

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Budget 2018</u>
Ordinary Income/Expense				
Income				
Revenues				
4030 · Rental Income	18,720.41	12,240.00	6,480.41	15,478.00
4010 · Membership Investments	72,892.01	72,000.00	892.01	72,000.00
4020 · New Member Investment	7,159.24	8,000.00	-840.76	8,000.00
Total Revenues	<u>98,771.66</u>	<u>92,240.00</u>	<u>6,531.66</u>	<u>95,478.00</u>
4160 · Web Site Sponsorship	20.00			
4180 · Visitor Center				
4181 · Visitor Center Expenses	-10,605.33			
4180 · Visitor Center - Other	66,160.00	44,000.00	22,160.00	44,000.00
Total 4180 · Visitor Center	<u>55,554.67</u>	<u>44,000.00</u>	<u>11,554.67</u>	<u>44,000.00</u>
7051 · Grasshoppers Night Income				
7051851 · Grasshoppers Night Expenses	-5,730.00			
7051 · Grasshoppers Night Income - Other	4,790.00			
Total 7051 · Grasshoppers Night Income	<u>-940.00</u>			
7000 · Division Income				
7015 · RDC Fundraising Income				
7015815 · RDC Fundraising Expenses	-6,479.20			
7015 · RDC Fundraising Income - Other	9,328.00			
Total 7015 · RDC Fundraising Income	<u>2,848.80</u>			
7100 · Affinity Program Income	314.27			
7049 · Beer Garden/WineTasting Income				
7049849 · BeerGarden/WineTasting Expenses	-4,545.05			
7049 · Beer Garden/WineTasting Income - Other	6,533.25			
Total 7049 · Beer Garden/WineTasting Income	<u>1,988.20</u>			
4170 · Chamber Champion	53,600.35	48,500.00	5,100.35	52,000.00
4500 · Community Support	10,000.00	10,000.00	0.00	10,000.00
7010 · Promotional Adv. Sponsorships				
7013 · Website Enhanced Listing	232.50			
7011 · Logo Bag Sponsorship	2,017.92			
7010 · Promotional Adv. Sponsorships - Other	60.00			
Total 7010 · Promotional Adv. Sponsorships	<u>2,310.42</u>			
7020 · Staff Appreciation Luncheon				
7020820 · Staff Appreciation Expenses	-1,935.33	-3,000.00	1,064.67	-3,000.00
7020 · Staff Appreciation Luncheon - Other	2,900.00	3,000.00	-100.00	3,000.00
Total 7020 · Staff Appreciation Luncheon	<u>964.67</u>	<u>0.00</u>	<u>964.67</u>	<u>0.00</u>
7040 · 7040-Ice cream Social				
7040840 · 7040840-Ice Cream Social expens	-227.97	0.00	-227.97	-225.00
Total 7040 · 7040-Ice cream Social	<u>-227.97</u>	<u>0.00</u>	<u>-227.97</u>	<u>-225.00</u>
7041 · Fundraising-Building fund				
7041841 · Fundraising Expenses-Bldg Fd	-5,977.88			
Total 7041 · Fundraising-Building fund	<u>-5,977.88</u>			
7042 · Leader in Me income				
7042842 · Leader in Me Expenses	-1,598.28	-1,500.00	-98.28	-1,500.00
7042 · Leader in Me income - Other	2,550.00	1,500.00	1,050.00	1,500.00
Total 7042 · Leader in Me income	<u>951.72</u>	<u>0.00</u>	<u>951.72</u>	<u>0.00</u>
7043 · Golf Tournament				
7043843 · Golf Tournament Expenses	-4,939.29	-5,000.00	60.71	-5,000.00
7043 · Golf Tournament - Other	12,002.95	15,000.00	-2,997.05	13,000.00
Total 7043 · Golf Tournament	<u>7,063.66</u>	<u>10,000.00</u>	<u>-2,936.34</u>	<u>8,000.00</u>
7045 · Seminar				
7045845 · Seminar Expenses	-18.56	-500.00	481.44	-500.00
Total 7045 · Seminar	<u>-18.56</u>	<u>-500.00</u>	<u>481.44</u>	<u>-500.00</u>
7046 · Business Showcase				
7046846 · Business Showcase expenses	-9,242.61	-12,500.00	3,257.39	-12,500.00
7046 · Business Showcase - Other	11,943.98	12,500.00	-556.02	12,500.00
Total 7046 · Business Showcase	<u>2,701.37</u>	<u>0.00</u>	<u>2,701.37</u>	<u>0.00</u>
7047 · Unity Breakfast				
7047847 · Unity Breakfast Expenses	-710.00			
7047 · Unity Breakfast - Other	490.00			
