

MINNESOTA WOMEN OF TODAY
Profit & Loss Budget vs. Actual
 June through December 2020
Mid-Year Budget Worksheet
2020 - 2021 Fiscal Year

| | Jun 2, 20 - Dec 31, 20 | Original Budget | Mid-Year Revised Budget |
|--------------------------------------|-----------------------------------|----------------------------|--|
| Income | | | |
| 40 · SALES | | | |
| 402 · STATE STORE SALES TAXABLE | 780.00 | 5,000.00 | 2,000.00 |
| 403 · STATE STORE SALES NON-TAXABLE | 8.00 | 200.00 | 75.00 |
| 404 · STATE STORE GIFT CERT (NON-TX) | 15.00 | 200.00 | 75.00 |
| Total 40 · SALES | 803.00 | 5,400.00 | 2,150.00 |
| 42 · WAYS & MEANS | | | |
| 420 · W & M DONATIONS | 1,091.96 | 3,250.00 | 2,500.00 |
| Total 42 · WAYS & MEANS | 1,091.96 | 3,250.00 | 2,500.00 |
| 422 · FINANCE COMMITTEE | | | |
| 4221 · FINANCE COMMITTEE FUNDRAISER | 995.00 | 5,500.00 | 3,000.00 |
| Total 422 · FINANCE COMMITTEE | 995.00 | 5,500.00 | 3,000.00 |
| 43 · MEMBERSHIP DUES | | | |
| 431 · STATE DUES | 19,890.00 | 39,780.00 | 39,780.00 |
| 432 · NATIONAL DUES | 2,270.00 | 4,420.00 | 4,420.00 |
| Total 43 · MEMBERSHIP DUES | 22,160.00 | 44,200.00 | 44,200.00 |
| 433 · CHARTER FEE & EXTENSION | 0.00 | 40.00 | 40.00 |
| 44 · PROGRAMMING | | | |
| 444 · PERSONAL ENRICHMENT | 0.00 | 100.00 | 100.00 |
| 4441 · PE VIDEOS | 25.00 | 200.00 | 100.00 |
| 445 · COMMUNITY CONNECTIONS AWARDS | 0.00 | 60.00 | 60.00 |
| 4492 · O/S YOUNG ADULT | 75.00 | 200.00 | 75.00 |
| 4494 · PERSON WITH DETERMINATION | 75.00 | 100.00 | 75.00 |
| 4495 · WOMEN WHO IMPACT | 55.00 | 100.00 | 75.00 |
| Total 44 · PROGRAMMING | 230.00 | 760.00 | 485.00 |
| 45 · CONVENTIONS | | | |
| 454 · WINTER STATE | 250.00 | 8,000.00 | 250.00 |
| 456 · LOTS | 0.00 | 1,000.00 | 1,000.00 |
| 457 · MID YEAR EXEC | 565.00 | 1,000.00 | 565.00 |
| 4581 · PRES/SD RETREAT | 0.00 | 400.00 | 0.00 |
| Total 45 · CONVENTIONS | 815.00 | 10,400.00 | 1,815.00 |
| 47 · NEWSLET | | | |
| 471 · PERSONAL MESSAGES | 36.00 | 150.00 | 75.00 |
| 473 · NEWSLET RETURNS | 4.00 | 15.00 | 15.00 |
| Total 47 · NEWSLET | 40.00 | 165.00 | 90.00 |
| 48 · INSURANCE-CHAP LIABILITY | 0.00 | 10,000.00 | 9,500.00 |
| 480 · OTHER INCOME | | | |
| 4801 · NAMETAGS (also ref w/569.5) | 325.00 | 350.00 | 325.00 |
| 481 · MISCELLANEOUS INCOME | 659.72 | 600.00 | 660.00 |
| 482 · MEMBERSHIP LATE FEE | 120.00 | 200.00 | 200.00 |

