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Accrual Basis

**National Storytelling Network**  
**Income and Expense**  
 January 2008 through December 2012

	Jan - Dec 08	Jan - Dec 09	Jan - Dec 10	Jan - Dec 11
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000 · Contributed support</b>				
4010 · Indiv/business contribution	18,625	47,977	28,049	57,340
4110 · Donated pro services - GAAP	12,275	5,200	12,280	11,435
4250 · Nonprofit organization grants	3,000	0	0	0
4560 · SMP Contributions	8,660	702	2,649	1,309
<b>Total 4000 · Contributed support</b>	42,560	53,879	42,977	70,084
<b>5000 · Earned revenues</b>				
5010 · Agency(government) contract/fee	12,803	7,000	12,500	0
5110 · Publication sales - program-	12,748	3,115	8,960	3,752
5112 · Teller Page Listings-Storynet	4,511	3,521	4,840	4,800
5150 · Program-related sales - other	4,294	180	4,218	124
5180 · Program service fees	106,943	5,514	97,600	4,368
5181 · Concert Tickets	5,389	0	4,170	210
5210 · Membership dues - individuals	84,790	70,139	76,333	79,307
5220 · Assessments & dues - orgs	2,395	16,015	15,075	16,164
5310 · Interest-savings/short-term inv	5,645	1,337	2,502	728
5320 · Dividends & interest-securities	0	0	0	3
5340 · Other investment income	0	349	0	0
5450 · Advertising revenues	12,705	34,329	3,119	24,045
5460 · Affiliate revenue-other entity	0	0	0	0
5475 · SIG Admin Fees	2,863	2,434	4,161	2,433
5476 · Grant Admin Fees	3,250	1,081	3,958	-1,395
5477 · SMP Fees Earned	0	0	0	0
5478 · ETSU Admin Fees	0	0	0	1,531
5479 · Festival Payment ISC	164,563	159,445	0	0
5490 · Miscellaneous revenue	17,997	10,229	1,285	1,797
<b>Total 5000 · Earned revenues</b>	440,896	314,687	238,721	137,866
<b>5800 · Special events</b>				
5810 · Special events - non-gift rev	0	0	1,200	0
5820 · Special events - gift revenue	607	220	0	0
<b>Total 5800 · Special events</b>	607	220	1,200	0
<b>6900 · Assets released fr restrictions</b>				
6910 · Satisfaction of use restric	0	0	0	0
<b>Total 6900 · Assets released fr restrictions</b>	0	0	0	0
<b>Total Income</b>	484,063	368,786	282,899	207,950

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Accrual Basis

## National Storytelling Network Income and Expense January 2008 through December 2012

	Jan - Dec 08	Jan - Dec 09	Jan - Dec 10	Jan - Dec 11
<b>Cost of Goods Sold</b>				
6999 · Cost of Goods Sold	7,775	6,012	2,856	272
<b>Total COGS</b>	7,775	6,012	2,856	272
<b>Gross Profit</b>	476,289	362,774	280,043	207,678
<b>Expense</b>				
7000 · Grant & contract expense				
7019 · All Grants				
7020 · Grants to other organizations	703	0	9,000	6,500
7025 · Awards & grants - individuals	20,836	28,932	13,998	31,865
<b>Total 7019 · All Grants</b>	21,540	28,932	22,998	38,365
7050 · Specific assistance - ind	0	0	0	0
7070 · Grant Admin Fees	0	1,025	2,250	0
<b>Total 7000 · Grant &amp; contract expense</b>	21,540	29,957	25,248	38,365
7200 · Salaries & related expenses				
7220 · Salaries & wages - other	116,915	71,650	71,810	78,503
7240 · Employee benefits - not pension	24,428	-459	3,955	2,129
7250 · Payroll taxes	9,034	6,003	6,921	7,673
<b>Total 7200 · Salaries &amp; related expenses</b>	150,377	77,193	82,687	88,305
7500 · Other personnel expenses				
7520 · Accounting fees	28,062	2,600	0	0
7530 · Legal fees	7,144	0	0	15,645
7540 · Professional fees - other	49,713	41,606	48,321	34,560
7541 · Professional Fees Donated	0	0	0	0
7550 · Temporary help - contract	100	75	0	0
7555 · Other	463	19	0	0
7580 · Donated pro services - GAAP	0	0	0	8,550
<b>Total 7500 · Other personnel expenses</b>	85,482	44,300	48,321	58,755
8100 · Non-personnel expenses				
8199 · Non-Personnel Other	0	0	0	0
8105 · Computer Equipment & Software	429	774	134	244
8110 · Supplies	9,693	2,106	2,839	1,709
8130 · Telephone & telecommunications	8,778	6,641	15,095	6,200
8140 · Postage, shipping, delivery	8,847	4,357	4,658	3,943
8150 · Mailing services	107	96	96	793
8160 · Equip rental & maintenance	4,549	1,599	1,596	1,151
8170 · Printing & copying	20,712	17,310	29,321	16,785
8180 · Books, subscriptions, reference	0	0	1,245	136
<b>Total 8100 · Non-personnel expenses</b>	53,115	32,883	54,984	30,960

