

National Conference for Catechetical Leadership
Year-to-Date / Previous Year Comparison
 January through December 2010

11:25 PM
 05/09/2011
 Accrual Basis

	Jan - Dec 10	Jan - Dec 09	\$ Change	% Change
Ordinary Income/Expense				
Income				
3100 · MEMBER DUES	143,930	144,139	-209	-0%
3800 · MEMBER SERVICES INCOME	63,687	45,948	17,739	39%
3700 · CONFERENCE & EVENTS INCOME	203,137	209,160	-6,023	-3%
3500 · PUBLICATIONS & PRODUCTS	69,769	64,801	4,968	8%
3300 · DONATIONS & OTHER INCOME	106,421	124,939	-18,518	-15%
3999 · Uncategorized Income	0	1,298	-1,298	-100%
Total Income	586,944	590,285	-3,341	-1%
Cost of Goods Sold				
5000 · COST OF GOODS SOLD	21,180	24,061	-2,881	-12%
Total COGS	21,180	24,061	-2,881	-12%
Gross Profit	565,764	566,224	-460	-0%
Expense				
4600 · MEMBER SERVICES EXPENSE	82,290	15,642	66,648	426%
4800 · CONFERENCE & EVENTS EXPENSE	121,624	163,791	-42,167	-26%
4900 · PUBLICATIONS AND PRODUCTS	10,937	6,808	4,129	61%
6000 · GOVERNANCE	26,802	39,031	-12,229	-31%
4200 · MANAGEMENT & GENERAL	63,657	110,966	-47,309	-43%
4001 · PERSONNEL EXPENSE	170,897	186,770	-15,873	-8%
4971 · Penalties	1,646	0	1,646	100%
4500 · DEVELOPMENT & PRODUCTION	0	280	-280	-100%
Total Expense	477,853	523,288	-45,435	-9%
Net Ordinary Income	87,911	42,936	44,975	105%
Other Income/Expense				
Other Income				
7005 · TEMP RESTRICTED INCOME	4,413	35,630	-31,217	-88%
Total Other Income	4,413	35,630	-31,217	-88%
Other Expense				
7010 · TEMP RESTRICTED EXPENSE	2,173	22,544	-20,371	-90%
Total Other Expense	2,173	22,544	-20,371	-90%
Net Other Income	2,240	13,086	-10,846	-83%
Net Income	90,151	56,022	34,129	61%

National Conference for Catechetical Leadership
Year-to-Date / Previous Year Comparison
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	Jan - Dec 10	Jan - Dec 09	\$ Change	% Change
Ordinary Income/Expense				
Income				
3100 · MEMBER DUES				
3120 · Diocesan Fees	81,860	75,475	6,385	8%
3140 · Corporate Fees	8,100	11,160	-3,060	-27%
3130 · Organizational Affiliate	0	0	0	0%
3150 · Individual and Academic Fees	49,726	51,966	-2,240	-4%
3170 · New Member Fees	4,244	5,538	-1,294	-23%
Total 3100 · MEMBER DUES	143,930	144,139	-209	-0%
3800 · MEMBER SERVICES INCOME				
3820 · Catechetical Leader	51,535	45,194	6,341	14%
3822 · Networking Income/Stipends	12,092	0	12,092	100%
3835 · List Sales/Job Target	60	754	-694	-92%
Total 3800 · MEMBER SERVICES INCOME	63,687	45,948	17,739	39%
3700 · CONFERENCE & EVENTS INCOME				
3720 · Commissions	13,564	18,981	-5,417	-29%
3702 · Exhibit Income				
3702.1 · Booths	40,419	23,700	16,719	71%
3702.2 · Showcases	300	100	200	200%
3702.3 · Program Ads	650	550	100	18%
3702 · Exhibit Income - Other	0	10,640	-10,640	-100%
Total 3702 · Exhibit Income	41,369	34,990	6,379	18%
3703 · Registration				
3703.9 · Spouse/Guest Fees	0	149	-149	-100%
3703.1 · Box Lunch Fees	2,074	2,339	-265	-11%
3703.3 · Post-Conference (Thursday)	2,744	2,345	399	17%
3703.6 · Banquet Fees	1,240	3,116	-1,876	-60%
3703.7 · Solidarity Scholarship Fund	1,000	0	1,000	100%
3703.8 · Conference Regis Fees	139,747	147,240	-7,493	-5%
Total 3703 · Registration	146,805	155,189	-8,384	-5%
3705 · Other Conference Income	200	0	200	100%
3704 · Sponsor Income	1,200	0	1,200	100%
3700 · CONFERENCE & EVENTS INCOME	0	0	0	0%
Total 3700 · CONFERENCE & EVENTS INCC	203,138	209,160	-6,022	-3%
3500 · PUBLICATIONS & PRODUCTS				
3520 · Catechetical Sunday Materials	46,039	37,326	8,713	23%
3530 · Other Catechetical Resources	4,802	6,448	-1,646	-26%

