

Women's Council of REALTORS® California
Budget vs. Actuals: 2022 Budget - FY22 P&L
January - March, 2022

	Total	
	Actual	Budget
Income		
Dues	19,553.33	52,000.00
Interest	23.75	345.00
	19,577.08	52,345.00
Sponsorship and Fundraising		
Annual Strategic Partners	82,833.00	65,000.00
Expo	-	4,800.00
Installation Sponsors	100.00	15,000.00
Ways & Means	8,390.00	10,000.00
Total Sponsorship and Fundraising	91,323.00	94,800.00
State Meeting Income		
Fall	-	67,500.00
Installation Registration	-	15,000.00
Spring	-	67,500.00
Winter	29,912.17	67,500.00
Total State Meeting Income	29,912.17	217,500.00
Total Income	140,812.25	364,645.00
Gross Profit	140,812.25	364,645.00
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	249.00	5,000.00
Total Awards and Scholarships	249.00	11,750.00
Fundraising Expenses		
Expo C.A.R. Raffle	-	1,000.00
Ways & Means Expense	521.02	5,000.00
Total Fundraising Expenses	521.02	6,000.00
General Operating Expense		
Accounting/Professional Service	1,275.00	12,000.00
Administrative Services	702.00	5,000.00
C.A.R. Expo	-	6,000.00
C.A.R./WomanUP!	-	2,500.00
Clerical-Administrative	199.13	1,000.00
Insurance	-	1,700.00
Marketing	-	2,000.00
President's Gift	-	500.00

Technology- Software	1,376.46	5,695.00
Technology-Communication	224.14	2,500.00
Website	150.00	1,000.00
Total General Operating Expense	3,926.73	39,895.00
National Officer	-	1,000.00
National President's Visit	-	2,000.00
Recruitment & Retention	-	1,800.00
State Meeting Expense		
Audio/Visual	-	29,150.00
Dignitary Hospitality	-	1,500.00
Education & Programs	2,800.11	14,000.00
First Time Attendees	-	1,500.00
Food/Beverage/Hotel	21,573.00	77,000.00
Hospitality	225.00	6,000.00
Installation	-	30,000.00
Meeting Planning	-	1,500.00
Meeting Rebate Discount Program	-	4,050.00
Miscellaneous Meeting Expenses	71.12	500.00
Nominating	-	500.00
Printing & Supplies	-	3,000.00
Registration & Credit Card Fees	3,558.94	15,000.00
Total State Meeting Expense	28,228.17	183,700.00
Travel and Network support		
DVP Reimbursement	4,427.24	40,000.00
First Vice President Reimbursement	-	7,500.00
Network Transition Workshops	-	4,000.00
Newly Elected Treasurer Reimbursement	-	1,000.00
Past President Reimbursement	-	1,500.00
President's Reimbursement	-	14,500.00
President-Elect Reimbursement	-	12,500.00
State Leadership Development	-	1,500.00
State Leadership Orientation	-	20,000.00
State Liasion Reimbursement	2,259.20	7,000.00
Strategic Planning Chair	-	1,500.00
Treasurer Reimbursement	-	7,500.00
Total Travel and Network support	6,686.44	118,500.00
Total Expenses	39,611.36	364,645.00
Net Operating Income	101,200.89	-
Net Income	101,200.89	-