

International Organic Inspectors Association

Profit & Loss Budget vs. Actual

January through December 2025

	A	B	C	D	E	F	G	H	I	J
1										
2								Jan - Dec 25		Budget
3			Income							
4				Membership Income						
5					Annual Meeting			325.00		525.00
6					Inspector Accreditation			150.00		100.00
7					Membership Dues					
8					2024 & 2025 Membership Dues			13,942.50		15,000.00
9					2026 Membership Dues			48,188.96		65,000.00
10					Total Membership Dues			62,131.46		80,000.00
11				Total Membership Income				62,606.46		80,625.00
12				Other Income						
13					Coffee			6,547.00		5,000.00
14					Dividend Income			165.83		200.00
15					Donations					
16					Apprenticeship Program			42.72		100.00
17					Donations - Other			8,665.26		4,900.00
18					Total Donations			8,707.98		5,000.00
19					Fundraising-Development			0.00		50,000.00
20					Interest			7,629.38		6,000.00
21					Peer Evaluation			5,600.00		20,000.00
22					Photocopies			205.00		50.00
23					Special Project Income					
24					ACA Mentorship Sub-award (NOP)			0.00		5,000.00
25					Powder River Community Fund			5,000.00		
26					SCBG - KSU BIPOC Training			25,866.00		25,866.00
27					TBD - Special Projects			0.00		10,000.00
28					TOPP Funding			7,087.87		4,000.00
29					Total Special Project Income			37,953.87		44,866.00
30				Total Other Income				66,809.06		131,116.00
31				Resource Sales						
32					Caps			284.00		160.00
33					IOIA Manuals			135.00		5,000.00
34					Newsletter Subscriptions			0.00		25.00
35					Publications			0.00		360.00
36					Transcripts			20.00		
37				Total Resource Sales				439.00		5,545.00
38				Training Income						
39					Cosponsor-Managed Trainings			26,608.46		50,000.00
40					IOIA-Managed Trainings					
41					2020 Live On-Line Basic			0.00		2,075.00
42					2023 Webinars			325.00		
43					2024 Live On Line					
44						2024 COR Processing			500.00	
45						2024 Live On Line - Other			2,450.00	
46					Total 2024 Live On Line			2,950.00		
47					2024 Midwest (Minnesota)			300.00		

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2								Jan - Dec 25		Budget
48							2024 SDL (On-Line Learning)	375.00		
49							2024 Webinars	200.00		
50							2025 COR Training			
51							2025 COR Crop	1,900.00		10,000.00
52							2025 COR Processing	11,866.00		10,000.00
53							Total 2025 COR Training	13,766.00		20,000.00
54							2025 East Coast in-person	0.00		30,000.00
55							2025 Live On Line	236,800.00		212,500.00
56							2025 MT Advanced	8,850.00		12,000.00
57							2025 Other Trainings			
58							2025 West Coast	20,842.29		
59							2025 Other Trainings - Other	0.00		5,000.00
60							Total 2025 Other Trainings	20,842.29		5,000.00
61							2025 SDL (On-line Learning)	3,125.00		5,000.00
62							2025 Webinars	84,829.36		100,000.00
63							2026 Webinars	5,125.00		
64							Total IOIA-Managed Trainings	377,487.65		386,575.00
65							Total Training Income	404,096.11		436,575.00
66							Total Income	533,950.63		653,861.00
67							Cost of Goods Sold			
68							Cost of Goods Sold	5,684.38		4,000.00
69							Total COGS	5,684.38		4,000.00
70							Gross Profit	528,266.25		649,861.00
71										
72							Expense			
73							Bad Debts	325.00		
74							Committee Expense			
75							Asia Pacific Committee	0.00		500.00
76							Bylaws	36.00		100.00
77							Canadian	0.00		1,500.00
78							Ethics	0.00		100.00
79							Latin American	0.00		100.00
80							Membership	0.00		100.00
81							Peer Evaluation/Accreditation	3.79		100.00
82							Policy Committee	0.00		100.00
83							Rep on NON-IOIA Committee	0.00		100.00
84							Total Committee Expense	39.79		2,700.00
85							Contract Labor			
86							Newsletter Editor	4,550.00		5,000.00
87							Peer Evaluation	1,549.50		2,000.00
88							Policy Committee	0.00		5,000.00
89							SDL (On-line learning)	5,040.00		1,000.00
90							Website, IT, & IMS	0.00		1,250.00
91							Contract Labor - Other	14,245.20		25,000.00
92							Total Contract Labor	25,384.70		39,250.00