MINNESOTA WOMEN OF TODAY Profit & Loss Budget vs. Actual

June through December 2020

| | Jun 2, 20 - Dec 31, 20 | Original Budget | Mid-Year Revised Budget |
|--|---------------------------|--------------------|-------------------------------|
| 4821 · ANNUAL REGISTRATION LATE FEE | 0.00 | 100.00 | 0.00 |
| 4822 · 990 LATE FEE | 0.00 | 100.00 | 0.00 |
| 4823 · INTEREST | 247.61 | 15.00 | 300.00 |
| 4824 · A/R LATE FEES | 7.69 | 25.00 | 25.00 |
| Total 480 · OTHER INCOME | 1,360.02 | 1,390.00 | 1,510.00 |
| 483 · DONATIONS | | | |
| 483.1 · POA/BOOK OF FORMS DONATIONS | 610.00 | 950.00 | 610.00 |
| Total 483 · DONATIONS | 610.00 | 950.00 | 610.00 |
| 490 · MARKETING | | | |
| 490.2 · MARKETING PROJECT FAIR | 0.00 | 250.00 | 0.00 |
| Total 490 · MARKETING | 0.00 | 250.00 | 0.00 |
| 495 · NATIONAL CONV FUNDRAISING | | | |
| 4951 · ONTO | 542.00 | 2,200.00 | 1,500.00 |
| Total 495 · NATIONAL CONV FUNDRAISING | 542.00 | 2,200.00 | 1,500.00 |
| Total Income | 28,646.98 | 84,505.00 | 67,400.00 |
| Gross Profit | 28,646.98 | 84,505.00 | 67,400.00 |
| Expense | | | |
| 50 · NATL DUES | 1,200.00 | 4,420.00 | 4,420.00 |
| 502 · CHARTER & EXTENSIONS | | | |
| 502.1 · CHARTER & EXTENSION EXP | 0.00 | 40.00 | 40.00 |
| Total 502 · CHARTER & EXTENSIONS | 0.00 | 40.00 | 40.00 |
| 503 · NEW MEMBER PROGRAM | | | |
| 503.1 · NEW MEMBER PACKETS | 0.00 | 120.00 | 120.00 |
| 503.2 · NEW MBR PACKETS-GIFT CERT | 0.00 | 75.00 | 75.00 |
| Total 503 · NEW MEMBER PROGRAM | 0.00 | 195.00 | 195.00 |
| 51 · COST OF SALES | | | |
| 5101 · STATE STORE COST | 800.83 | 2,750.00 | 1,000.00 |
| 5102 · CREDIT CARD FEES | 1.28 | 15.00 | 15.00 |
| 511 · POSTAGE & MAILINGS | -11.06 | 25.00 | 25.00 |
| Total 51 · COST OF SALES | 791.05 | 2,790.00 | 1,040.00 |
| 516 · STATE STORE MANAGER | | | |
| 5161 · STATE STORE MGR-MILEAGE | 0.00 | 75.00 | 25.00 |
| 5162 · STATE STORE MGR-REGISTRATION | 0.00 | 300.00 | 100.00 |
| Total 516 · STATE STORE MANAGER | 0.00 | 375.00 | 125.00 |
| 5241 · FINANCE COMMITTEE FUNDRAISER | 2.32 | 500.00 | 300.00 |
| 53 · CHPTR SVC CTR | | | |
| 531 · PAYROLL | | | |
| 531.1 · PAYROLL EXPENSE | 10,812.28 | 18,500.00 | 18,500.00 |
| 531.2 · UNEMPLOYMENT-MN/FUTA | 18.00 | 80.00 | 80.00 |
| 531.4 · FICA/MEDIC MATCH | 827.14 | 1,500.00 | 1,500.00 |
| 531.5 · WORKERS COMPENSATION | -7.00 | 200.00 | 200.00 |
| Total 531 · PAYROLL | 11,650.42 | 20,280.00 | 20,280.00 |
| 532 · CHPTR SVC CTR EXP | | | |

