 | -250.00 | 92.3% |
| Fines, penalties, judgements | 0.00 | 0.00 | | 0.0% |
| Furniture & Fixtures Lease | 0.00 | 0.00 | | 0.0% |
| Golf Tournaments | | | | |
| Golf Meals and Box Lunches | 0.00 | 600.00 | -600.00 | 0.0% |
| Golf prizes and awards | 0.00 | 0.00 | 0.00 | 0.0% |
| Green fees | 0.00 | 2,700.00 | -2,700.00 | 0.0% |
| Golf Tournaments - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Golf Tournaments | 0.00 | 3,300.00 | -3,300.00 | 0.0% |
| Incentives and Commissions Insurance | 50.00 | 400.00 | -350.00 | 12.5% |
| General Business Insurance | 0.00 | 0.00 | 0.00 | 0.0% |
| Liability Insurance | 0.00 | 0.00 | | 0.0% |
| Officers and Directors Ins | 0.00 | 675.00 | -675.00 | 0.0% |
| Other Insurance | 0.00 | 0.00 | | 0.0% |
| Insurance - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Insurance | 0.00 | 675.00 | -675.00 | 0.0% |

Oregon Pest Control Association
Profit & Loss Budget vs. Actual
 July 1 through September 15, 2022

| | Jul 1 - Sep 15, 22 | Budget | \$ Over Budget | % of Budget |
|--|--------------------|------------------|-------------------|--------------|
| 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 | 79.20 | 0.00 | 0.00 | 0.0% |
| Oregon Annual Report | 50.00 | 50.00 | 29.20 | 158.4% |
| Organizational (corp) expenses | 50.00 | 50.00 | 0.00 | 100.0% |
| Other Expenses | 0.00 | 0.00 | 0.00 | 0.0% |
| 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 | 0.00 | 0.00 | 0.00 | 0.0% |
| Federal Express | 0.00 | 0.00 | 0.00 | 0.0% |
| Local Courier | 0.00 | 250.00 | -250.00 | 0.0% |
| UPS | 0.00 | 0.00 | 0.00 | 0.0% |
| Postage, shipping, delivery - Other | 55.65 | 0.00 | 55.65 | 100.0% |
| Total Postage, shipping, delivery | 55.65 | 250.00 | -194.35 | 22.3% |
| Printing & copying | 189.70 | 575.00 | -385.30 | 33.0% |
| Professional Fees | 0.00 | 525.00 | -525.00 | 0.0% |
| Accounting fees | 7,900.00 | 32,400.00 | -24,500.00 | 24.4% |
| Association Management Retainer | 0.00 | 0.00 | 0.00 | 0.0% |
| 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 | 0.00 | 0.00 | 0.00 | 0.0% |
| 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 | 7,900.00 | 32,925.00 | -25,025.00 | 24.0% |
| Reconciliation Discrepancies | 0.00 | 0.00 | 0.00 | 0.0% |
| Refunds | 0.00 | 0.00 | 0.00 | 0.0% |
| 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% |

Oregon Pest Control Association Profit & Loss Budget vs. Actual July 1 through September 15, 2022

| | Jul 1 - Sep 15, 22 | Budget | \$ Over Budget | % of Budget |
|---|--------------------|------------------|-------------------|---------------|
| 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% |
| Scholarship Award | | | | |
| Scholarship Award | 0.00 | 0.00 | 0.00 | 0.0% |
| 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 | 0.00 | 0.00 | 0.00 | 0.0% |
| Seminar Expenses | | | | |
| Audio Visual Expenses | 0.00 | 550.00 | -550.00 | 0.0% |
| 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 | 0.00 | 500.00 | -500.00 | 0.0% |
| Seminar Speaker Fees | 0.00 | 2,000.00 | -2,000.00 | 0.0% |
| Seminar Speaker Travel Lodging | 0.00 | 2,000.00 | -2,000.00 | 0.0% |
| Seminar Supplies | 0.00 | 300.00 | -300.00 | 0.0% |
| Seminars Meals and Catering | 0.00 | 20,000.00 | -20,000.00 | 0.0% |
| Seminars Misc, Fishing, etc | 0.00 | 1,400.00 | -1,400.00 | 0.0% |
| Seminars Postage | 0.00 | 20.00 | -20.00 | 0.0% |
| Seminars Promotion | 0.00 | 0.00 | 0.00 | 0.0% |
| Staff travel and lodging | 0.00 | 2,850.00 | -2,850.00 | 0.0% |
| Seminar Expenses - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Seminar Expenses | 1,000.00 | 31,320.00 | -30,320.00 | 3.2% |
| Taxes | | | | |
| Telephone & telecommunications | 0.00 | 0.00 | 0.00 | 0.0% |
| Travel & meetings expenses | 130.07 | 500.00 | -369.93 | 26.0% |
| NPSCA Convention Reg | | | | |
| NPSCA related lodging | 0.00 | 0.00 | 0.00 | 0.0% |
| NPSCA related travel | 0.00 | 0.00 | 0.00 | 0.0% |
| NPSCA travel, meals | 0.00 | 0.00 | 0.00 | 0.0% |
| Travel & meetings expenses - Other | | | | |
| Travel & meetings expenses | 0.00 | 0.00 | 0.00 | 0.0% |

Oregon Pest Control Association
Profit & Loss Budget vs. Actual
 July 1 through September 15, 2022

| | Jul 1 - Sep 15, 22 | Budget | \$ Over Budget | % of Budget |
|-------------------------|--------------------|-----------------|------------------|-----------------|
| Website Expenses | 0.00 | 1,500.00 | -1,500.00 | 0.0% |
| Total Expense | 13,351.09 | 78,215.00 | -64,863.91 | 17.1% |
| Net Ordinary Income | 18,368.43 | 985.00 | 17,383.43 | 1,864.8% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| Interest Income | 0.13 | 15.00 | -14.87 | 0.9% |
| Total Other Income | 0.13 | 15.00 | -14.87 | 0.9% |
| 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 | 0.13 | 15.00 | -14.87 | 0.9% |
| Net Income | 18,368.56 | 1,000.00 | 17,368.56 | 1,836.9% |