

PA State Association of County Fairs  
 Convention - Income & Expense Budget vs. Actual  
 October 2014 through September 2015

	Oct '14 - Sep 15	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
ADCOI (Conv. Ads Income)	2,500.00	2,500.00	0.00	100.0%
CROOMI (Comp Rooms)	4,075.92	4,400.00	-324.08	92.6%
FRAII (Fund Raiser Income)				
ANNI (Anniversary)				
BASKT (Baskets)	4,406.00	3,900.00	506.00	113.0%
Total ANNI (Anniversary)	4,406.00	3,900.00	506.00	113.0%
BBINI (Basket Bingo Income)	1,553.00	850.00	703.00	182.7%
FRAII (Fund Raiser Income) - Other	-4,704.69			
Total FRAII (Fund Raiser Income)	1,254.31	4,750.00	-3,495.69	26.4%
INTERC (INTEREST CONVENTION)	103.07	50.00	53.07	206.1%
MEALI (Conv. Meals Income)				
DAY2PSACF (PSACF Banquet)	28,608.00	26,000.00	2,608.00	110.0%
DAY3BC (Communications Breakfast)	4,237.00	4,500.00	-263.00	94.2%
DAY3PSSA (PSSA Banquet)	10,500.00	11,500.00	-1,000.00	91.3%
DAY4BR (Saturday Breakfast)	2,850.00	2,800.00	50.00	101.8%
DAY4BX (Box Lunch)	1,486.00	1,200.00	286.00	123.8%
DAY4PSFQP (PSFQP Banquet)	27,945.42	28,000.00	-54.58	99.8%
Total MEALI (Conv. Meals Income)	75,626.42	74,000.00	1,626.42	102.2%
MISCI (Miscellaneous Income)				
DONATE (Donation)	94.00			
IAFEB (IAFE CPP)	2,924.00	4,000.00	-1,076.00	73.1%
JUDGE (Judges School)	136.69			
Total MISCI (Miscellaneous Income)	3,154.69	4,000.00	-845.31	78.9%
RGCON (Conv. Registrations)	40,148.00	42,000.00	-1,852.00	95.6%
SPCON (Conv. Sponsors)				
MEALI (Breakfasts/Coffee Break)	1,575.00	2,500.00	-925.00	63.0%
SPKRS (Speakers)	6,075.00	5,500.00	575.00	110.5%
Total SPCON (Conv. Sponsors)	7,650.00	8,000.00	-350.00	95.6%
TRADI (Conv. Trade Show Income)				

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BOOTH (Trade Show Booth)	41,668.00	40,000.00	1,668.00	104.2%
EXTRA (Trade Show Extra(s))	300.00	200.00	100.00	150.0%
LATE (Late Fee)	350.00	600.00	-250.00	58.3%
POWER (Trade Show Electric)	4,442.00	4,400.00	42.00	101.0%
Total TRADI (Conv. Trade Show Income)	46,760.00	45,200.00	1,560.00	103.5%
Total Income	181,272.41	184,900.00	-3,627.59	98.0%
Gross Profit	181,272.41	184,900.00	-3,627.59	98.0%
Expense				
AUDIO (Audio Visual)				
MISCE (Misc.-Audio)	683.80			
ROUND (Round Table-Audio)	139.57			
SCHOOL (Judges School-Audio)	58.30			
SPKRS (Seminar-Audio)	472.41			
SPOUSE (Spouse-Audio)	209.53			
Total AUDIO (Audio Visual)	1,563.61			
EVENT (Event)				
COMME (Communications)	1,498.65	1,500.00	-1.35	99.9%
HOSPB (Coffee Break)	766.08	900.00	-133.92	85.1%
OTHER (Convention other)	14.20	300.00	-285.80	4.7%
SPKRS (Seminars & Speakers)	12,001.83	9,825.00	2,176.83	122.2%
SPOUSE (Spouse Program)	1,842.74	1,000.00	842.74	184.3%
TTOPICS (Table Topics)	0.00	100.00	-100.00	0.0%
Total EVENT (Event)	16,123.50	13,625.00	2,498.50	118.3%
GIFTS (Gifts)	710.37			
HOSPTC (Hospitality Convention)	100.00			
MEALE (Meals Expense)				
DAY2PSACF (PSACF Banquet)	28,178.01	27,500.00	678.01	102.5%
DAY3BC (Communications Breakfast)	4,004.28	4,400.00	-395.72	91.0%
DAY3PSSA (PSSA Banquet)	10,500.00	11,500.00	-1,000.00	91.3%

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DAY4BR (Saturday Breakfast)	3,466.01	3,200.00	266.01	108.3%
DAY4BX (Box Lunch)	1,343.79	1,200.00	143.79	112.0%
DAY4PSFQP (PSFQP Banquet)	26,796.42	28,000.00	-1,203.58	95.7%
SUNBR (Sunday Breakfast)	902.28	950.00	-47.72	95.0%
MEALE (Meals Expense) - Other	287.47			
Total MEALE (Meals Expense)	75,478.26	76,750.00	-1,271.74	98.3%
MISCCE (Miscellaneous Convention)	20.85	1,300.00	-1,279.15	1.6%
MISCE (Miscellaneous Expense)				
IAFEB (IAFE CPP)	3,289.17	4,000.00	-710.83	82.2%
Total MISCE (Miscellaneous Expense)	3,289.17	4,000.00	-710.83	82.2%
PHOTO (Photographer)	389.31	500.00	-110.69	77.9%
POSTGC (Postage Convention)	101.11	500.00	-398.89	20.2%
PRNTGC (Printing Convention)	5,465.32	6,500.00	-1,034.68	84.1%
ROOMS (Rooms)				
OTHER (Officer, Reg., Guest Rooms)	6,013.98	5,500.00	513.98	109.3%
SECUR (Security-Rooms)	709.29	800.00	-90.71	88.7%
SOUND (Sound-Rooms)	1,165.50	1,200.00	-34.50	97.1%
SPKRS (Seminar-Rooms)	1,515.15	1,000.00	515.15	151.5%
Total ROOMS (Rooms)	9,403.92	8,500.00	903.92	110.6%
SIGNS (Signage/Handouts)				
MISCE (Misc.-Signs/Handouts)	238.50			
Total SIGNS (Signage/Handouts)	238.50			
SOUND (Sound & Light)	13,089.12	14,000.00	-910.88	93.5%
SUPPLC (Supplies - Convention)	166.71	300.00	-133.29	55.6%
TELECC (Telecommunications - Convention)	159.00	150.00	9.00	106.0%
TRADE (Trade Show Expense)				
BOOTH (Trade Show Booth)	20,600.04	22,000.00	-1,399.96	93.6%
DRAWING (Trade Show Sticker Game)	716.25	700.00	16.25	102.3%
EXTRA (Trade Show Extra(s))	286.20	300.00	-13.80	95.4%

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POWER (Trade Show Electric)	4,775.30	4,400.00	375.30	108.5%
Total TRADE (Trade Show Expense)	26,377.79	27,400.00	-1,022.21	96.3%
Total Expense	152,676.54	153,525.00	-848.46	99.4%
Net Income	<u>28,595.87</u>	<u>31,375.00</u>	<u>-2,779.13</u>	<u>91.1%</u>