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93							Depreciation Expense	367.00		500.00
94							Fundraising	166.99		95.00
95							Office and Operating Expense			
96							Direct Staff Expenses			
97							Bonuses	2,000.00		
98							Business Development Director	16,666.68		50,000.00
99							Employee Benefits	13,880.00		15,000.00
100							Executive Director Salary	82,560.00		82,560.00
101							Professional Development	608.00		500.00
102							Staff Travel	6,374.71		10,000.00
103							Support Staff	54,224.61		66,000.00
104							Taxes, Soc. Security, Medicare	15,921.11		21,000.00
105							Unemployment	171.66		200.00
106							Workers Compensation	724.28		1,000.00
107							Total Direct Staff Expenses	193,131.05		246,260.00
108							Operational Expenses			
109							Accounting			
110							Financial Audit	0.00		1,000.00
111							Accounting - Other	2,338.57		2,500.00
112							Total Accounting	2,338.57		3,500.00
113							Bank Service Charges	1,763.51		2,500.00
114							Building Expense			
115							Property Taxes	501.45		506.98
116							Building Expense - Other	9,142.90		1,000.00
117							Total Building Expense	9,644.35		1,506.98
118							Contingency Fund	0.00		200.00
119							Dues and Subscriptions	2,053.10		3,150.00
120							Insurance	8,205.80		8,300.00
121							IT & Social Media	8,004.29		5,000.00
122							Legal Fees	377.10		2,000.00
123							Newsletter	874.89		1,000.00
124							Office Equipment	231.42		500.00
125							Office Supplies	1,221.16		1,200.00
126							Postage and Delivery	587.87		500.00
127							Printing and Reproduction	133.66		300.00
128							Promotion	4,474.42		4,500.00
129							Telephone	3,389.85		3,500.00
130							Utilities	3,502.34		3,200.00
131							Website	0.00		250.00
132							Total Operational Expenses	46,802.33		41,106.98
133							Other Operating Expenses			
134							Annual Meeting Expense	3,759.83		4,000.00
135							Board of Directors			
136							BOD Professional Development	0.00		500.00
137							BOD Retreat	1,588.80		1,794.02

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138							BOD Travel	9,703.63		11,000.00
139							Total Board of Directors	11,292.43		13,294.02
140							Total Other Operating Expenses	15,052.26		17,294.02
141							Total Office and Operating Expense	254,985.64		304,661.00
142							Peer Evaluation	7,298.54		16,475.00
143							Scholarships			
144							Community InitiativeScholarship	0.00		2,250.00
145							Rutherford Scholarship	0.00		2,250.00
146							Total Scholarships	0.00		4,500.00
147							Special Project Expense			
148							SCBG - KSU BIPOC Training	10.17		
149							TBD - Special Projects	0.00		5,000.00
150							TOPP Funding	737.87		500.00
151							Total Special Project Expense	748.04		5,500.00
152							Training Expense			
153							Cosponsor-ManagedTrainings			
154							International Training Mgmt	8,197.13		6,000.00
155							Other Expenses	130.10		500.00
156							Trainer Expenses	8,820.96		18,500.00
157							Total Cosponsor-ManagedTrainings	17,148.19		25,000.00
158							IOIA-Managed Trainings			
159							2024 Midwest	378.05		
160							2025 COR Training			
161							2025 COR Crop	83.90		6,840.00
162							2025 COR Processing	5,946.30		6,840.00
163							Total 2025 COR Training	6,030.20		13,680.00
164							2025 East Coast in-person	0.00		22,500.00
165							2025 LOL Training	105,238.58		116,000.00
166							2025 MT Advanced	11,475.20		4,000.00
167							2025 Other Trainings			
168							2025 West Coast	11,013.69		
169							2025 Other Trainings - Other	0.00		2,500.00
170							Total 2025 Other Trainings	11,013.69		2,500.00
171							2025 SDL (Online Learning)	7,253.84		5,000.00
172							2025 & 2026 Webinars	58,615.52		60,000.00
173							IOIA-Managed Trainings - Other	186.00		
174							Total IOIA-Managed Trainings	200,191.08		223,680.00
175							Training Institute & Advisory			
176							Advisory Council	0.00		6,500.00
177							Training Institute & Advisory - Other	15,202.00		15,000.00
178							Total Training Institute & Advisory	15,202.00		21,500.00
179							Total Training Expense	232,541.27		270,180.00
180							Total Expense	521,856.97		643,861.00
181							Net Income	6,409.28		6,000.00