2010 vs 2011 detail

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3540 · NCCL Bookshop	14,372	21,008	-6,636	-32%
3550 · Shipping and Handling Income	4,556	19	4,537	23,879%
Total 3500 · PUBLICATIONS & PRODUCTS	69,769	64,801	4,968	8%
3300 · DONATIONS & OTHER INCOME				
3320 · CFC & United Way	23,501	25,822	-2,321	-9%
3330 · Recognized Inc from Restricted	1,000	5,000	-4,000	-80%
3340 · Echo the Promise	3,359	3,185	174	5%
3350 · 75th & Annual Appeal	3,410	0	3,410	100%
3920 · Interest Income	3,724	6,959	-3,235	-46%
3345 · Misc. Donations	0	4,301	-4,301	-100%
3630 · Royalty Income	55,298	53,101	2,197	4%
3870 · Miscellaneous Income	1,130	0	1,130	100%
3880 · Contributed Services	561	189	372	197%
3925 · CBIS Market Adjustment	14,439	26,382	-11,943	-45%
Total 3300 · DONATIONS & OTHER INCOME	106,422	124,939	-18,517	-15%
3999 · Uncategorized Income	0	1,298	-1,298	-100%
Total Income	586,946	590,285	-3,339	-1%
Cost of Goods Sold				
5000 · COST OF GOODS SOLD				
5020 · Catechetical Sunday Materials	17,531	19,868	-2,337	-12%
5030 · Other Catechetical Resources	412	173	239	138%
5040 · NCCL Bookshop	3,200	4,021	-821	-20%
5090 · COGS Shipping & Handling	-7	0	-7	-100%
5000 · COST OF GOODS SOLD - Other	44	0	44	100%
Total 5000 · COST OF GOODS SOLD	21,180	24,062	-2,882	-12%
Total COGS	21,180	24,062	-2,882	-12%
Gross Profit	565,766	566,223	-457	-0%
Expense				
4600 · MEMBER SERVICES EXPENSE				
4625 · Catechetical Leader Expense	69,541	6,434	63,107	981%
4635 · Member Mailings, Renewals	0	4,970	-4,970	-100%
4224 · Networking (Exec Dir Travel)	3,814	0	3,814	100%
4222 · Web Page, IT	8,936	4,238	4,698	111%
Total 4600 · MEMBER SERVICES EXPENSE	82,291	15,642	66,649	426%
4800 · CONFERENCE & EVENTS EXPENSE				
4540 · Advertising, Program Materials	8,903	31,880	-22,977	-72%
4544 · Conference Planning/Development	3,435	0	3,435	100%
4285 · Conference Travel	3,547	2,788	759	27%
4288 · Exhibit Expense	4,899	0	4,899	100%