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Accrual Basis

## National Storytelling Network Income and Expense January 2008 through December 2012

	Jan - Dec 08	Jan - Dec 09	Jan - Dec 10	Jan - Dec 11
<b>8200 · Occupancy expenses</b>				
8210 · Rent, parking, other occupancy	15,731	11,206	8,880	10,485
8220 · Utilities	2,328	2,520	2,210	2,402
8260 · Other	485	1,587	1,020	213
<b>Total 8200 · Occupancy expenses</b>	<b>18,544</b>	<b>15,313</b>	<b>12,110</b>	<b>13,100</b>
<b>8300 · Travel &amp; meetings expenses</b>				
8310 · Travel	6,998	13,916	17,081	8,513
8320 · Conference, convention, meeting	30,598	5,034	25,540	4,043
8325 · Honoraria	7,500	2,000	14,141	1,350
8330 · Sound, technology	0	0	2,615	180
<b>Total 8300 · Travel &amp; meetings expenses</b>	<b>45,096</b>	<b>20,950</b>	<b>59,377</b>	<b>14,086</b>
<b>8400 · Depreciation &amp; amortization exp</b>				
8450 · Depreciation & amortization	6,439	5,168	3,929	10,121
<b>Total 8400 · Depreciation &amp; amortization exp</b>	<b>6,439</b>	<b>5,168</b>	<b>3,929</b>	<b>10,121</b>
<b>8500 · Misc expenses</b>				
8510 · Interest expense - general	31	0	0	0
8515 · Marketing/Advertising Expenses	14,215	555	1,167	3,266
8520 · Insurance - non-employee	1,460	4,145	4,493	2,836
8530 · Membership dues - organization	110	785	810	895
8535 · Memberclicks	3,702	2,571	2,972	3,111
8540 · Staff development	0	0	0	785
8545 · SIG Admin Fees	2,863	2,434	4,161	2,433
8546 · Grant Admin Fees	3,250	0	-3,250	0
8547 · Non-NSN Event Sponsorship	833	4,838	-1,000	3,000
8555 · Program Related Fees	0	0	200	0
8560 · Outside computer services	1,618	876	1,502	1,522
8585 · Royalties - Resources	57	0	2,924	0
8590 · Other expenses	3,866	-895	790	519
8591 · Reconciliation Discrepancies	6,739	-312	0	0
8500 · Misc expenses - Other	0	0	0	0
<b>Total 8500 · Misc expenses</b>	<b>38,743</b>	<b>14,996</b>	<b>14,768</b>	<b>18,367</b>
<b>8600 · Business expenses</b>				
8610 · Bad debt expense	3,723	14	18	-53
8620 · Sales taxes	0	0	0	0
8640 · Bank Fees	10,428	4,900	6,678	4,354
8650 · Taxes - other	42	45	44	24
8660 · Fines, penalties, judgements	17	0	0	0