MINNESOTA WOMEN OF TODAY Profit & Loss Budget vs. Actual

June through December 2020

| | Jun 2, 20 - Dec 31, 20 | Original Budget | Mid-Year Revised Budget |
|---------------------------------------|---------------------------|--------------------|-------------------------------|
| 535 · GEN OFF SUPPLIES/MISC | 16.13 | 150.00 | 150.00 |
| 536 · MILEAGE - CSC | 0.00 | 600.00 | 600.00 |
| 537 · MILEAGE - CONVENTIONS | 0.00 | 400.00 | 400.00 |
| 538 · OFFICE EQUIPMENT MAINT | 81.26 | 1,500.00 | 500.00 |
| 5381 · OFFICE EQUIPMENT PURCHASE | 0.00 | 100.00 | 500.00 |
| 5382 · MISC SMALL OFFICE EQUIP | 0.00 | 50.00 | 50.00 |
| 539 · EXEC COUNCIL EQUIP/MAINT | 0.00 | 500.00 | 500.00 |
| 5391 · PHONE, INTERNET, CLOUD HSTG | 577.82 | 1,500.00 | 1,500.00 |
| 5393 · POSTAGE - CSC | 359.42 | 900.00 | 900.00 |
| 5394 · RENT - CSC | 3,400.00 | 5,100.00 | 5,100.00 |
| Total 532 · CHPTR SVC CTR EXP | 4,434.63 | 10,800.00 | 10,200.00 |
| Total 53 · CHPTR SVC CTR | 16,085.05 | 31,080.00 | 30,480.00 |
| 5397 · GEN LIABILITY INSURANCE | 0.00 | 10,000.00 | 9,500.00 |
| 5399 · WEBSITE | | | |
| 5399.1 · WEBMASTER SERVICES | 800.00 | 1,200.00 | 1,200.00 |
| 5399.2 · WEBTEAM CONVENTIONS | 0.00 | 600.00 | 200.00 |
| 5399.3 · WEBSITE EXP - DOMAIN | 39.99 | 80.00 | 80.00 |
| 5399.5 · WEBSITE TECHNOLOGY | 198.41 | 200.00 | 200.00 |
| Total 5399 · WEBSITE | 1,038.40 | 2,080.00 | 1,680.00 |
| 54 · AWARDS | | | |
| 541 · PRES TRIMESTER AWARDS | 795.74 | 1,100.00 | 1,100.00 |
| 542 · YEAR END AWARDS | 70.73 | 300.00 | 300.00 |
| 543 · EXEC COUNCIL YEAR END GIFT | 0.00 | 200.00 | 200.00 |
| 544 · MEMBERSHIP INCENTIVES | 20.00 | 300.00 | 300.00 |
| 545 · OUTSTANDING PRG MGR | 33.00 | 50.00 | 33.00 |
| 5451 · PROJECT OF THE TRIMESTER | 0.00 | 10.00 | 10.00 |
| 5452 · SUCCESS SYSTEM | 0.00 | 10.00 | 10.00 |
| Total 54 · AWARDS | 919.47 | 1,970.00 | 1,953.00 |
| 546 · EXTENSION EXPENSES | | | |
| 5461 · EXTENSION CHAPTER MANUALS | 0.00 | 30.00 | 30.00 |
| 5462 · EXTENSION INCENTIVES | 0.00 | 100.00 | 100.00 |
| Total 546 · EXTENSION EXPENSES | 0.00 | 130.00 | 130.00 |
| 547 · PROG/AWARDS | | | |
| 5475 · EVALUATION ENTRY JUDGING | 0.00 | 25.00 | 25.00 |
| 5476 · PERSONAL ENRICHMENT | 13.20 | 50.00 | 50.00 |
| 5481 · O/S YOUNG ADULT | 0.00 | 200.00 | 200.00 |
| 5482 · PERSON WITH DETERMINATION | 0.00 | 100.00 | 100.00 |
| 5484 · WOMEN WHO IMPACT | 0.00 | 100.00 | 100.00 |
| 5486 · FIRST TIMERS | 13.20 | 350.00 | 125.00 |
| Total 547 · PROG/AWARDS | 26.40 | 825.00 | 600.00 |
| 55 · NEWSLET EXP | | | |
| 551 · NEWSLET PRINTING | 690.45 | 1,500.00 | 1,500.00 |
| 552 · NEWSLET POSTAGE | 714.41 | 1,500.00 | 1,500.00 |
| 553 · NEWSLET RETURNS | 0.00 | 15.00 | 0.00 |

