

**MINNESOTA WOMEN OF TODAY**  
**Profit & Loss Budget vs. Actual**  
 June 1, 2018 through January 21, 2019

	Jun 1, '18 - Jan 21, ...	Budget	\$ Over Budget
<b>Income</b>			
<b>40 · SALES</b>			
402 · STATE STORE SALES TAXABLE	1,191.36	5,000.00	-3,808.64
403 · STATE STORE SALES NON-TAXA...	33.00	200.00	-167.00
404 · STATE STORE GIFT CERT (NON-TX)	155.00	0.00	155.00
<b>Total 40 · SALES</b>	1,379.36	5,200.00	-3,820.64
<b>42 · PROMOTIONALS</b>			
420 · W & M DONATIONS	1,431.40	2,000.00	-568.60
424 · PROMOTIONALS	515.19	1,000.00	-484.81
427 · CLOTHING	0.00	100.00	-100.00
<b>Total 42 · PROMOTIONALS</b>	1,946.59	3,100.00	-1,153.41
<b>422 · FINANCE COMMITTEE</b>			
4221 · FINANCE COMMITTEE FUNDRAI...	551.00	5,000.00	-4,449.00
4223 · FINANCE COMMITTEE - OTHER	395.00	500.00	-105.00
<b>Total 422 · FINANCE COMMITTEE</b>	946.00	5,500.00	-4,554.00
431 · STATE DUES	23,340.00	43,110.00	-19,770.00
432 · NATIONAL DUES	2,930.00	4,900.00	-1,970.00
433 · CHARTER FEE & EXTENSION	0.00	20.00	-20.00
<b>44 · PROGRAMMING</b>			
445 · COMMUNITY CONNECTIONS AWA...	5.00	45.00	-40.00
4492 · O/S YOUNG ADULT	150.00	150.00	0.00
4495 · WOMEN WHO IMPACT	50.00	50.00	0.00
<b>Total 44 · PROGRAMMING</b>	205.00	245.00	-40.00
444 · PERSONAL ENRICHMENT	70.00	100.00	-30.00
4441 · PE VIDEOS	75.00	200.00	-125.00
<b>45 · CONVENTIONS</b>			
454 · WINTER STATE	2,707.00	8,000.00	-5,293.00
455 · MNJOTS	3,350.00	3,350.00	0.00
456 · LOTS	0.00	1,300.00	-1,300.00
457 · MID YEAR EXEC	813.73	813.73	0.00
458 · USWT CONVENTION	8,436.00	8,436.00	0.00
4581 · PRES/SD RETREAT	333.00	333.00	0.00
4583 · TWINS GAME (IO)	-8.00	0.00	-8.00
<b>Total 45 · CONVENTIONS</b>	15,631.73	22,232.73	-6,601.00
459 · NAMETAGS	265.00	265.00	0.00
46 · INTEREST	15.88	30.00	-14.12
462 · A/R LATE FEES	4.40	25.00	-20.60
<b>47 · NEWSLET</b>			
471 · PERSONAL MESSAGES	116.00	200.00	-84.00
473 · NEWSLET RETURNS	4.00	10.00	-6.00
<b>Total 47 · NEWSLET</b>	120.00	210.00	-90.00
48 · INSURANCE-CHAP LIABILITY	0.00	5,600.00	-5,600.00
481 · MISCELLANEOUS INCOME	800.00	800.00	0.00
482 · MEMBERSHIP LATE FEE	50.00	100.00	-50.00
4822 · 990 LATE FEE	0.00	80.00	-80.00
483 · POA/BOOK OF FORMS	1,200.00	1,200.00	0.00
<b>490 · MARKETING</b>			
490.2 · MARKETING PROJECT FAIR	410.00	410.00	0.00

