

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

January - December 2021

	Total	
	Actual	Budget
<b>Income</b>		
Dues	27,633.31	40,000.00
Interest	131.61	345.00
	27,764.92	40,345.00
<b>Sponsorship and Fundraising</b>		
Annual Strategic Partners	71,800.00	75,000.00
Expo	1,550.00	4,800.00
Installation Sponsors	23,025.00	6,000.00
Ways & Means	33,762.97	10,000.00
<b>Total Sponsorship and Fundraising</b>	<b>130,137.97</b>	<b>95,800.00</b>
<b>State Meeting Income</b>		
Fall	51,595.25	52,500.00
Installation Registration	24,710.94	6,370.00
Spring	6,459.70	8,330.00
Winter	8,568.40	8,330.00
<b>Total State Meeting Income</b>	<b>91,334.29</b>	<b>75,530.00</b>
<b>Total Income</b>	<b>249,237.18</b>	<b>211,675.00</b>
<b>Gross Profit</b>	<b>249,237.18</b>	<b>211,675.00</b>
<b>Expenses</b>		
<b>Awards and Scholarships</b>		
Joanne McEchern Fund	125.00	250.00
Network 360 Scholarship	350.00	3,000.00
Recognition and Awards	2,671.96	2,500.00
State Education Awards	524.90	1,000.00
State Meeting Scholarships	-	3,500.00
<b>Total Awards and Scholarships</b>	<b>3,671.86</b>	<b>10,250.00</b>
<b>Fundraising Expenses</b>		
Expo C.A.R. Raffle	150.00	1,000.00
Ways & Means Expense	8,104.85	5,000.00
<b>Total Fundraising Expenses</b>	<b>8,254.85</b>	<b>6,000.00</b>
<b>General Operating Expense</b>		
Accounting/Professional Service	11,785.00	7,500.00
Administrative Services	4,671.00	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	877.03	1,000.00
Insurance	718.00	1,700.00
Marketing	2,159.29	2,000.00

President's Gift	500.00	500.00
Technology- Software	5,369.14	4,500.00
Technology-Communication	9,342.88	6,000.00
Website	803.40	1,000.00
<b>Total General Operating Expense</b>	<b>41,225.74</b>	<b>37,700.00</b>
National Officer Installation	1,000.00	1,000.00
National President's Visit	-	2,000.00
Recruitment & Retention	1,800.00	-
<b>State Meeting Expense</b>		
Audio/Visual	10,457.14	5,000.00
Dignitary Hospitality	828.87	1,500.00
Education & Programs	6,859.73	10,000.00
First Time Attendees	373.55	1,500.00
Food/Beverage/Hotel	37,986.92	30,000.00
Hospitality	6,068.95	2,000.00
Installation	36,073.23	10,000.00
Meeting Planning	1,213.44	1,500.00
Miscellaneous Meeting Expenses	10.77	250.00
Nominating	300.00	1,000.00
Printing & Supplies	1,232.77	2,000.00
Registration & Credit Card Fees	13,938.52	6,000.00
<b>Total State Meeting Expense</b>	<b>115,343.89</b>	<b>70,750.00</b>
<b>Travel and Network support</b>		
DVP Reimbursement	20,503.90	25,000.00
First Vice President Reimbursement	2,239.54	5,000.00
Network Transition Workshops	-	4,000.00
Newly Elected Treasurer Reimbursement	1,000.00	1,000.00
Past President Reimbursement	832.46	1,500.00
President's Reimbursement	7,213.97	8,500.00
President-Elect Reimbursement	7,472.98	7,475.00
State Leadership Orientation	15,329.82	20,000.00
State Liasion Reimbursement	2,922.38	5,000.00
Strategic Planning Chair	1,500.00	1,500.00
Treasurer Reimbursement	3,351.71	5,000.00
<b>Total Travel and Network support</b>	<b>62,366.76</b>	<b>83,975.00</b>
<b>Total Expenses</b>	<b>233,663.10</b>	<b>211,675.00</b>
<b>Net Operating Income</b>	<b>15,574.08</b>	<b>-</b>
<b>Net Income</b>	<b>15,574.08</b>	<b>-</b>