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Accrual Basis

**National Storytelling Network  
Income and Expense  
January 2008 through December 2012**

	<u>Jan - Dec 08</u>	<u>Jan - Dec 09</u>	<u>Jan - Dec 10</u>	<u>Jan - Dec 11</u>
8670 · Organizational (corp) expenses	345	270	250	7,102
8680 · NSF Checks	0	204	100	60
<b>Total 8600 · Business expenses</b>	<u>14,555</u>	<u>5,433</u>	<u>7,090</u>	<u>11,488</u>
<b>Total Expense</b>	<u>433,890</u>	<u>246,192</u>	<u>308,514</u>	<u>283,548</u>
<b>Net Ordinary Income</b>	42,398	116,582	-28,472	-75,870
<b>Other Income/Expense</b>				
<b>Other Expense</b>				
9950 · Transfer to Restricted Funds	0	9,774	-379	-5,858
<b>Total Other Expense</b>	<u>0</u>	<u>9,774</u>	<u>-379</u>	<u>-5,858</u>
<b>Net Other Income</b>	<u>0</u>	<u>-9,774</u>	<u>379</u>	<u>5,858</u>
<b>Net Income</b>	<u><u>42,398</u></u>	<u><u>106,807</u></u>	<u><u>-28,093</u></u>	<u><u>-70,012</u></u>

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Accrual Basis

## National Storytelling Network Income and Expense January 2008 through December 2012

	Jan - Dec 12	TOTAL
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>4000 · Contributed support</b>		
4010 · Indiv/business contribution	40,731	192,722
4110 · Donated pro services - GAAP	6,260	47,450
4250 · Nonprofit organization grants	0	3,000
4560 · SMP Contributions	0	13,320
<b>Total 4000 · Contributed support</b>	46,991	256,492
<b>5000 · Earned revenues</b>		
5010 · Agency(government) contract/fee	0	32,303
5110 · Publication sales - program-	4,296	32,869
5112 · Teller Page Listings-Storynet	5,552	23,224
5150 · Program-related sales - other	6,398	15,215
5180 · Program service fees	97,595	312,020
5181 · Concert Tickets	2,510	12,279
5210 · Membership dues - individuals	74,645	385,214
5220 · Assessments & dues - orgs	13,765	63,414
5310 · Interest-savings/short-term inv	322	10,532
5320 · Dividends & interest-securities	3	6
5340 · Other investment income	0	349
5450 · Advertising revenues	20,319	94,517
5460 · Affiliate revenue-other entity	0	0
5475 · SIG Admin Fees	4,442	16,332
5476 · Grant Admin Fees	2,500	9,394
5477 · SMP Fees Earned	1,576	1,576
5478 · ETSU Admin Fees	2,390	3,921
5479 · Festival Payment ISC	0	324,008
5490 · Miscellaneous revenue	5,008	36,317
<b>Total 5000 · Earned revenues</b>	241,319	1,373,490
<b>5800 · Special events</b>		
5810 · Special events - non-gift rev	0	1,200
5820 · Special events - gift revenue	0	827
<b>Total 5800 · Special events</b>	0	2,027
<b>6900 · Assets released fr restrictions</b>		
6910 · Satisfaction of use restric	4,836	4,836
<b>Total 6900 · Assets released fr restrictions</b>	4,836	4,836
<b>Total Income</b>	293,146	1,636,844

