

California State Chapter of the Women's Council of Realtors
Profit & Loss Budget vs. Actual
January through March 2017

	<u>Jan - Mar 17</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
Dues	38,243.33	64,000.00
Interest	64.90	325.00
Sponsorship and Fundraising		
Annual Strategic Partners	104,500.00	90,000.00
Expo	0.00	5,100.00
Installation Sponsors	10,455.00	10,000.00
Ways & Means	3,032.00	9,000.00
Total Sponsorship and Fundraising	<u>117,987.00</u>	<u>114,100.00</u>
State Meeting Income		
Fall	1,090.00	45,535.00
Installation Registration	2,175.00	5,000.00
Spring	8,477.84	44,485.00
Winter	40,184.00	39,235.00
Total State Meeting Income	<u>51,926.84</u>	<u>134,255.00</u>
Total Income	<u>208,222.07</u>	<u>312,680.00</u>
Gross Profit	208,222.07	312,680.00
Expense		
Awards and Scholarships		
Joanne McEachern Fund	0.00	250.00
Leadership Academy Scholarship	0.00	3,000.00
Recognition and Awards	75.00	3,000.00
State Education Awards	0.00	1,000.00
State Meeting Scholarships	1,050.00	3,450.00
Total Awards and Scholarships	<u>1,125.00</u>	<u>10,700.00</u>
Fundraising Expenses		
Expo-C.A.R.	510.00	0.00
Partner/Sponsor Recognition	0.00	1,500.00
Ways & Means Expense	0.00	1,500.00
Total Fundraising Expenses	<u>510.00</u>	<u>3,000.00</u>
General Operating Expense		
Accounting/Professional Service	1,275.00	7,500.00
Administrative Services	909.00	5,500.00
C.A.R. Sponsorship	0.00	9,000.00
Clerical-Administrative	145.89	350.00
Insurance	0.00	1,700.00
Marketing	754.09	500.00

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President's Gift	0.00	500.00
Technology-Communication	0.00	1,100.00
Website	1,650.00	5,000.00
Total General Operating Expense	4,733.98	31,150.00
National Officer Installation	0.00	500.00
National President's Visit	0.00	500.00
Region 8 Dues	2,946.00	3,200.00
State Meeting Expense		
Audio/Visual	3,594.91	15,000.00
Education & Programs	9,523.69	15,000.00
First Time Attendees	391.15	1,500.00
Food/Beverage/Hotel	14,471.97	60,000.00
Hospitality	2,129.74	6,000.00
Installation	20,973.49	20,000.00
Meeting Rebate Discount Program	1,260.00	20,160.00
Miscellaneous Meeting Expenses	0.00	1,000.00
Nominating	0.00	350.00
Printing & Supplies	2,130.34	2,500.00
Registration & Credit Card Fees	2,713.28	9,000.00
State Orientation	0.00	1,500.00
Total State Meeting Expense	57,188.57	152,010.00
Travel and Network support		
DVP Reimbursement	8,769.92	28,800.00
Governor's Reimbursement	4,722.59	17,400.00
Officer's Retreat	0.00	20,000.00
Past President Reimbursement	0.00	1,500.00
President's Reimbursement	3,443.60	13,500.00
President-Elect Reimbursement	2,744.64	10,500.00
Secretary Reimbursement	718.73	7,500.00
Strategic Planning Chair	0.00	1,500.00
Treasurer Reimbursement	911.75	7,500.00
Total Travel and Network support	21,311.23	108,200.00
Total Expense	87,814.78	309,260.00
Net Ordinary Income	120,407.29	3,420.00
Net Income	120,407.29	3,420.00