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<b>Total 490 · MARKETING</b>	410.00	410.00	0.00
<b>495 · ONTO</b>	790.00	2,200.00	-1,410.00
<b>497 · OTHER</b>			
4974 · EXEC COUNCIL SHIRTS (IO)	-264.00	-264.00	0.00
4976 · MISC. DONATIONS	100.00	100.00	0.00
<b>Total 497 · OTHER</b>	-164.00	-164.00	0.00
<b>Total Income</b>	50,014.96	95,363.73	-45,348.77
<b>Gross Profit</b>	50,014.96	95,363.73	-45,348.77
<b>Expense</b>			
<b>50 · NATL DUES</b>	2,660.00	4,900.00	-2,240.00
<b>502 · CHARTER &amp; EXTENSION EXP</b>	0.00	60.00	-60.00
<b>503 · NEW MEMBER PACKETS</b>	33.84	120.00	-86.16
<b>504 · NEW MBR PACKETS-GIFT CERT</b>	5.00	75.00	-70.00
<b>51 · COST OF SALES</b>			
5101 · STATE STORE COST	1,304.11	3,500.00	-2,195.89
5102 · Credit Card Fees	0.00	25.00	-25.00
511 · POSTAGE & MAILINGS	0.00	25.00	-25.00
5161 · STATE STORE MGR-MILEAGE	0.00	75.00	-75.00
5162 · STATE STORE MGR-REGISTRATI...	96.00	270.00	-174.00
<b>Total 51 · COST OF SALES</b>	1,400.11	3,895.00	-2,494.89
<b>52 · PROMOTIONAL EXP</b>			
521 · W&M PROMOTIONALS	163.90	400.00	-236.10
<b>Total 52 · PROMOTIONAL EXP</b>	163.90	400.00	-236.10
<b>5241 · FINANCE COMMITTEE FUNDRAISER</b>	40.84	200.00	-159.16
<b>53 · CHPTR SVC CTR</b>			
531 · PAYROLL			
532 · UNEMPLOYMENT-MN/FUTA	26.00	80.00	-54.00
533 · FICA/MEDIC MATCH	939.91	1,454.00	-514.09
534 · WORKERS COMPENSATION	-6.00	250.00	-256.00
531 · PAYROLL - Other	11,570.98	18,500.00	-6,929.02
<b>Total 531 · PAYROLL</b>	12,530.89	20,284.00	-7,753.11
535 · GEN OFF SUPPLIES/MISC	0.00	150.00	-150.00
536 · MILEAGE - CSC	255.82	400.00	-144.18
537 · MILEAGE - CONVENTIONS	146.57	250.00	-103.43
538 · OFFICE EQUIPMENT MAINT	686.50	1,500.00	-813.50
5381 · OFFICE EQUIPMENT PURCHASE	0.00	100.00	-100.00
5382 · MISC SMALL OFFICE EQUIP	0.00	50.00	-50.00
539 · EXEC COUNCIL EQUIP/MAINT	0.00	700.00	-700.00
5391 · TELEPHONE - CSC	606.89	1,200.00	-593.11
5393 · POSTAGE - CSC	412.94	750.00	-337.06
5394 · RENT - CSC	3,400.00	5,100.00	-1,700.00
5397 · GEN LIABILITY INSURANCE	0.00	5,600.00	-5,600.00
<b>Total 53 · CHPTR SVC CTR</b>	18,039.61	36,084.00	-18,044.39
<b>5399 · WEBSITE</b>			
5399.1 · WEBMASTER SERVICES	800.00	1,200.00	-400.00
5399.2 · WEBTEAM CONVENTIONS	84.00	540.00	-456.00
5399.3 · WEBSITE EXP - DOMAIN	39.99	39.99	0.00