Total 7047 · Unity Breakfast	<u>-220.00</u>			
7094 · Annual Meeting				
7094894 · Annual Meeting Expenses	-2,884.64	-3,500.00	615.36	-3,500.00
7094 · Annual Meeting - Other	3,675.00	3,500.00	175.00	3,500.00
Total 7094 · Annual Meeting	<u>790.36</u>	<u>0.00</u>	<u>790.36</u>	<u>0.00</u>
7095 · Copier & Printing services	182.25			
Total 7000 · Division Income	<u>77,271.66</u>	<u>68,000.00</u>	<u>9,271.66</u>	<u>69,275.00</u>
Total Income	<u>230,677.99</u>	<u>204,240.00</u>	<u>26,437.99</u>	<u>208,753.00</u>
Gross Profit	230,677.99	204,240.00	26,437.99	208,753.00

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Budget 2018</u>
Expense				
Insurance Expense (D&O)	910.00	900.00	10.00	900.00
Service Charge	-6.50			
P.O Box Fee	194.00			194.00
5000 · Salaries and Benefits				
5110 · Salaries				
5115 · Temporary/Part-time	17,761.25			
5110 · Salaries - Other	101,480.00	119,080.00	-17,600.00	119,080.00
Total 5110 · Salaries	119,241.25	119,080.00	161.25	119,080.00
5111 · Bonus/Incentive	6,570.00			
5117 · Reimbursed Expenses	8,924.87	9,300.00	-375.13	8,700.00
5120 · Payroll Tax Expense	11,000.67	11,000.00	0.67	11,000.00
5139 · Staff development & Training	1,308.28			
5140 · Retirement Plan	2,000.00	2,000.00	0.00	2,000.00
5150 · Conventions & Seminars	195.62			
5160 · Staff Expenses	213.47			
5170 · Travel	312.72	600.00	-287.28	600.00
5171 · Meals	579.29	500.00	79.29	500.00
5175 · Sales Commission	16,645.58	8,000.00	8,645.58	15,000.00
5180 · Worker's Compensation Insurance	957.00	700.00	257.00	527.00
5190 · Payroll Expenses	519.61	500.00	19.61	500.00
Total 5000 · Salaries and Benefits	168,468.36	151,680.00	16,788.36	157,907.00
5200 · Occupancy Expenses				
5245 · Utilities	8,085.30	8,500.00	-414.70	8,500.00
5210 · Rent	6,264.00	6,300.00	-36.00	6,264.00
5240 · Telephone	3,963.05	2,800.00	1,163.05	3,800.00
5250 · Liability Insurance	2,286.50	1,650.00	636.50	1,838.00
5270 · Property Taxes	3,763.62	1,200.00	2,563.62	3,800.00
Total 5200 · Occupancy Expenses	24,362.47	20,450.00	3,912.47	24,202.00
5300 · Office Operations				
5310 · Office Supplies	1,038.82	1,210.00	-171.18	1,050.00
5315 · Supplies-other	922.61	1,000.00	-77.39	1,000.00
5320 · Postage	895.55	1,400.00	-504.45	1,100.00
5325 · Office support services	451.49	1,000.00	-548.51	1,000.00
5335 · Computer Expense	1,126.25	1,000.00	126.25	1,000.00
5370 · Lease and Service Contracts	2,988.76	3,200.00	-211.24	2,950.00
5220 · Maintenance agreements	2,084.96	1,500.00	584.96	1,750.00
5340 · Dues and Subscriptions	895.00	1,500.00	-605.00	1,000.00
5380 · Bank Service Charges	2,214.66	2,500.00	-285.34	500.00
5800 · Contingencies	279.30	2,000.00	-1,720.70	1,000.00
5300 · Office Operations - Other	1,137.89	2,500.00	-1,362.11	1,500.00
Total 5300 · Office Operations	14,035.29	18,810.00	-4,774.71	13,850.00
5400 · Membership Development				
5410 · Ambassadors	603.19	350.00	253.19	350.00
5440 · Advertising	1,030.00	3,350.00	-2,320.00	2,500.00
5450 · Luncheons & Meetings	1,170.50	2,500.00	-1,329.50	2,000.00
5490 · Website Expense	3,252.00	3,200.00	52.00	3,850.00
5400 · Membership Development - Other	2,292.37	3,000.00	-707.63	3,000.00
Total 5400 · Membership Development	8,348.06	12,400.00	-4,051.94	11,700.00
Total Expense	<u>216,311.68</u>	<u>204,240.00</u>	<u>12,071.68</u>	<u>208,753.00</u>
Net Ordinary Income	<u>14,366.31</u>	<u>0.00</u>	<u>14,366.31</u>	<u>0.00</u>
Net Income	<u>14,366.31</u>	<u>0.00</u>	<u>14,366.31</u>	<u>0.00</u>