

Women's Council of REALTORS® California
Budget vs. Actuals: 2021 Budget - FY21 P&L
January - August, 2021

	Total	
	Actual	Budget
Income		
Dues	21,639.99	40,000.00
Interest	93.39	345.00
	<u>21,733.38</u>	<u>40,345.00</u>
Sponsorship and Fundraising		
Annual Strategic Partners	69,500.00	75,000.00
Expo	-	4,800.00
Installation Sponsors	7,400.00	6,000.00
Ways & Means	15,800.00	10,000.00
Total Sponsorship and Fundraising	<u>92,700.00</u>	<u>95,800.00</u>
State Meeting Income	930.00	
Fall	-	52,500.00
Installation Registration	7,105.00	6,370.00
Spring	6,459.70	8,330.00
Winter	8,568.40	8,330.00
Total State Meeting Income	<u>23,063.10</u>	<u>75,530.00</u>
Total Income	<u>137,496.48</u>	<u>211,675.00</u>
Gross Profit	<u>137,496.48</u>	<u>211,675.00</u>
Expenses		
Awards and Scholarships		
Joanne McEchern Fund	-	250.00
Network 360 Scholarship	-	3,000.00
Recognition and Awards	-	2,500.00
State Education Awards	-	1,000.00
State Meeting Scholarships	-	3,500.00
Total Awards and Scholarships	<u>-</u>	<u>10,250.00</u>
Fundraising Expenses		
Expo C.A.R. Raffle	-	1,000.00
Ways & Means Expense	4,361.85	5,000.00
Total Fundraising Expenses	<u>4,361.85</u>	<u>6,000.00</u>
General Operating Expense		
Accounting/Professional Service	7,725.00	7,500.00
Administrative Services	3,240.00	5,000.00
C.A.R. Expo	2,500.00	6,000.00
C.A.R./WomanUP!	2,500.00	2,500.00
Clerical-Administrative	365.06	1,000.00
Insurance	-	1,700.00
Marketing	-	2,000.00

President's Gift	-	500.00
Technology- Software	3,873.54	4,500.00
Technology-Communication	8,610.92	6,000.00
Website	400.00	1,000.00
Total General Operating Expense	29,214.52	37,700.00
National Officer Installation	-	1,000.00
National President's Visit	-	2,000.00
Recruitment & Retention	1,800.00	-
State Meeting Expense		
Audio/Visual	-	5,000.00
Dignitary Hospitality	235.00	1,500.00
Education & Programs	6,859.73	10,000.00
First Time Attendees	56.56	1,500.00
Food/Beverage/Hotel	-	30,000.00
Hospitality	-	2,000.00
Installation	14,550.17	10,000.00
Meeting Planning	-	1,500.00
Miscellaneous Meeting Expenses	-	250.00
Nominating	-	1,000.00
Printing & Supplies	31.29	2,000.00
Registration & Credit Card Fees	5,458.41	6,000.00
Total State Meeting Expense	27,191.16	70,750.00
Travel and Network support		
DVP Reimbursement	4,141.79	25,000.00
First Vice President Reimbursement	223.33	5,000.00
Network Transition Workshops	-	4,000.00
Newly Elected Treasurer Reimbursement	140.00	1,000.00
Past President Reimbursement	491.96	1,500.00
President's Reimbursement	387.36	8,500.00
President-Elect Reimbursement	4,383.16	7,475.00
State Leadership Orientation	12,432.25	20,000.00
State Liasion Reimbursement	223.33	5,000.00
Strategic Planning Chair		1,500.00
Treasurer Reimbursement	937.56	5,000.00
Total Travel and Network support	23,360.74	83,975.00
Total Expenses	85,928.27	211,675.00
Net Operating Income	51,568.21	-
Net Income	51,568.21	-