

Norfolk Sister City Association

Profit and Loss

January - December 2024

	TOTAL	
	JAN - DEC 2024	JAN - DEC 2023 (PY)
Income		
43300 Direct Public Grants		
43340 Non Government Grants		
43341 OWP Prof Exchange	20,672.46	20,035.02
Total 43340 Non Government Grants	20,672.46	20,035.02
Total 43300 Direct Public Grants	20,672.46	20,035.02
43400 Donations	1.00	
43410 Corporate Contributions		744.51
43450 Individual Contributions	55.00	1,268.17
Total 43400 Donations	56.00	2,012.68
44500 Government Grants		
44530 City of Norfolk Grant	65,500.00	65,500.00
Total 44500 Government Grants	65,500.00	65,500.00
45000 Investments		
45020 Dividend, Interest (Securities)	1,813.00	1,543.17
45030 Interest-Savings, Short-term CD	10.50	8.12
45050 Other Investment Revenue		554.29
Total 45000 Investments	1,823.50	2,105.58
46500 Restricted Income - Cities		
46590 Wilhelmshaven	10,000.00	10,000.00
Total 46500 Restricted Income - Cities	10,000.00	10,000.00
46600 Restricted Income - Youth Prog		
46610 Auction	685.00	2,502.00
Total 46600 Restricted Income - Youth Prog	685.00	2,502.00
46612 Olive Oil Sales	525.00	525.00
47200 Program Income		
47220 Member Assessments		
47221 Biannual Socials		1,520.00
Total 47220 Member Assessments		1,520.00
47230 Membership Dues	30.00	
47231 Membership Dues - Individual	870.00	1,185.00
47232 Membership Dues - Family	800.00	1,750.00
47233 Membership Dues - Patron	2,300.00	3,550.00
47234 Membership Dues - Ambassador	1,000.00	1,500.00
47235 Membership Dues - Benefactor	2,000.00	500.00
47236 Membership Dues - Corporate	500.00	3,500.00
Total 47230 Membership Dues	7,500.00	11,985.00

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47250 Annual International Luncheon		
47251 Annual Luncheon - Individual	2,325.00	4,740.00
47252 Annual Luncheon-Table Sponsor	3,000.00	4,000.00
47253 AIL - Centerpiece		200.00
Total 47250 Annual International Luncheon	5,325.00	8,940.00
47270 Tema	380.00	
47271 Tema Programs	20.00	
Total 47270 Tema	400.00	
47290 Toulon		615.00
47291 Toulon Event		380.00
47293 Soiree En Blanc	48.00	880.00
47294 Adult General Admission	4,531.00	5,220.00
47295 Meal	571.00	660.00
Total 47293 Soiree En Blanc	5,150.00	6,760.00
Total 47290 Toulon	5,150.00	7,755.00
47300 Cagayan De Oro		
47302 CdO Program	5,163.00	6,647.00
Total 47300 Cagayan De Oro	5,163.00	6,647.00
47330 Norfolk County		4,095.00
47340 Wilhelmshaven		940.00
47341 Special Program		3,695.20
Total 47340 Wilhelmshaven		4,635.20
47350 Ningbo	600.70	
Total 47200 Program Income	24,138.70	45,577.20
Total Income	\$123,400.66	\$148,257.48
GROSS PROFIT	\$123,400.66	\$148,257.48
Expenses		
60300 Awards and Grants		
60320 Student Scholarships	2,115.70	4,600.00
Total 60300 Awards and Grants	2,115.70	4,600.00
60900 Business Expenses		
60920 Business Registration Fees	25.00	55.00
Total 60900 Business Expenses	25.00	55.00

