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 10/08/18
 Cash Basis

PA State Association of County Fairs
 Convention - Income & Expense Budget vs. Actual
 October 2017 through September 2018

	<u>Oct '17 - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
ADCOI (Conv. Ads Income)	2,160.00	2,500.00	-340.00	86.4%
CROOMI (Comp Rooms)	5,051.61	4,500.00	551.61	112.3%
FRAII (Fund Raiser Income)				
BASKT (Baskets)	4,695.00	4,500.00	195.00	104.3%
BBINI (Basket Bingo Income)	1,029.00	1,500.00	-471.00	68.6%
Total FRAII (Fund Raiser Income)	5,724.00	6,000.00	-276.00	95.4%
INTERC (INTEREST CONVENTION)	90.68	100.00	-9.32	90.7%
MEALI (Conv. Meals Income)				
DAY2PSACF (PSACF Banquet)	29,172.00	29,000.00	172.00	100.6%
DAY3BC (Communications Breakfast)	3,874.00	4,000.00	-126.00	96.9%
DAY3PSSA (PSSA Banquet)	10,980.00	11,000.00	-20.00	99.8%
DAY4BX (Box Lunch)	1,169.00	1,100.00	69.00	106.3%
DAY4PSFQP (PSFQP Banquet)	33,501.00	34,500.00	-999.00	97.1%
Total MEALI (Conv. Meals Income)	78,696.00	79,600.00	-904.00	98.9%
MIGNOT (Msgr. John Mignot)				
DONATE (Donation)	2.00			
Total MIGNOT (Msgr. John Mignot)	2.00			
PSSASC (PSSA Sound Income)	4,563.65	4,400.00	163.65	103.7%
QUEENSOUND (Queen Sound)	4,563.65	4,400.00	163.65	103.7%
RGCON (Conv. Registrations)	39,250.00	40,000.00	-750.00	98.1%
SPCON (Conv. Sponsors)				
MEALI (Breakfasts/Coffee Break)	725.00	650.00	75.00	111.5%
SPKRS (Speakers)	900.00	3,500.00	-2,600.00	25.7%
SPCON (Conv. Sponsors) - Other	250.00			
Total SPCON (Conv. Sponsors)	1,875.00	4,150.00	-2,275.00	45.2%

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TRADI (Conv. Trade Show Income)				
BOOTH (Trade Show Booth)	40,725.00	45,000.00	-4,275.00	90.5%
EXTRA (Trade Show Extra(s))	300.00	200.00	100.00	150.0%
LATE (Late Fee)	500.00	500.00	0.00	100.0%
POWER (Trade Show Electric)	3,790.00	4,500.00	-710.00	84.2%
TRADI (Conv. Trade Show Income) - Other	275.00			
	<u>45,590.00</u>	<u>50,200.00</u>	<u>-4,610.00</u>	<u>90.8%</u>
Total TRADI (Conv. Trade Show Income)				
	<u>45,590.00</u>	<u>50,200.00</u>	<u>-4,610.00</u>	<u>90.8%</u>
Total Income	<u>187,566.59</u>	<u>195,850.00</u>	<u>-8,283.41</u>	<u>95.8%</u>
Gross Profit	187,566.59	195,850.00	-8,283.41	95.8%
Expense				
AUDIO (Audio Visual)				
COMME (Communication-Audio)	139.92	500.00	-360.08	28.0%
MISCE (Misc.-Audio)	33.46	0.00	33.46	100.0%
AUDIO (Audio Visual) - Other	0.00	1,000.00	-1,000.00	0.0%
	<u>173.38</u>	<u>1,500.00</u>	<u>-1,326.62</u>	<u>11.6%</u>
Total AUDIO (Audio Visual)				
	<u>173.38</u>	<u>1,500.00</u>	<u>-1,326.62</u>	<u>11.6%</u>
EVENT (Event)				
COMME (Communications)	40.52	0.00	40.52	100.0%
SPKRS (Seminars & Speakers)	10,429.95	10,000.00	429.95	104.3%
SPOUSE (Spouse Program)	1,228.23	1,000.00	228.23	122.8%
TTOPICS (Table Topics)	317.85	250.00	67.85	127.1%
	<u>12,016.55</u>	<u>11,250.00</u>	<u>766.55</u>	<u>106.8%</u>
Total EVENT (Event)				
	<u>12,016.55</u>	<u>11,250.00</u>	<u>766.55</u>	<u>106.8%</u>
GIFTS (Gifts)	1,224.30	1,000.00	224.30	122.4%
MEALE (Meals Expense)				
COFBRK (Coffee breaks)	711.43	700.00	11.43	101.6%
DAY2PSACF (PSACF Banquet)	28,745.93	29,000.00	-254.07	99.1%
DAY3BC (Communications Breakfast)	3,460.16	4,000.00	-539.84	86.5%
DAY3PSSA (PSSA Banquet)	10,944.00	11,000.00	-56.00	99.5%
DAY4BX (Box Lunch)	1,272.64	1,100.00	172.64	115.7%

