

TESL Canada Federation
Profit and Loss
January - December 2017

	Total	
	Jan - Dec 2017	Jan - Dec 2016 (PY)
INCOME		
4500 Annual Membership Fees		
4510 International Ann'l Memberships	3,707.16	2,491.80
4530 Domestic Direct Memberships	25,663.81	28,033.80
4550 Provincial Annual Memberships	22,943.37	66,247.21
Total 4500 Annual Membership Fees	\$ 52,314.34	\$ 96,772.81
4600 Instructor Professional Certifi		
4610 Instructor Professional Certifi	20,437.33	22,077.25
4630 Instructor Prof Certif PLARs	4,423.66	6,561.10
Total 4600 Instructor Professional Certifi	\$ 24,860.99	\$ 28,638.35
4700 Teacher Training Prgm Accredita		
4710 Initial Applications	2,486.73	2,800.00
4730 Renewal Applications	9,466.67	8,800.00
4750 Annual Reporting Fees	5,975.00	5,625.00
4770 Associate Membership Fees	10,200.00	7,800.00
Total 4700 Teacher Training Prgm Accredita	\$ 28,128.40	\$ 25,025.00
4800 Conference		
4810 Lake Louise Conference Income		1,295.00
Total 4800 Conference	\$ -	\$ 1,295.00
4900 TESL Canada Journal Income		
4910 SSHRC Grant	17,750.00	17,750.00
4915 Transfer SSHRC to Western University	-8,000.00	
4930 Royalties	989.97	878.95
Total 4900 TESL Canada Journal Income	\$ 10,739.97	\$ 18,628.95
4950 Interest and other Income		
4951 Interest Income	86.00	80.90
4955 Foreign Exch gain/loss	-621.18	-268.04
Total 4950 Interest and other Income	\$ (535.18)	\$ (187.14)
4960 National Conference		
4961 Conference Registrations	141,865.63	
4980 Exhibitor Registrations	17,950.00	
4985 Sponsorships and Advertising	15,465.00	
4995 Hotel Accommodation	12,152.40	
Total 4960 National Conference	\$ 187,433.03	\$ -
Total Income	\$ 302,941.55	\$ 170,172.97
GROSS PROFIT	\$ 302,941.55	\$ 170,172.97
EXPENSES		
5100 Wages and Salaries		
5110 Salaries	131,907.80	88,085.79
5130 Payroll Expenses	8,795.12	5,106.01
5131 Staff Professional Development		500.00
Total 5100 Wages and Salaries	\$ 140,702.92	\$ 93,691.80
5200 Cost of Service Delivery		
5210 Instructor Prof Certif Adjudica	2,243.91	1,430.00
5220 Instructor Prof Cert PLAR Adjud	5,270.00	3,195.00
5230 Teacher Trng Prgm Accred Adjudi	880.00	6,585.92
Total 5200 Cost of Service Delivery	\$ 8,393.91	\$ 11,210.92
5300 TESLCanada Journal		
5305 Editor	3,137.50	7,137.50
5308 Travel - Editor	1,882.96	1,992.94
5310 Production	8,652.99	10,009.82
5380 Salaries and bookkeeping TCJ	15,751.41	12,812.88
5390 Office rent TCJ	2,403.20	2,160.00
Total 5300 TESLCanada Journal	\$ 31,828.06	\$ 34,113.14

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5400 Communications and Promotion		
5410 Website Develop and Maintenance	127.77	1,753.24
5420 Godaddy Webmail Service	587.28	812.76
5430 Membership Communic (Mass E-mai		4,038.76
5460 Other Communications and Promot	2,150.11	519.08
Total 5400 Communications and Promotion	\$ 2,865.16	\$ 7,123.84
5600 General and Administrative		
5605 Auditor	0.00	5,800.00
5610 Bank Charges - Visa/Mastercard	7,348.71	2,664.39
5615 Bank Charges - Other	537.67	355.92
5620 Bookkeeping	13,990.00	13,320.02
5626 Operational Consulting	158.00	3,600.00
5635 Insurance	5,417.82	2,226.62
5640 Legal	330.00	1,687.96
5645 Miscellaneous	1,009.68	145.00
5650 Office Transition Expenses	905.24	1,168.55
5651 Moving Expenses	2,961.94	
5655 IT General	4,192.02	1,121.26
5660 Office Equipment	4,995.34	
5665 Office Rent	23,732.80	19,440.00
5670 Postage-Courier	2,933.25	2,506.80
5675 Stationery and Supplies	3,116.49	1,703.44
5680 Telephone & Fax	1,485.71	446.12
5690 Travel - Federat Promo & networ	2,163.78	2,998.76
5695 Travel - President		2,135.83
5696 ED Transition		2,893.63
Total 5600 General and Administrative	\$ 75,278.45	\$ 64,214.30
5700 National Conference Expenses		
5702 Conference Manager Fee	15,937.50	5,000.00
5705 Facilities	21,478.50	
5710 Food and Beverage	72,838.66	
5715 Graphic Design		300.00
5720 Website & Technical Functionality	7,358.00	7,560.00
5730 Printing and Promotional Materials	7,297.75	
5740 Speakers	5,216.77	
5745 Entertainment	2,000.00	
5750 Exhibitors' Display Area	6,134.63	
5755 Audio Visual	21,663.60	
5760 Awards	948.22	
5765 Travel - Manager expenses	1,634.36	
Total 5700 National Conference Expenses	\$ 162,507.99	\$ 12,860.00
Total Expenses	\$ 421,576.49	\$ 223,214.00
PROFIT	\$ (118,634.94)	\$ (53,041.03)