2010 vs 2011 detail

	Jan - Dec 10	Jan - Dec 09	\$ Change	% Change
4240 · Hotel, Food Functions, A/V	67,444	37,159	30,285	82%
4245 · Misc. Conference Supplies	1,109	201	908	452%
4850 · Other Conference Expense	23,018	36,145	-13,127	-36%
4840 · Speaker Stipends & Expenses	9,268	10,152	-884	-9%
4520 · Author Stipends	0	150	-150	-100%
4530 · Editing/Layout	0	26,412	-26,412	-100%
4830 · Legal Fees	0	763	-763	-100%
4831 · Accounting/Bookkeeping Fees	0	15,323	-15,323	-100%
4832 · Computer Consulting Fees	0	1,619	-1,619	-100%
48501 · Liturgy/Prayer	0	1,200	-1,200	-100%
Total 4800 · CONFERENCE & EVENTS EXP	121,623	163,792	-42,169	-26%
4900 · PUBLICATIONS AND PRODUCTS				
4910 · Adjustments to Inventory	658	171	487	285%
4915 · Fulfillment Outsourcing	3,534	5,320	-1,786	-34%
4912 · Publications in Development	0	0	0	0%
4640 · Shipping & Handling Expense	6,744	1,185	5,559	469%
4931 · Bank Charges/Ret Chk/Stop Pays	0	132	-132	-100%
Total 4900 · PUBLICATIONS AND PRODUC	10,936	6,808	4,128	61%
6000 · GOVERNANCE				
6005 · Board/Exec Committee Expense	7,392	0	7,392	100%
6007 · Rep. Council Expense	16,841	0	16,841	100%
6010 · Committee Expense	1,508	3,571	-2,063	-58%
6012 · Forum Expense	1,061	0	1,061	100%
4280 · Non-staff Travel, Meals, etc.	0	35,460	-35,460	-100%
Total 6000 · GOVERNANCE	26,802	39,031	-12,229	-31%
4200 · MANAGEMENT & GENERAL				
4925 · Bad Debt, Item Write-offs	2,497	3,379	-882	-26%
4930 · Bank, Merchant Fees	7,768	9,566	-1,798	-19%
4933 · Bookkeeping, Accounting Fees	20,725	0	20,725	100%
4225 · Depreciation Expense	0	4,651	-4,651	-100%
4937 · Discretionary Exp from Stipends	4,837	-582	5,419	-931%
4230 · Equipment Expense	2,328	53,275	-50,947	-96%
4250 · Insurance, Licensing	4,405	3,578	827	23%
4260 · Office Rent, Phone, Email	18,472	22,684	-4,212	-19%
4275 · Office Supplies, Postage	2,626	14,079	-11,453	-81%
4235 · Equipment Purchases	0	335	-335	-100%
Total 4200 · MANAGEMENT & GENERAL	63,658	110,965	-47,307	-43%
4001 · PERSONNEL EXPENSE				
4820 · Payroll Service	0	1,133	-1,133	-100%
4020 · Salaries	127,204	151,775	-24,571	-16%
4030 · Taxes, WC, Payroll Fees	12,512	11,599	913	8%
4040 · Benefits	19,809	19,909	-100	-1%

