

Turtle Survival Alliance
Profit & Loss
January through December 2009

	Jan - Dec 09
Ordinary Income/Expense	
Income	
43400 - Direct Public Support	
43430 - Donated Prof Fees, Facilities	25,399.98
43450 - Individ, Business Contributions	195,638.13
Total 43400 - Direct Public Support	221,038.11
45000 - Investments	
45010 - Rlzd/Unrlzd Gains & Losses	110.39
45030 - Interest-Savings, Short-term CD	1,697.25
45000 - Investments - Other	26,901.02
Total 45000 - Investments	28,708.66
46400 - Other Types of Income	
46420 - Inventory Sales	17,474.00
46430 - Miscellaneous Revenue	144.50
46440 - Magazine Sales	100.00
Total 46400 - Other Types of Income	17,718.50
47200 - Program Income	
47210 - Conference Registration Fees	33,010.29
47220 - Conference Auction Sales	12,540.00
47230 - Membership Dues	22,435.00
47231 - Comp Memberships	-200.00
47250 - Animal Sales	6,850.00
Total 47200 - Program Income	74,635.29
Total Income	342,100.56
Cost of Goods Sold	
50000 - Cost of Goods Sold	504.34
50700 - Cost of Sales - Inventory Sales	4,630.77
Total COGS	5,135.11
Gross Profit	336,965.45
Expense	
60300 - Awards and Grants	
60320 - Cash Awards and Grants	141,881.92
60340 - Specific Assist to Individuals	1,000.00
60350 - Conference Travel Grants	5,102.99
Total 60300 - Awards and Grants	147,984.91
60930-2 - Website Expenses - Oper	3,507.65
60940-2 - Taxes - Not UBIT	8.92
62100 - Contract Services	
62110 - Accounting Fees	1,925.00
62120 - Donated Prof Fees - GAAP	7,600.00
62150 - Outside Contract Services	10,777.50
62100 - Contract Services - Other	2,180.70
Total 62100 - Contract Services	22,483.20
65000 - Operations	
65020 - Postage, Mailing Service	280.88
65030 - Printing and Copying	8,165.00
65040 - Supplies	7,221.77
65070 - Bank Charges	426.75
65075 - Credit Card Fees	2,013.67
65080 - Membership Services	756.02
Total 65000 - Operations	18,864.09
65100 - Other Types of Expenses	
65160 - Other Costs	226.75
Total 65100 - Other Types of Expenses	226.75
66000 - Payroll Expenses	67,799.96

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Accrual Basis

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	<u>Jan - Dec 09</u>
68300 - Travel and Meetings	
68310 - Conference, Convention, Meeting	36,975.01
68320 - Travel	<u>29,870.63</u>
Total 68300 - Travel and Meetings	<u>66,845.64</u>
Total Expense	<u>327,721.12</u>
Net Ordinary Income	9,244.33
Other Income/Expense	
Other Income	
70600 - Unrealized Gains and Losses	<u>253.85</u>
Total Other Income	<u>253.85</u>
Net Other Income	<u>253.85</u>
Net Income	<u><u>9,498.18</u></u>

Ordinary Income/Expense**Income**

43400 · Direct Public Support	
43430 · Donated Prof Fees, Facilities	Donated services - R. Hudson and C. Brinker (accountant)
43450 · Individ, Business Contributions	Donations and grants
45000 · Investments	
45010 · Rlzd/Unrlzd Gains & Losses	Interest on investment account
45030 · Interest-Savings, Short-term CD	Interest on CD
45000 · Investments - Other	Value of CD that was cashed out in 2009
46400 · Other Types of Income	
46420 · Inventory Sales	Merchandise sales (tshirts, etc.)
46430 · Miscellaneous Revenue	Misc. revenue
46440 · Magazine Sales	TSA Magazine sales
47200 · Program Income	
47210 · Conference Registration Fees	Registration fees - this also included sponsorship fees in 2009
47220 · Conference Auction Sales	Live / silent auction revenue
47230 · Membership Dues	Membership dues
47250 · Animal Sales	Animal adoption fees

Cost of Goods Sold

50000 · Cost of Goods Sold	Purchase price of merchandise that is sold
50700 · Cost of Sales - Inventory Sales	Purchase price of merchandise that is sold

Expense

60300 · Awards and Grants	
60320 · Cash Awards and Grants	Field conservation program expenses
60340 · Specific Assist to Individuals	Money to specific individuals involved in conservation work
60350 · Conference Travel Grants	Speaker travel grants - conference
60930-2 · Website Expenses - Oper	Website development and maintenance expenses
60940-2 · Taxes - Not UBIT	Taxes
62100 · Contract Services	
62110 · Accounting Fees	Accounting fees - tax prep, etc.
62150 · Outside Contract Services	Creative services (i.e. magazine design); TCC Consultancy
62100 · Contract Services - Other	Attorney fees
65000 · Operations	
65020 · Postage, Mailing Service	Postage and shipping
65030 · Printing and Copying	Printing and copying - TSA magazine
65040 · Supplies	Supplies, including minor equipment for field conservation
65070 · Bank Charges	Bank charges; including wire transfer fees
65075 · Credit Card Fees	Credit card processing fees
65080 · Membership Services	Membership supplies, newsletter service
65100 · Other Types of Expenses	
65160 · Other Costs	Misc. expenses
66000 · Payroll Expenses	
66000 · Payroll Expenses	Program Coordinator salary
68300 · Travel and Meetings	
68310 · Conference, Convention, Meeting	2010 Conference expenses
68320 · Travel	Travel expenses