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5399.4 · WEBSITE-WEB SERVER CONTR	411.00	411.00	0.00
<b>Total 5399 · WEBSITE</b>	<b>1,334.99</b>	<b>2,190.99</b>	<b>-856.00</b>
<b>54 · AWARDS</b>			
541 · PRES TRIMESTER AWARDS	1,057.61	1,057.61	0.00
542 · YEAR END AWARDS	127.30	500.00	-372.70
543 · EXEC COUNCIL YEAR END GIFT	0.00	200.00	-200.00
544 · MEMBERSHIP INCENTIVES	0.00	300.00	-300.00
545 · OUTSTANDING PRG MGR	111.03	111.03	0.00
5451 · PROJECT OF THE TRIMESTER	0.00	15.00	-15.00
546 · SUCCESS SYSTEM	0.00	30.00	-30.00
<b>Total 54 · AWARDS</b>	<b>1,295.94</b>	<b>2,213.64</b>	<b>-917.70</b>
5441 · EXTENSION INCENTIVES	0.00	100.00	-100.00
5442 · EXTENSION CHAPTER MANUALS	0.00	30.00	-30.00
<b>547 · PROG/AWARDS</b>			
5475 · EVALUATION ENTRY JUDGING	0.00	100.00	-100.00
5476 · PERSONAL ENRICHMENT	50.64	100.00	-49.36
5481 · O/S YOUNG ADULT	0.00	200.00	-200.00
5484 · WOMEN WHO IMPACT	0.00	100.00	-100.00
<b>Total 547 · PROG/AWARDS</b>	<b>50.64</b>	<b>500.00</b>	<b>-449.36</b>
<b>55 · NEWSLET EXP</b>			
551 · NEWSLET PRINTING	712.00	1,500.00	-788.00
552 · NEWSLET POSTAGE	715.25	1,500.00	-784.75
553 · NEWSLET RETURNS	0.00	10.00	-10.00
<b>Total 55 · NEWSLET EXP</b>	<b>1,427.25</b>	<b>3,010.00</b>	<b>-1,582.75</b>
<b>56 · CONVENTION</b>			
560 · CONVENTION GUESTS	0.00	100.00	-100.00
564 · WINTER STATE	0.00	8,500.00	-8,500.00
565 · MNJOTS	3,365.52	3,365.52	0.00
566 · LOTS	19.35	700.00	-680.65
567 · MID YEAR EXEC	733.44	733.44	0.00
5671 · PRES/SDEL RETREAT	237.58	237.58	0.00
5674 · USWT CONVENTION EXP (HOST)	7,916.68	7,136.68	780.00
5675 · CONVENTION STIPEND	270.00	640.00	-370.00
5676 · CONVENTION STIPEND ACCOUN...	0.00	160.00	-160.00
<b>Total 56 · CONVENTION</b>	<b>12,542.57</b>	<b>21,573.22</b>	<b>-9,030.65</b>
5672 · TWINS GAME EXPENSE	38.00	38.00	0.00
568 · NAMETAGS - EXEC COUNCIL	329.58	329.58	0.00
<b>569 · OFFICER EXPENSE</b>			
569.01 · Communications	1,291.70	4,725.46	-3,433.76
569.04 · Mileage Expense	677.12	5,000.00	-4,322.88
<b>Total 569 · OFFICER EXPENSE</b>	<b>1,968.82</b>	<b>9,725.46</b>	<b>-7,756.64</b>
5691 · SPEAKERS	1,000.00	1,000.00	0.00
<b>5692 · MISC. COUNCIL</b>			
569.3 · PR SCRAPBOOK	0.00	50.00	-50.00
<b>Total 5692 · MISC. COUNCIL</b>	<b>0.00</b>	<b>50.00</b>	<b>-50.00</b>
571 · BAD DEBTS	153.81	200.00	-46.19
572 · BANK EXPENSE	52.98	25.00	27.98
573 · BONDING	169.00	169.00	0.00

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575 · FIRST TIMERS	133.62	300.00	-166.38
576 · GIFTS FOR SPEAKERS&HOSTS	22.32	100.00	-77.68
577 · LEGAL COSTS	25.00	25.00	0.00
<b>58 · MEETINGS</b>			
580 · FUTURE DIRECTIONS CHAIR - REG	37.00	270.00	-233.00
584 · MILEAGE - STUDY COMMITTEE	0.00	100.00	-100.00
5842 · MEMB MGMT COMM - REG	96.00	270.00	-174.00
5889 · MARKETING COMM - OTHER EXP	91.02	91.02	0.00
5890 · MARKETING COMM - REG	96.00	270.00	-174.00
<b>Total 58 · MEETINGS</b>	<b>320.02</b>	<b>1,001.02</b>	<b>-681.00</b>
586 · MISCELLANEOUS EXPENSE	0.00	25.00	-25.00
587 · PAPER/PRINTING/STATIONERY	79.33	800.00	-720.67
5871 · MANUAL PRINTING	0.00	250.00	-250.00
588 · POA & BOOK OF FORMS	0.00	1,150.00	-1,150.00
5892 · PAST PRESIDENT EXPENSE	68.14	200.00	-131.86
<b>59 · NATIONAL</b>			
591 · USWT CONVENTION EXPENSE	700.00	1,750.00	-1,050.00
594 · ONTO	1,332.82	1,600.00	-267.18
596 · NATIONAL SPEAKER FUND	0.00	150.00	-150.00
<b>Total 59 · NATIONAL</b>	<b>2,032.82</b>	<b>3,500.00</b>	<b>-1,467.18</b>
<b>Total Expense</b>	<b>45,388.13</b>	<b>94,239.91</b>	<b>-48,851.78</b>
<b>Net Income</b>	<b>4,626.83</b>	<b>1,123.82</b>	<b>3,503.01</b>