

**California State Chapter of the Women's Council of REALTORS®**

**Budget vs. Actuals: 2018 - FY18 P&L**

**January - August, 2018**

	Total	
	Actual	Budget
<b>Income</b>		
Dues	50,773.39	65,000.00
Interest	262.05	380.00
	51,035.44	65,380.00
<b>Sponsorship and Fundraising</b>		
Annual Strategic Partners	77,000.00	95,000.00
Expo	4,800.00	4,950.00
Installation Sponsors	11,400.00	10,500.00
Ways & Means	6,817.36	9,000.00
<b>Total Sponsorship and Fundraising</b>	<b>100,017.36</b>	<b>119,450.00</b>
<b>State Meeting Income</b>	-	
Fall	3,716.77	47,740.00
Installation Registration	4,500.00	11,000.00
Spring	36,607.48	45,990.00
Winter	51,601.19	45,990.00
<b>Total State Meeting Income</b>	<b>96,425.44</b>	<b>150,720.00</b>
<b>Total Income</b>	<b>247,478.24</b>	<b>335,550.00</b>
<b>Gross Profit</b>	<b>247,478.24</b>	<b>335,550.00</b>
<b>Expenses</b>		
<b>Awards and Scholarships</b>		
Joanne McEachern Fund		250.00
Network 360 Scholarship	1,500.00	3,000.00
Recognition and Awards		3,000.00
State Education Awards		1,000.00
State Meeting Scholarships	2,643.00	3,500.00
<b>Total Awards and Scholarships</b>	<b>4,143.00</b>	<b>10,750.00</b>
<b>C.A.R. Expo</b>	25,000.00	17,000.00
<b>Fundraising Expenses</b>		
Expo C.A.R. Raffle		500.00

Ways & Means Expense	804.17	1,500.00
<b>Total Fundraising Expenses</b>	<b>804.17</b>	<b>2,000.00</b>
<b>General Operating Expense</b>		
Accounting/Professional Service	3,690.00	7,500.00
Administrative Services	1,674.00	4,500.00
C.A.R./Women UP!	5,250.00	2,500.00
Clerical-Administrative	163.74	500.00
Insurance		2,200.00
Marketing		1,500.00
President's Gift		500.00
Technology- Software	208.00	500.00
Technology-Communication	615.71	1,000.00
Website	400.00	2,500.00
<b>Total General Operating Expense</b>	<b>12,001.45</b>	<b>23,200.00</b>
National Officer Installation		500.00
National President's Visit		1,500.00
Region 8 Dues	6,112.00	6,500.00
<b>State Meeting Expense</b>		
Audio/Visual	9,495.60	12,750.00
Dignitary Hospitality	1,246.03	1,000.00
Education & Programs	9,621.71	11,000.00
Fall Leadership Summit	5,720.00	
First Time Attendees	267.93	1,500.00
Food/Beverage/Hotel	40,851.08	72,000.00
Hospitality	2,132.47	
Installation	32,156.04	30,000.00
Meeting Rebate Discount Program	3,115.00	8,000.00
Miscellaneous Meeting Expenses	142.89	500.00
Nominating	93.12	500.00
Printing & Supplies	3,152.82	3,850.00
Registration & Credit Card Fees	6,189.03	9,500.00
State Orientation		1,000.00
<b>Total State Meeting Expense</b>	<b>114,183.72</b>	<b>151,600.00</b>
<b>Travel and Network support</b>		
DVP Reimbursement	20,651.64	34,000.00

<b>Governor's Reimbursement</b>	7,623.16	18,000.00
<b>Leadership Development</b>	89.38	1,000.00
<b>Network Transition Workshops</b>		4,500.00
<b>Officer's Retreat</b>	7,886.74	20,000.00
<b>Past President Reimbursement</b>	99.00	1,500.00
<b>President's Reimbursement</b>	5,498.81	14,500.00
<b>President-Elect Reimbursement</b>	5,358.63	12,500.00
<b>Secretary Reimbursement</b>	2,835.23	7,500.00
<b>Strategic Planning Chair</b>		1,500.00
<b>Treasurer Reimbursement</b>	2,767.44	7,500.00
<b>Total Travel and Network support</b>	<b>52,810.03</b>	<b>122,500.00</b>
<b>Total Expenses</b>	<b>215,054.37</b>	<b>335,550.00</b>
<b>Net Operating Income</b>	<b>32,423.87</b>	-
<b>Net Income</b>	<b>32,423.87</b>	-