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62100 Contract Services		
62110 Accounting Fees	1,930.00	1,650.00
62112 Exchange Program Background Cks		544.75
62113 QuickBooks Online	1,125.00	1,045.00
62130 Fundraising Fees		
62131 Auction Expenses		43.50
62133 Cagayan d'Oro Fundraising Exp		
62133a CdO Program	8,151.00	4,120.40
Total 62133 Cagayan d'Oro Fundraising Exp	8,151.00	4,120.40
Total 62130 Fundraising Fees	8,151.00	4,163.90
Total 62100 Contract Services	11,206.00	7,403.65
62200 PayPal /Square	1,015.75	940.23
62300 Exchange Programs Events		
62330 Kaliningrad, Russia		
62331 Open World Program	9,125.22	9,544.64
Total 62330 Kaliningrad, Russia	9,125.22	9,544.64
62340 Kitakyushu, Japan		
62341 Kitakyushu Student Exchange	734.43	
Total 62340 Kitakyushu, Japan	734.43	
62380 Toulon, France		
62381 Toulon Student Exchange	51.71	133.40
62382 Toulon Adult Exchange	129.60	
Total 62380 Toulon, France	181.31	133.40
62390 Wilhelmshaven, Germany		
62391 Wilhelmshaven Student Exchange		16,600.38
62392 Wilhelmshaven Adult Exchange		7,008.02
Total 62390 Wilhelmshaven, Germany		23,608.40
62400 Ningbo		90.52
62403 Ningbo Program	552.78	
Total 62400 Ningbo	552.78	90.52
62410 Exchanges - Miscellaneous		158.13
Total 62300 Exchange Programs Events	10,593.74	33,535.09
63000 Program Expenses		
63010 Annual Luncheon	4,964.11	9,265.33
63020 Young Artists Showcase	1,133.64	1,623.45
63025 Young Global Citizen	259.11	1,896.32
63030 Norfolk County		4,289.37
63040 Tema	201.15	
63041 Tema Program	2,511.56	
Total 63040 Tema	2,712.71	

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63070 Toulon		727.31
63073 Soiree en Blanc	4,228.68	7,614.15
Total 63070 Toulon	4,228.68	8,341.46
Total 63000 Program Expenses	13,298.25	25,415.93
65000 Operations		
65010 Books, Subscriptions, Reference	50.00	
65020 Postage, Mailing Service	252.55	448.13
65040 Supplies	3,522.43	770.68
65050 Office Operating Expense	2,482.86	1,443.05
65080 Software Fees	1,670.36	2,253.48
Total 65000 Operations	7,978.20	4,915.34
65100 Other Types of Expenses	8.08	279.97
65110 Public Relations & Marketing (deleted)		3,368.92
65110* Advertising Expenses	6,019.70	5,818.37
65120 Insurance - Liability, D and O	2,884.00	2,337.00
65140 Membership Committee		
65142 Holiday Social		361.89
65144 Mid-Year Membership Social	604.13	714.23
Total 65140 Membership Committee	604.13	1,076.12
65150 Memberships Benefits		
65152 Membership Benefits (Level)	458.62	840.00
Total 65150 Memberships Benefits	458.62	840.00
65161 Gifts - Sympathy & Well Wishes	662.19	701.23
65170 Board Development and Orientation	341.40	79.70
65180 Corporate Sponsorships		360.00
65190 Dues Paid to Other Organization	2,962.00	1,567.00
65191 Sister Cities International		1,030.00
Total 65190 Dues Paid to Other Organization	2,962.00	2,597.00
65200 Finance Committee		
65201 Bank & Credit Card Charges	591.62	90.00
65204 Investment Expenses	984.58	851.11
Total 65200 Finance Committee	1,576.20	941.11
Total 65100 Other Types of Expenses	15,516.32	18,399.42
66000 Payroll Expenses		
66001 Staff Payroll	45,131.02	50,407.72
66002 Federal Taxes		
66002a Taxes Paid	9,740.64	9,266.00
66002b Taxes Paid Employer	6,158.95	5,054.28
Total 66002 Federal Taxes	15,899.59	14,320.28
66003a Payroll Fees-PAYDAY PAYROLL	1,677.80	1,474.80

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66004 Parking	2.00	
Total 66000 Payroll Expenses	62,710.41	66,202.80
68300 Travel and Meetings		
68310 Conference, Convention, Meeting		
68311 Sister Cities International		650.00
68313 Travel - Other Meetings		950.54
Total 68310 Conference, Convention, Meeting		1,600.54
Total 68300 Travel and Meetings		1,600.54
Unapplied Cash Bill Payment Expense		252.50
Total Expenses	\$124,459.37	\$163,320.50
NET OPERATING INCOME	\$ -1,058.71	\$ -15,063.02
NET INCOME	\$ -1,058.71	\$ -15,063.02