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Accrual Basis

**National Storytelling Network**  
**Income and Expense**  
**January 2008 through December 2012**

	Jan - Dec 12	TOTAL
<b>Cost of Goods Sold</b>		
6999 · Cost of Goods Sold	818	17,733
<b>Total COGS</b>	818	17,733
<b>Gross Profit</b>	292,328	1,619,111
<b>Expense</b>		
7000 · Grant & contract expense		
7019 · All Grants		
7020 · Grants to other organizations	4,035	20,238
7025 · Awards & grants - individuals	18,250	113,882
<b>Total 7019 · All Grants</b>	22,285	134,120
7050 · Specific assistance - ind	356	356
7070 · Grant Admin Fees	0	3,275
<b>Total 7000 · Grant &amp; contract expense</b>	22,641	137,751
7200 · Salaries & related expenses		
7220 · Salaries & wages - other	83,566	422,444
7240 · Employee benefits - not pension	3,287	33,339
7250 · Payroll taxes	6,695	36,327
<b>Total 7200 · Salaries &amp; related expenses</b>	93,548	492,110
7500 · Other personnel expenses		
7520 · Accounting fees	0	30,662
7530 · Legal fees	0	22,790
7540 · Professional fees - other	36,685	210,885
7541 · Professional Fees Donated	5,360	5,360
7550 · Temporary help - contract	200	375
7555 · Other	0	482
7580 · Donated pro services - GAAP	0	8,550
<b>Total 7500 · Other personnel expenses</b>	42,245	279,104
8100 · Non-personnel expenses		
8199 · Non-Personnel Other	0	0
8105 · Computer Equipment & Software	371	1,951
8110 · Supplies	1,396	17,743
8130 · Telephone & telecommunications	4,847	41,561
8140 · Postage, shipping, delivery	5,531	27,336
8150 · Mailing services	0	1,092
8160 · Equip rental & maintenance	789	9,684
8170 · Printing & copying	25,733	109,861
8180 · Books, subscriptions, reference	0	1,381
<b>Total 8100 · Non-personnel expenses</b>	38,668	210,610

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**National Storytelling Network**  
**Income and Expense**  
**January 2008 through December 2012**

	Jan - Dec 12	TOTAL
<b>8200 · Occupancy expenses</b>		
8210 · Rent, parking, other occupancy	9,600	55,901
8220 · Utilities	1,901	11,360
8260 · Other	283	3,588
<b>Total 8200 · Occupancy expenses</b>	11,783	70,849
<b>8300 · Travel &amp; meetings expenses</b>		
8310 · Travel	13,632	60,140
8320 · Conference, convention, meeting	24,572	89,787
8325 · Honoraria	8,900	33,891
8330 · Sound, technology	1,624	4,419
<b>Total 8300 · Travel &amp; meetings expenses</b>	48,727	188,237
<b>8400 · Depreciation &amp; amortization exp</b>		
8450 · Depreciation & amortization	1,541	27,196
<b>Total 8400 · Depreciation &amp; amortization exp</b>	1,541	27,196
<b>8500 · Misc expenses</b>		
8510 · Interest expense - general	0	31
8515 · Marketing/Advertising Expenses	2,041	21,244
8520 · Insurance - non-employee	4,023	16,957
8530 · Membership dues - organization	861	3,461
8535 · Memberclicks	3,396	15,752
8540 · Staff development	415	1,200
8545 · SIG Admin Fees	4,442	16,332
8546 · Grant Admin Fees	0	0
8547 · Non-NSN Event Sponsorship	4,915	12,586
8555 · Program Related Fees	0	200
8560 · Outside computer services	659	6,177
8585 · Royalties - Resources	0	2,981
8590 · Other expenses	1,263	5,542
8591 · Reconciliation Discrepancies	0	6,427
8500 · Misc expenses - Other	0	0
<b>Total 8500 · Misc expenses</b>	22,015	108,889
<b>8600 · Business expenses</b>		
8610 · Bad debt expense	940	4,642
8620 · Sales taxes	0	0
8640 · Bank Fees	7,511	33,872
8650 · Taxes - other	82	237
8660 · Fines, penalties, judgements	0	17

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**National Storytelling Network  
Income and Expense  
January 2008 through December 2012**

	<u>Jan - Dec 12</u>	<u>TOTAL</u>
8670 · Organizational (corp) expenses	250	8,217
8680 · NSF Checks	1	365
<b>Total 8600 · Business expenses</b>	<u>8,783</u>	<u>47,350</u>
<b>Total Expense</b>	<u>289,951</u>	<u>1,562,096</u>
<b>Net Ordinary Income</b>	2,377	57,015
<b>Other Income/Expense</b>		
<b>Other Expense</b>		
9950 · Transfer to Restricted Funds	-4,595	-1,058
<b>Total Other Expense</b>	<u>-4,595</u>	<u>-1,058</u>
<b>Net Other Income</b>	<u>4,595</u>	<u>1,058</u>
<b>Net Income</b>	<u><u>6,972</u></u>	<u><u>58,073</u></u>