2010 vs 2011 detail

	Jan - Dec 10	Jan - Dec 09	\$ Change	% Change
4070 · Hourly Wages	10,329	0	10,329	100%
4120 · Professional Development	1,042	1,604	-562	-35%
4090 · Misc. Personnel Expense	0	750	-750	-100%
Total 4001 · PERSONNEL EXPENSE	170,896	186,770	-15,874	-8%
4971 · Penalties	1,646	0	1,646	100%
4500 · DEVELOPMENT & PRODUCTION				
4510 · Advertising	0	280	-280	-100%
Total 4500 · DEVELOPMENT & PRODUCTIC	0	280	-280	-100%
Total Expense	477,852	523,288	-45,436	-9%
Net Ordinary Income	87,914	42,935	44,979	105%
Other Income/Expense				
Other Income				
7005 · TEMP RESTRICTED INCOME				
7005.1 · RFI - Operation Catechesis	0	8,781	-8,781	-100%
7005.6 · RFI - Adult Faith Module	401	373	28	8%
7005.7 · RFI - Diocesan Directors Forum	1,680	0	1,680	100%
7005.11 · RFI - Hater Fund Donations	81	268	-187	-70%
7005.12 · RFI - Hater Fund Interest	668	647	21	3%
7005.15 · RFI - Carl and Janaan Schlr Fnd	1,583	1,828	-245	-13%
7005.16 · RFI - Mbrs Prof. Development	0	4,715	-4,715	-100%
7005.17 · RFI - Exec Director Speaker Fee	0	19,018	-19,018	-100%
Total 7005 · TEMP RESTRICTED INCOME	4,413	35,630	-31,217	-88%
Total Other Income	4,413	35,630	-31,217	-88%
Other Expense				
7010 · TEMP RESTRICTED EXPENSE				
7010.1 · RFE - Operation Catechesis	0	10,000	-10,000	-100%
7010.9 · RFE - BVM Grant	0	4,000	-4,000	-100%
7010.10 · RFE - Hater Fund	0	578	-578	-100%
7010.14 · RFE - Video History Project	1,904	0	1,904	100%
7010.15 · RFE - Carl and Janaan Schlr Fnd	269	0	269	100%
7010.17 · RFE - Exec Director Speaker Fee	0	7,966	-7,966	-100%
Total 7010 · TEMP RESTRICTED EXPENSE	2,173	22,544	-20,371	-90%
Total Other Expense	2,173	22,544	-20,371	-90%
Net Other Income	2,240	13,086	-10,846	-83%
Net Income	90,154	56,021	34,133	61%

National Conference for Catechetical Leadership
Profit & Loss Budget vs. Actual
 January through December 2010

11:35 PM
 05/09/2011
 Accrual Basis

	Jan - Dec 10	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3100 · MEMBER DUES	143,930	147,000	-3,070	97.9%
3800 · MEMBER SERVICES INCOME	63,687	51,750	11,937	123.1%
3700 · CONFERENCE & EVENTS INCOME	203,137	22,000	181,137	923.3%
3500 · PUBLICATIONS & PRODUCTS	69,769	86,000	-16,231	81.1%
3300 · DONATIONS & OTHER INCOME	106,421	81,800	24,621	130.1%
3999 · Uncategorized Income	0			
Total Income	586,945	388,550	198,395	151.1%
Cost of Goods Sold				
5000 · COST OF GOODS SOLD	21,180	37,300	-16,120	56.8%
Total COGS	21,180	37,300	-16,120	56.8%
Gross Profit	565,765	351,250	214,515	161.1%
Expense				
4600 · MEMBER SERVICES EXPENSE	82,290	16,300	65,990	504.8%
4800 · CONFERENCE & EVENTS EXPENSE	121,624	173,950	-52,326	69.9%
4900 · PUBLICATIONS AND PRODUCTS	10,937	7,800	3,137	140.2%
6000 · GOVERNANCE	26,802	44,000	-17,198	60.9%
4200 · MANAGEMENT & GENERAL	63,657	85,102	-21,445	74.8%
4001 · PERSONNEL EXPENSE	170,897	162,830	8,067	105.0%
4971 · Penalties	1,646			
4500 · DEVELOPMENT & PRODUCTION	0	400	-400	0.0%
Total Expense	477,853	490,382	-12,529	97.4%
Net Ordinary Income	87,912	-139,132	227,044	-63.2%
Other Income/Expense				
Other Income				
7005 · TEMP RESTRICTED INCOME	4,413			
Total Other Income	4,413			
Other Expense				
7010 · TEMP RESTRICTED EXPENSE	2,173			
Total Other Expense	2,173			
Net Other Income	2,240			
Net Income	90,152	-139,132	229,284	-64.8%