

**Women's Council of REALTORS® California**  
**Budget vs. Actuals: 2020 Budget - FY20 P&L**  
 January - September, 2020

	Total	
	Actual	Budget
<b>Income</b>		
Dues	28,640.11	49,000.00
Interest	161.01	345.00
Services	28,801.12	49,345.00
<b>Sponsorship and Fundraising</b>		
Annual Strategic Partners	61,750.00	82,000.00
Expo	1,550.00	4,800.00
Installation Sponsors	30,650.00	25,000.00
Ways & Means	6,253.00	15,000.00
<b>Total Sponsorship and Fundraising</b>	<b>100,203.00</b>	<b>126,800.00</b>
<b>State Meeting Income</b>		
Fall	-	52,655.00
Installation Registration	16,625.00	22,500.00
Spring	1,620.00	50,750.00
Winter	40,075.00	43,750.00
<b>Total State Meeting Income</b>	<b>58,320.00</b>	<b>169,655.00</b>
<b>Total Income</b>	<b>187,324.12</b>	<b>345,800.00</b>
<b>Gross Profit</b>	<b>187,324.12</b>	<b>345,800.00</b>
<b>Expenses</b>		
<b>Awards and Scholarships</b>		
Joanne McEchern Fund	-	250.00
Network 360 Scholarship	195.00	3,000.00
Recognition and Awards	-	2,500.00
State Education Awards	-	1,000.00
State Meeting Scholarships	1,050.00	3,500.00
<b>Total Awards and Scholarships</b>	<b>1,245.00</b>	<b>10,250.00</b>
<b>Fundraising Expenses</b>		
Expo C.A.R. Raffle	-	1,000.00
Ways & Means Expense	3,923.47	1,500.00
<b>Total Fundraising Expenses</b>	<b>3,923.47</b>	<b>2,500.00</b>
<b>General Operating Expense</b>		
Accounting/Professional Service	6,185.00	7,500.00
Administrative Services	1,674.00	4,500.00
Bad Debt	450.00	-
C.A.R. Expo	2,500.00	6,000.00
C.A.R./WomanUP!	1,500.00	3,000.00
Clerical-Administrative	437.24	500.00
Insurance	613.00	1,700.00

Marketing	1,741.80	2,000.00
President's Gift	-	500.00
Technology- Software	2,657.80	500.00
Technology-Communication	364.91	1,200.00
Website	400.00	1,000.00
<b>Total General Operating Expense</b>	<b>18,523.75</b>	<b>28,400.00</b>
National Officer Installation	-	1,000.00
National President's Visit	-	3,000.00
Region 8 Dues	-	6,000.00
<b>State Meeting Expense</b>		
Audio/Visual	4,613.91	20,000.00
Dignitary Hospitality	235.51	1,500.00
Education & Programs	7,774.76	12,000.00
First Time Attendees	16.26	1,500.00
Food/Beverage/Hotel	25,605.55	77,000.00
Hospitality	1,062.96	3,000.00
Installation	38,724.11	42,000.00
Meeting Planning	-	750.00
Miscellaneous Meeting Expenses	-	500.00
Nominating	898.00	500.00
Printing & Supplies	992.64	3,000.00
Registration & Credit Card Fees	6,016.23	12,000.00
<b>Total State Meeting Expense</b>	<b>85,939.93</b>	<b>173,750.00</b>
<b>Travel and Network support</b>		
DVP Reimbursement	10,309.39	32,400.00
First Vice President Reimbursement	3,399.98	7,500.00
Governor's Reimbursement	4,732.27	18,000.00
Network Transition Workshops	4.00	4,000.00
Newly Elected Treasurer Reimbursement	-	1,000.00
Officer's Retreat	20,073.70	20,000.00
Past President Reimbursement	541.50	1,500.00
President's Reimbursement	6,428.99	13,500.00
President-Elect Reimbursement	837.11	12,500.00
State Liasion Network 360		1,500.00
Strategic Planning Chair		1,500.00
Treasurer Reimbursement	2,519.63	7,500.00
<b>Total Travel and Network support</b>	<b>48,846.57</b>	<b>120,900.00</b>
<b>Total Expenses</b>	<b>158,478.72</b>	<b>345,800.00</b>
<b>Net Operating Income</b>	<b>28,845.40</b>	<b>-</b>
<b>Net Income</b>	<b>28,845.40</b>	<b>-</b>