

PA State Association of County Fairs
 Convention - Income & Expense Budget vs. Actual
 October 2016 through September 2017

	<u>Oct '16 - Sep 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
ADCOI (Conv. Ads Income)	2,805.00	2,500.00	305.00	112.2%
CROOMI (Comp Rooms)	4,718.61	4,000.00	718.61	118.0%
FRAII (Fund Raiser Income)				
BASKT (Baskets)	4,600.00	4,500.00	100.00	102.2%
SPOUI (Spouse Program Income)	1,777.00	1,500.00	277.00	118.5%
Total FRAII (Fund Raiser Income)	6,377.00	6,000.00	377.00	106.3%
INTERC (INTEREST CONVENTION)	108.69	50.00	58.69	217.4%
MEALI (Conv. Meals Income)				
DAY2PSACF (PSACF Banquet)	30,396.00	28,000.00	2,396.00	108.6%
DAY3BC (Communications Breakfast)	4,408.00	4,000.00	408.00	110.2%
DAY3PSSA (PSSA Banquet)	10,476.00	11,000.00	-524.00	95.2%
DAY4BX (Box Lunch)	1,062.00	1,000.00	62.00	106.2%
DAY4PSFQP (PSFQP Banquet)	30,218.00	28,000.00	2,218.00	107.9%
Total MEALI (Conv. Meals Income)	76,560.00	72,000.00	4,560.00	106.3%
PSSASC (PSSA Sound Income)	4,380.33	4,300.00	80.33	101.9%
QUEENSOUND (Queen Sound)	2,190.16	2,200.00	-9.84	99.6%
RGCON (Conv. Registrations)	40,680.00	40,000.00	680.00	101.7%
SPCON (Conv. Sponsors)				
MEALI (Breakfasts/Coffee Break)	725.00	650.00	75.00	111.5%
SCHOOL (Judges School)	728.36			
SPKRS (Speakers)	3,200.00	3,500.00	-300.00	91.4%
Total SPCON (Conv. Sponsors)	4,653.36	4,150.00	503.36	112.1%
TRADI (Conv. Trade Show Income)				
BOOTH (Trade Show Booth)	46,940.50	44,000.00	2,940.50	106.7%
EXTRA (Trade Show Extra(s))	383.50	200.00	183.50	191.8%

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LATE (Late Fee)	570.00	500.00	70.00	114.0%
POWER (Trade Show Electric)	4,483.50	4,500.00	-16.50	99.6%
Total TRADI (Conv. Trade Show Income)	<u>52,377.50</u>	<u>49,200.00</u>	<u>3,177.50</u>	<u>106.5%</u>
Total Income	<u>194,850.65</u>	<u>184,400.00</u>	<u>10,450.65</u>	<u>105.7%</u>
Gross Profit	194,850.65	184,400.00	10,450.65	105.7%
Expense				
AUDIO (Audio Visual)				
MISCE (Misc.-Audio)	373.71	1,000.00	-626.29	37.4%
Total AUDIO (Audio Visual)	<u>373.71</u>	<u>1,000.00</u>	<u>-626.29</u>	<u>37.4%</u>
EVENT (Event)				
COMME (Communications)	129.29	500.00	-370.71	25.9%
SPKRS (Seminars & Speakers)	6,095.13	15,000.00	-8,904.87	40.6%
SPOUSE (Spouse Program)	310.02	1,500.00	-1,189.98	20.7%
TTOPICS (Table Topics)	0.00	250.00	-250.00	0.0%
Total EVENT (Event)	<u>6,534.44</u>	<u>17,250.00</u>	<u>-10,715.56</u>	<u>37.9%</u>
GIFTS (Gifts)	549.36	0.00	549.36	100.0%
MEALE (Meals Expense)				
COFBRK (Coffee breaks)	564.48	800.00	-235.52	70.6%
DAY2PSACF (PSACF Banquet)	29,884.05	28,000.00	1,884.05	106.7%
DAY3BC (Communications Breakfast)	4,460.40	4,000.00	460.40	111.5%
DAY3PSSA (PSSA Banquet)	10,260.00	11,000.00	-740.00	93.3%
DAY4BX (Box Lunch)	1,058.40	1,000.00	58.40	105.8%
DAY4PSFQP (PSFQP Banquet)	30,384.90	28,000.00	2,384.90	108.5%

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PRESR (President's Reception, etc.)	579.45	1,500.00	-920.55	38.6%
SUNBR (Sunday Breakfast)	966.42	1,100.00	-133.58	87.9%
MEALE (Meals Expense) - Other	236.33	750.00	-513.67	31.5%
Total MEALE (Meals Expense)	78,394.43	76,150.00	2,244.43	102.9%
MISCCE (Miscellaneous Convention)	0.00	100.00	-100.00	0.0%
PHOTO (Photographer)	219.12	300.00	-80.88	73.0%
POSTGC (Postage Convention)	449.09	0.00	449.09	100.0%
PRNTGC (Printing Convention)	5,411.77	6,000.00	-588.23	90.2%
ROOMS (Rooms)				
OTHER (Officer, Reg., Guest Rooms)	6,442.44	6,200.00	242.44	103.9%
SECUR (Security-Rooms)	372.96	800.00	-427.04	46.6%
SOUND (Sound-Rooms)	1,209.90	1,200.00	9.90	100.8%
SPKRS (Seminar-Rooms)	362.97	1,000.00	-637.03	36.3%
Total ROOMS (Rooms)	8,388.27	9,200.00	-811.73	91.2%
SIGNS (Signage/Handouts)				
MISCE (Misc.-Signs/Handouts)	270.30	250.00	20.30	108.1%
Total SIGNS (Signage/Handouts)	270.30	250.00	20.30	108.1%
SOUND (Sound & Light)	17,745.63	18,000.00	-254.37	98.6%
SUPPLC (Supplies - Convention)	279.61	300.00	-20.39	93.2%
TFERCE (Transfer Out - Convention)	35,000.00	18,750.00	16,250.00	186.7%
TRADE (Trade Show Expense)				
BOOTH (Trade Show Booth)	22,071.92	24,000.00	-1,928.08	92.0%
DRAWING (Trade Show Sticker Game)	747.72	1,000.00	-252.28	74.8%
EXTRA (Trade Show Extra(s))	1,574.10	300.00	1,274.10	524.7%
POWER (Trade Show Electric)	3,434.40	4,800.00	-1,365.60	71.6%
Total TRADE (Trade Show Expense)	27,828.14	30,100.00	-2,271.86	92.5%

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TRERCS (Transfer Convention Funds to Scholarship)	<u>6,000.00</u>	<u>6,000.00</u>	<u>0.00</u>	<u>100.0%</u>
Total Expense	<u>187,443.87</u>	<u>183,400.00</u>	<u>4,043.87</u>	<u>102.2%</u>
Net Income	<u><u>7,406.78</u></u>	<u><u>1,000.00</u></u>	<u><u>6,406.78</u></u>	<u><u>740.7%</u></u>