

PA State Association of County Fairs  
 Convention - Income & Expense Budget vs. Actual  
 October 2019 through September 2020

	Oct '19 - Sep 20	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
ADCOI (Conv. Ads Income)	1,815.00	2,500.00	-685.00	72.6%
CROOMI (Comp Rooms)	5,106.00	5,000.00	106.00	102.1%
FRAII (Fund Raiser Income)				
BASKT (Baskets)	6,465.00	4,500.00	1,965.00	143.7%
SPOUI (Spouse Program Income)	1,014.00	1,500.00	-486.00	67.6%
Total FRAII (Fund Raiser Income)	7,479.00	6,000.00	1,479.00	124.7%
INTERC (INTEREST CONVENTION)	107.76	100.00	7.76	107.8%
MEALI (Conv. Meals Income)				
DAY2PSACF (PSACF Banquet)	30,555.00	29,000.00	1,555.00	105.4%
DAY3BC (Communications Breakfast)	4,009.00	4,000.00	9.00	100.2%
DAY3PSSA (PSSA Banquet)	10,640.00	11,000.00	-360.00	96.7%
DAY4BX (Box Lunch)	684.00	1,000.00	-316.00	68.4%
DAY4PSFQP (PSFQP Banquet)	33,675.00	34,500.00	-825.00	97.6%
Total MEALI (Conv. Meals Income)	79,563.00	79,500.00	63.00	100.1%
MISCI (Miscellaneous Income)				
JUDGE (Judges School)	-225.05	600.00	-825.05	-37.5%
Total MISCI (Miscellaneous Income)	-225.05	600.00	-825.05	-37.5%
PSSASC (PSSA Sound Income)	4,690.05	4,800.00	-109.95	97.7%
QUEENR (Queen Registration Payable to Queen Committee)	6,840.00	7,200.00	-360.00	95.0%
QUEENSOUND (Queen Sound)	4,690.05	4,800.00	-109.95	97.7%
RGCON (Conv. Registrations)	38,375.00	40,000.00	-1,625.00	95.9%
SPCON (Conv. Sponsors)				
MEALI (Breakfasts/Coffee Break)	200.00	800.00	-600.00	25.0%
SPKRS (Speakers)	3,475.00	4,000.00	-525.00	86.9%
Total SPCON (Conv. Sponsors)	3,675.00	4,800.00	-1,125.00	76.6%
TRADI (Conv. Trade Show Income)				
BOOTH (Trade Show Booth)	40,320.00	45,000.00	-4,680.00	89.6%
EXTRA (Trade Show Extra(s))	250.00	200.00	50.00	125.0%
LATE (Late Fee)	505.00	500.00	5.00	101.0%
POWER (Trade Show Electric)	3,625.00	4,000.00	-375.00	90.6%
Total TRADI (Conv. Trade Show Income)	44,700.00	49,700.00	-5,000.00	89.9%
<b>Total Income</b>	<b>196,815.81</b>	<b>205,000.00</b>	<b>-8,184.19</b>	<b>96.0%</b>
<b>Gross Profit</b>	<b>196,815.81</b>	<b>205,000.00</b>	<b>-8,184.19</b>	<b>96.0%</b>
<b>Expense</b>				
AUDIO (Audio Visual)				
COMME (Communication-Audio)	69.97			
ROUND (Round Table-Audio)	731.43			
SCHOOL (Judges School-Audio)	139.94			
SPOUSE (Spouse-Audio)	209.91			
AUDIO (Audio Visual) - Other	211.44	2,000.00	-1,788.56	10.6%
Total AUDIO (Audio Visual)	1,362.69	2,000.00	-637.31	68.1%

