

Women's Council of REALTORS® California

Budget vs. Actuals: 2018 - FY18 P&L

January - December 2018

	Total	
	Actual	Budget
Income		
Dues	61,621.76	65,000.00
Interest	383.25	380.00
	62,005.01	65,380.00
Sponsorship and Fundraising		
Annual Strategic Partners	77,000.00	95,000.00
Expo	4,865.00	4,950.00
Installation Sponsors	11,400.00	10,500.00
Ways & Means	12,322.36	9,000.00
Total Sponsorship and Fundraising	105,587.36	119,450.00
State Meeting Income		
Fall	54,122.46	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
Total State Meeting Income	146,831.13	150,720.00
Total Income	314,423.50	335,550.00
Gross Profit	314,423.50	335,550.00
Expenses		
Awards and Scholarships		
Joanne McEchern Fund	125.00	250.00
Network 360 Scholarship	1,500.00	3,000.00
Recognition and Awards	3,080.57	3,000.00
State Education Awards		1,000.00
State Meeting Scholarships	2,643.00	3,500.00
Total Awards and Scholarships	7,348.57	10,750.00
C.A.R. Expo	29,030.00	17,000.00
Fundraising Expenses		
Expo C.A.R. Raffle	1,000.00	500.00
Ways & Means Expense	1,136.95	1,500.00
Total Fundraising Expenses	2,136.95	2,000.00
General Operating Expense		
Accounting/Professional Service	7,740.00	7,500.00
Administrative Services	3,115.00	4,500.00
C.A.R./WomanUP!	5,250.00	2,500.00

Clerical-Administrative	477.11	500.00
Insurance	653.00	2,200.00
Marketing	2,852.03	1,500.00
President's Gift	500.00	500.00
Technology- Software	348.00	500.00
Technology-Communication	815.71	1,000.00
Website	803.40	2,500.00
Total General Operating Expense	22,554.25	23,200.00
Miscellaneous Expense	500.00	
National Officer Installation		500.00
National President's Visit	969.66	1,500.00
Region 8 Dues	6,112.00	6,500.00
State Meeting Expense		
Audio/Visual	15,738.63	12,750.00
Dignitary Hospitality	1,008.64	1,000.00
Education & Programs	11,371.71	11,000.00
Fall Leadership Summit	14,229.80	
First Time Attendees	1,659.71	1,500.00
Food/Beverage/Hotel	59,300.36	72,000.00
Hospitality	534.05	
Installation	32,156.04	30,000.00
Meeting Rebate Discount Program	7,634.95	8,000.00
Miscellaneous Meeting Expenses	392.09	500.00
Nominating	93.12	500.00
Printing & Supplies	3,757.52	3,850.00
Registration & Credit Card Fees	11,858.08	9,500.00
State Orientation	100.29	1,000.00
Total State Meeting Expense	159,834.99	151,600.00
Travel and Network support		
DVP Reimbursement	31,926.85	34,000.00
Governor's Reimbursement	16,064.86	18,000.00
Leadership Development		1,000.00
Network Transition Workshops		4,500.00
Officer's Retreat	19,784.31	20,000.00
Past President Reimbursement	1,487.67	1,500.00
President's Reimbursement	9,765.35	14,500.00
President-Elect Reimbursement	10,084.59	12,500.00
Secretary Reimbursement	7,500.00	7,500.00
Strategic Planning Chair	1,324.44	1,500.00
Treasurer Reimbursement	6,657.84	7,500.00
Total Travel and Network support	104,595.91	122,500.00

Total Expenses	333,082.33	335,550.00
Net Operating Income	(18,658.83)	-
Other Income		
Misc. Income	112.84	
Total Other Income	112.84	-
Net Other Income	112.84	-
Net Income	(18,545.99)	-