

- Income Stmt Annual Conference
For the Eleven Months Ended November 30, 2008

	November Actual	Budget	Variance	YTD Actual	YTD Budget	Variance	Annual Budget
INCOME							
Registration Fees				\$244,050	\$254,200	(\$10,150)	\$254,200
Pre- Conference Workshops/Seminars				24,225	25,875	(1,650)	25,875
Exhibits				20,445	20,000	445	20,000
Sponsorships				1,245		1,245	
Advertising							
Media Inserts				2,810		2,810	
Cancellation Fee							
Entertainment/Tour/Activities				974		974	
TOTAL INCOME				293,749	300,075	(6,327)	300,075
EXPENSES							
FOOD & BEVERAGE							
Breakfast\Lunch\Breaks				76,915	93,385	(16,470)	93,385
Pre-Conference -Breakfast\Lunch\Breaks				4,955	10,375	(5,420)	10,375
Networking Reception				13,372	15,000	(1,628)	15,000
TOTAL FOOD & BEVERAGE EXPENSES				95,242	118,760	(23,518)	118,760
PROMOTION/PRINTING							
Advertising\Marketing				725	5,000	(4,275)	5,000
Handout Materials				3,125	6,500	(3,375)	6,500
Badges	229		229	229	246	(17)	246
Promotional Brochure				808	1,500	(693)	1,500
Onsite Program				2,999	3,500	(501)	3,500
TOTAL PROMOTION & PRINTING EXP	229		229	7,886	16,746	(8,860)	16,746
PRE-CONFERENCE SEMINARS							
Speaker Fees				2,278		2,278	
Speaker Expenses				500		500	
TOTAL PRE-CONFERENCE SEMINARS EXP				2,778		2,778	
OPERATING EXPENSES							
Audio Visual				23,051	20,000	3,051	20,000
Bank\Credit card Fess				4,333		4,333	
Planning- Conference Committee	(340)		(340)	7,911	6,020	1,891	6,020
Keynote Speaker - General Sesion				6,163	4,500	1,663	4,500
Sections Speaker Fees				17,422	27,500	(10,078)	27,500
Speaker Gifts				1,142	2,750	(1,608)	2,750
Staff Travel & Expenses	14		14	3,549	4,750	(1,201)	4,750
Awards & Plaques				1,940	1,000	940	1,000
Entertainment/Tour/Activities	198		198	1,548	7,500	(5,952)	7,500
Insurance				1,559	1,500	59	1,500
Misc. Hotel Tips & Other				2,017	1,500	517	1,500
CE Expenses - Other					500	(500)	500
Prizes & Give-aways				2,463	5,000	(2,537)	5,000
Signs				714	1,500	(786)	1,500
Copying & Printing				166		166	
Supplies	(229)		(229)	551	1,500	(949)	1,500
Postage & Shipping				614		614	
TOTAL OPERATING EXPENSES	(357)		(357)	75,144	85,520	(10,376)	85,520
TOTAL EXPENSES	(128)		(128)	181,050	221,026	(39,976)	221,026
SURPLUS/DEFICIT	128		128	112,699	79,049	33,650	79,049