

2016 Results

SAFE-D

	<u>ACTUAL 15</u>	<u>ACTUAL 16</u>	<u>BUDGET 17</u>
Ordinary Income/Expense			
Income			
Advertising Income	27,240.00	30,580.00	25,000.00
Exhibitor Receipts	30,100.00	69,200.00	40,000.00
Membership Dues	142,975.00	160,100.00	150,000.00
Misc			
Online Training			
Registration Fees			
Annual Conf Income	119,737.50	148,470.00	152,000.00
Total Registration Fees	119,737.50	148,470.00	152,000.00
Sponsorship Income			
Annual Conf Spon Income	16,500.00	50,100.00	22,000.00
Jasper Sponsor	0.00	300.00	
Total Sponsorship Income	16,500.00	50,400.00	22,000.00
Webcast Income	11,295.00	9,700.00	6,000.00
Workshops/Seminars			
Georgetown ESD 101		6,485.00	
Jasper ESD 101		1,195.00	
Legislative Workshop		4,375.00	
Sales Tax Workshop		2,030.00	
Total Workshops/Seminars	2,060.00	14,085.00	8,000.00
Total Income	349,907.50	482,535.00	403,001.00

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Expense			
Ad Commission	3,613.50	6,006.00	3,750.00
Administrative Services	98,000.00	109,000.00	114,000.00
Advertising and Promotion	900.00	3,450.00	2,500.00
Board Meeting Expense	7,110.72	2,200.00	5,000.00
Conference Expense			
Awards/Plaques/Trophies	504.12	194.31	300.00
Conf Printing	2,673.57	8,419.12	9,000.00
Conference Rentals	144,587.45	107,443.42	112,000.00
Exhibits Decorator	4,167.63	11,396.56	12,000.00
Member Giveaways	6,184.21	2,322.59	5,000.00
Production Conf Program	3,500.00	0.00	0.00
Promotions	204.19	0.00	0.00
Refund	0.00	1,065.00	0.00
Signage	0.00	321.97	400.00
Speaker expenses	233.45	837.24	2,000.00
Speaker Fees	2,393.00	0.00	0.00
Conf. Expense - Other	0.00	52.00	0.00
Total Conference Expense	<u>164,447.62</u>	<u>132,052.21</u>	<u>140,700.00</u>
Contractors Expenses			
Travel Expense	1,097.05	2,369.66	3,000.00
Total Contractors Expenses	<u>1,097.05</u>	<u>2,369.66</u>	<u>3,000.00</u>
Donation			
Insurance Expense			
D&O Insurance	2,134.00	2,368.00	2,000.00
Total Insurance Expense	<u>2,134.00</u>	<u>2,368.00</u>	<u>2,000.00</u>
Lodging		284.74	
Meeting Expense		7,520.72	
Mileage	1,105.13	2,223.95	2,500.00
Misc.	170.00	0.00	
Newsletter	12,575.12	20,923.00	15,000.00
Outreach			
Advertising			
Booth Rental	1,550.00	2,500.00	
Expenses	4,799.02	3,545.74	
Outreach - Other	1553.99	0.00	
Total Outreach	<u>7,903.01</u>	<u>6,045.74</u>	<u>5,000.00</u>
Postage	1,464.07	4,072.50	
Printing and Reproduction	979.21	534.12	
Professional Fees			
Audit/Bookkeeping	5,025.00	775.00	800.00
Legal Fees	65,210.00	67,794.70	72,000.00
Total Professional Fees	<u>70,235.00</u>	<u>68,569.70</u>	<u>72,800.00</u>
Regonline Fees	8,044.76	11,739.02	14,000.00
Reimbursables	255.00	35.00	
Sales Discount			
Sales Tax	733.86	1,309.68	2,000.00
Seminar/Workshop Exp.	942.49	0.00	5,000.00
Training Fees	4,140.00	4,150.00	5,000.00
Webcast Services	3,600.00	4,850.00	5,000.00
Total Expense	<u>389,450.54</u>	<u>389,704.04</u>	<u>397,250.00</u>
Net Ordinary Income	<u>(39,543.04)</u>	<u>92,830.96</u>	<u>5,751.00</u>
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