

Quota International, Inc.
Profit & Loss
May 2016 through April 2017

May '16 - Apr 17

Ordinary Income/Expense

Income

4000 · Member Dues Income	363,022.86
4010 · Late Fees Income	400.54
4100 · Initiation Fees	4,728.11
4150 · Investment Income	4,936.10
4200 · Program Contributions	
4240 · WFJ Founders	
4241 · WFJ Founder Donations-Members	4,902.77
4242 · WFJ Founder Donations-Club	15,632.97
Total 4240 · WFJ Founders	20,535.74
4260 · Friends of Quota/FOQ	4,814.53
Total 4200 · Program Contributions	25,350.27
4300 · Convention Income	
4301 · Standard Registration	58,393.09
4302 · Region Voting Delegate	5,272.61
4303 · Official Club Voting Delegate	18,855.96
4304 · Past International President	1,287.45
4305 · Non-Member Registration	410.12
4310 · Convention Training	
4312 · Club Officers Training	5,527.44
4313 · Pre Convention Workshops	1,776.22
Total 4310 · Convention Training	7,303.66
4320 · Convention Guests & Events	
4321 · Opening Ceremony Guest	2,127.49
4322 · Past Leaders Reunion	1,864.17
4323 · Installation Banquet Guest	4,029.33
Total 4320 · Convention Guests & Events	8,020.99
4330 · Convention Other Income	
4331 · Convention Service on Site	620.00
4332 · Convention Tours	330.46
4333 · Convention Accommodation Reimb.	955.56
4330 · Convention Other Income - Other	46,782.33
Total 4330 · Convention Other Income	48,688.35
4400 · Advanced Convention Fees	47,729.98
Total 4300 · Convention Income	195,962.21
4750 · In Kind Donations	4,773.98
4800 · Rental Income	33,384.00
4850 · Gain/Loss on Investment Sale	20,843.23
4890 · Unrealized Gain/Loss on Invest	378.75
Total Income	653,780.05

Expense

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5000 · Salaries & Wages	
5100 · Salaries	248,543.73
5200 · Payroll Taxes	21,210.00
5400 · Benefits Med, Dental, Life	17,158.77
5000 · Salaries & Wages - Other	32,519.00
Total 5000 · Salaries & Wages	319,431.50
6000 · General Administration	
6010 · Telephone	9,650.77
6020 · Staff Training/Relations	778.52
6030 · Licenses and Fees	194.26
6040 · Payroll Service Fee	1,400.09
6050 · Dues & Subscriptions	2,389.79
6060 · Postage/Freight	3,153.43
6070 · Printing	2,149.59
6080 · Office Supplies.	5,290.97
6085 · Equipment Rental	3,483.48
Total 6000 · General Administration	28,490.90
6100 · Professional Services	
6110 · Accounting Services	48,108.45
6120 · Auditing Fees	6,915.25
6130 · Consulting Fees	15,540.66
6140 · IT Support	2,489.84
6150 · Legal Expenses	8,323.51
6160 · 401K Admin Fees	465.00
Total 6100 · Professional Services	81,842.71
6200 · Insurance	
6210 · Business Owner Insurance	12,557.40
6220 · Commerical Gen. Liability	162.87
6230 · Umbrella Policy	740.75
6240 · D&O Insurance	1,896.99
6250 · Worker's Compensation	872.61
Total 6200 · Insurance	16,230.62
6300 · Occupancy.	
6310 · Condo Fees	18,528.40
6320 · Property Taxes	20,744.29
6330 · Utilities	4,225.89
6340 · Office Clean & Maintenance	3,722.34
Total 6300 · Occupancy.	47,220.92
6400 · Travel	
6410 · Travel Airfare	15,855.44
6420 · Travel Hotel	17,236.40
6430 · Travel Meals/Entertainment	85,111.04

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6440 - Travel Mileage/Tolls	2,239.34
6450 - Travel Misc. Expenses	1,385.00
Total 6400 - Travel	121,827.22
6500 - Program Expenses	8,327.45
6700 - Banking Fees	
6710 - Bank Fees	3,847.66
6730 - Currency Conversion Fees	21.35
6740 - Credit Card Fees	3,731.74
Total 6700 - Banking Fees	7,600.75
8200 - Exchange Gain/Loss	14,276.51
8300 - Depreciation	17,957.35
Total Expense	663,205.93
Net Ordinary Income	-9,425.88
Other Income/Expense	
Other Income	
4901 - Interest Income	29.46
Total Other Income	29.46
Net Other Income	29.46
Net Income	<u><u>-9,396.42</u></u>