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EVENT (Event)				
COMME (Communications)	1,055.63	2,300.00	-1,244.37	45.9%
HOSP (Coffee Break)	869.49	800.00	69.49	108.7%
OTHER (Convention other)	244.85			
SPKRS (Seminars & Speakers)	7,399.85	15,000.00	-7,600.15	49.3%
SPOUSE (Spouse Program)	1,428.76	1,500.00	-71.24	95.3%
TTOPICS (Table Topics)	0.00	300.00	-300.00	0.0%
Total EVENT (Event)	10,998.58	19,900.00	-8,901.42	55.3%
GIFTS (Gifts)	70.01	1,200.00	-1,129.99	5.8%
HOSPTC (Hospitality Convention)	946.07	1,200.00	-253.93	78.8%
MEALE (Meals Expense)				
DAY2PSACF (PSACF Banquet)	29,650.32	31,000.00	-1,349.68	95.6%
DAY3BC (Communications Breakfast)	3,917.38	4,000.00	-82.62	97.9%
DAY3PSSA (PSSA Banquet)	10,560.00	11,000.00	-440.00	96.0%
DAY4BX (Box Lunch)	681.16	1,000.00	-318.84	68.1%
DAY4PSFQP (PSFQP Banquet)				
PSFQPEXTRA (Extra Charge for Banquet Meal)	4,255.00	4,500.00	-245.00	94.6%
DAY4PSFQP (PSFQP Banquet) - Other	28,589.47	30,000.00	-1,410.53	95.3%
Total DAY4PSFQP (PSFQP Banquet)	32,844.47	34,500.00	-1,655.53	95.2%
SUNBR (Sunday Breakfast)	770.64	1,000.00	-229.36	77.1%
MEALE (Meals Expense) - Other	337.34	500.00	-162.66	67.5%
Total MEALE (Meals Expense)	78,761.31	83,000.00	-4,238.69	94.9%
MISCCE (Miscellaneous Convention)	119.80	100.00	19.80	119.8%
PHOTO (Photographer)	190.44	300.00	-109.56	63.5%
POSTGC (Postage Convention)	278.30	500.00	-221.70	55.7%
PRNTGC (Printing Convention)	4,823.67	6,000.00	-1,176.33	80.4%
QUEEE (Queen Expense)				
QUEENG (Queen Registration to Queen Committee)	7,080.00	7,200.00	-120.00	98.3%
Total QUEEE (Queen Expense)	7,080.00	7,200.00	-120.00	98.3%
ROOMS (Rooms)				
OTHER (Officer, Reg., Guest Rooms)	5,451.21	7,000.00	-1,548.79	77.9%
SECUR (Security-Rooms)	510.60	800.00	-289.40	63.8%
SOUND (Sound-Rooms)	1,276.50	1,500.00	-223.50	85.1%
SPKRS (Seminar-Rooms)	1,355.48	2,000.00	-644.52	67.8%
Total ROOMS (Rooms)	8,593.79	11,300.00	-2,706.21	76.1%
SIGNS (Signage/Handouts)	201.40	250.00	-48.60	80.6%
SOUND (Sound & Light)	19,185.70	18,500.00	685.70	103.7%
SUPPLC (Supplies - Convention)	329.23	300.00	29.23	109.7%
TFERCE (Transfer Out - Convention)				
TFERSCHC (Transfer to Scholarship)	5,800.00	6,000.00	-200.00	96.7%
TFERCE (Transfer Out - Convention) - Other	57,000.00	17,750.00	39,250.00	321.1%
Total TFERCE (Transfer Out - Convention)	62,800.00	23,750.00	39,050.00	264.4%

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	<u>Oct '19 - Sep 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
TRADE (Trade Show Expense)				
BOOTH (Trade Show Booth)	20,583.08	24,000.00	-3,416.92	85.8%
DRAWING (Trade Show Sticker Game)	945.72	1,000.00	-54.28	94.6%
EXTRA (Trade Show Extra(s))	0.00	500.00	-500.00	0.0%
POWER (Trade Show Electric)	2,907.40	4,000.00	-1,092.60	72.7%
	<u>24,436.20</u>	<u>29,500.00</u>	<u>-5,063.80</u>	<u>82.8%</u>
Total TRADE (Trade Show Expense)				
	<u>24,436.20</u>	<u>29,500.00</u>	<u>-5,063.80</u>	<u>82.8%</u>
Total Expense	<u>220,177.19</u>	<u>205,000.00</u>	<u>15,177.19</u>	<u>107.4%</u>
Net Income	<u>-23,361.38</u>	<u>0.00</u>	<u>-23,361.38</u>	<u>100.0%</u>