

# Manitoba Nursery Landscape Association

## Comparative Income Statement

	Actual 10/01/2022 to 09/30/2023	Actual 10/01/2021 to 09/30/2022	Difference
<b>REVENUE</b>			
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Membership Fees	49,958.08	53,213.93	-3,255.85
Program and Event Fees	27,537.17	12,058.50	15,478.67
Advertising	15,525.00	5,850.00	9,675.00
Sponsorship and Donation	21,788.00	18,952.00	2,836.00
Membership Programs	2,001.39	2,148.10	-146.71
<b>Net Revenues</b>	<u>116,809.64</u>	<u>92,222.53</u>	24,587.11
<b>OTHER REVENUE</b>			
Interest Revenue	12.50	7.50	5.00
<b>Total Other Revenue</b>	<u>12.50</u>	<u>7.50</u>	5.00
<b>TOTAL REVENUE</b>	<u>116,822.14</u>	<u>92,230.03</u>	24,592.11
<b>EXPENSE</b>			
<b>PROGRAM AND EVENT EXPE...</b>			
Venue Rental	16,313.78	0.00	16,313.78
Equipment Rental	783.24	0.00	783.24
Hospitality	2,868.50	2,147.01	721.49
Guest Speakers	1,200.00	0.00	1,200.00
Awards and Recognitions	977.61	0.00	977.61
Golf Tournament	0.00	6,020.35	-6,020.35
<b>Total Program and Event Expe...</b>	<u>22,143.13</u>	<u>8,167.36</u>	13,975.77
<b>GENERAL AND ADMINISTRAT...</b>			
Advertising and Promotion	5,998.95	822.24	5,176.71
Marketing	5,377.90	14,595.25	-9,217.35
Awards and Recognition	175.00	476.15	-301.15
Membership Fees	16,528.80	16,697.10	-168.30
Administration: Courier and Post...	321.43	209.19	112.24
Administration: Printing	650.56	0.00	650.56
Administration: Office Supplies	121.09	267.14	-146.05
Administration: License and Sub...	2,082.15	2,517.04	-434.89
Administration: Meeting Expense	537.28	430.44	106.84
<b>Total Administration</b>	<u>3,712.51</u>	<u>3,423.81</u>	288.70
Contracting Fees	37,267.61	35,336.47	1,931.14
Special Projects	0.00	2,500.00	-2,500.00
Accounting and Legal	3,241.32	1,579.59	1,661.73
Telephone and Fax	688.61	1,253.44	-564.83
Website Development	0.00	346.80	-346.80
Insurance	1,108.15	1,562.02	-453.87
Credit Card Discount Fees	2,700.62	2,537.93	162.69
Bank and Service Charges	268.42	270.97	-2.55
<b>Total Bank and Interest Charges</b>	<u>2,969.04</u>	<u>2,808.90</u>	160.14
Travel	872.77	1,477.25	-604.48
<b>Total General &amp; Admin. Expen...</b>	<u>77,940.66</u>	<u>82,879.02</u>	-4,938.36
<b>TOTAL EXPENSE</b>	<u>100,083.79</u>	<u>91,046.38</u>	9,037.41
<b>NET INCOME</b>	<u>16,738.35</u>	<u>1,183.65</u>	15,554.70