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DAY4PSFQP (PSFQP Banquet)				
PSFQPEXTRA (Extra Charge for Banquet Meal)	4,305.00	4,500.00	-195.00	95.7%
DAY4PSFQP (PSFQP Banquet) - Other	28,600.92	30,000.00	-1,399.08	95.3%
Total DAY4PSFQP (PSFQP Banquet)	32,905.92	34,500.00	-1,594.08	95.4%
PRESR (President's Reception, etc.)	1,004.55	1,200.00	-195.45	83.7%
SUNBR (Sunday Breakfast)	896.76	1,100.00	-203.24	81.5%
MEALE (Meals Expense) - Other	349.71	750.00	-400.29	46.6%
Total MEALE (Meals Expense)	80,291.10	83,350.00	-3,058.90	96.3%
MISCCE (Miscellaneous Convention)	0.00	100.00	-100.00	0.0%
PHOTO (Photographer)	222.79	300.00	-77.21	74.3%
POSTGC (Postage Convention)	400.62	500.00	-99.38	80.1%
PRNTGC (Printing Convention)	4,959.83	6,000.00	-1,040.17	82.7%
ROOMS (Rooms)				
OTHER (Officer, Reg., Guest Rooms)	6,973.02	6,500.00	473.02	107.3%
SECUR (Security-Rooms)	739.26	800.00	-60.74	92.4%
SOUND (Sound-Rooms)	1,232.10	1,200.00	32.10	102.7%
SPKRS (Seminar-Rooms)	862.47	2,000.00	-1,137.53	43.1%
Total ROOMS (Rooms)	9,806.85	10,500.00	-693.15	93.4%
SIGNS (Signage/Handouts)	164.30	250.00	-85.70	65.7%
SOUND (Sound & Light)	18,254.59	18,000.00	254.59	101.4%
SUPPLC (Supplies - Convention)	197.51	300.00	-102.49	65.8%
TFERCE (Transfer Out - Convention)				
TFERSCHC (Transfer to Scholarship)	5,724.00	6,000.00	-276.00	95.4%
TFERCE (Transfer Out - Convention) - Other	45,000.00	26,500.00	18,500.00	169.8%
Total TFERCE (Transfer Out - Convention)	50,724.00	32,500.00	18,224.00	156.1%

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TRADE (Trade Show Expense)				
BOOTH (Trade Show Booth)	20,511.00	24,000.00	-3,489.00	85.5%
DRAWING (Trade Show Sticker Game)	906.26	1,000.00	-93.74	90.6%
EXTRA (Trade Show Extra(s))	1,690.70	500.00	1,190.70	338.1%
POWER (Trade Show Electric)	572.40	4,800.00	-4,227.60	11.9%
	<u>23,680.36</u>	<u>30,300.00</u>	<u>-6,619.64</u>	<u>78.2%</u>
Total TRADE (Trade Show Expense)				
	<u>23,680.36</u>	<u>30,300.00</u>	<u>-6,619.64</u>	<u>78.2%</u>
Total Expense	<u>202,116.18</u>	<u>195,850.00</u>	<u>6,266.18</u>	<u>103.2%</u>
Net Income	<u>-14,549.59</u>	<u>0.00</u>	<u>-14,549.59</u>	<u>100.0%</u>