MINNESOTA WOMEN OF TODAY Profit & Loss Budget vs. Actual

June through December 2020

| | Jun 2, 20 - Dec 31, 20 | Original Budget | Mid-Year Revised Budget |
|---|---------------------------|--------------------|-------------------------------|
| Total 55 · NEWSLET EXP | 1,404.86 | 3,015.00 | 3,000.00 |
| 56 · CONVENTION | | | |
| 560 · CONVENTION GUESTS | 0.00 | 100.00 | 100.00 |
| 564 · WINTER STATE | 0.00 | 8,000.00 | 250.00 |
| 566 · LOTS | 0.00 | 700.00 | 700.00 |
| 567 · MID YEAR EXEC | 316.58 | 1,000.00 | 320.00 |
| 5671 · PRES/SDEL RETREAT | 0.00 | 400.00 | 0.00 |
| 5675 · CONVENTION STIPEND | 0.00 | 520.00 | 260.00 |
| 5676 · CONVENTION STIPEND ACCOUNTANT | 0.00 | 300.00 | 0.00 |
| Total 56 · CONVENTION | 316.58 | 11,020.00 | 1,630.00 |
| 569 · OFFICER EXPENSE | | | |
| 569.01 · COMMUNICATIONS | 1,820.11 | 5,690.00 | 4,500.00 |
| 569.04 · MILEAGE EXPENSE | 23.42 | 3,891.00 | 2,000.00 |
| Total 569 · OFFICER EXPENSE | 1,843.53 | 9,581.00 | 6,500.00 |
| 5692 · MISC. COUNCIL | | | |
| 569.3 · PR SCRAPBOOK | 0.00 | 50.00 | 50.00 |
| 569.5 · NAMETAGS - EXEC COUNCIL | 338.90 | 350.00 | 339.00 |
| 569.6 · PAST PRESIDENT EXPENSE | 49.94 | 250.00 | 250.00 |
| Total 5692 · MISC. COUNCIL | 388.84 | 650.00 | 639.00 |
| 58 · MEETINGS | | | |
| 580 · FUTURE DIRECTIONS CHAIR - REG | 0.00 | 300.00 | 100.00 |
| 584 · MILEAGE - STUDY COMMITTEE | 0.00 | 100.00 | 50.00 |
| 5842 · MEMB MGMT COMM - REG | 0.00 | 300.00 | 100.00 |
| 5890 · MARKETING COMM - REG | 0.00 | 300.00 | 100.00 |
| Total 58 · MEETINGS | 0.00 | 1,000.00 | 350.00 |
| 586 · OTHER EXPENSES | | | |
| 5861 · MISCELLANEOUS EXPENSE | 0.00 | 25.00 | 25.00 |
| 5862 · BAD DEBTS | 0.00 | 100.00 | 100.00 |
| 5863 · BANK-SQUARE-PAYPAL FEES | 1.00 | 50.00 | 50.00 |
| 5864 · BONDING | 169.00 | 169.00 | 169.00 |
| 5865 · GIFTS FOR SPEAKERS & HOSTS | 0.00 | 100.00 | 100.00 |
| 5866 · LEGAL COSTS | 25.62 | 30.00 | 30.00 |
| Total 586 · OTHER EXPENSES | 195.62 | 474.00 | 474.00 |
| 588 · PAPER & PRINTING | | | |
| 587 · PAPER/PRINTING/STATIONERY | 80.69 | 450.00 | 300.00 |
| 5881 · PLAN OF ACTION PRG & PSG | 351.22 | 600.00 | 352.00 |
| Total 588 · PAPER & PRINTING | 431.91 | 1,050.00 | 652.00 |
| 59 · NATIONAL | | | |
| 591 · USWT CONVENTION EXPENSE | 0.00 | 1,750.00 | 1,050.00 |
| 594 · ONTO | 724.61 | 1,000.00 | 1,000.00 |
| 595 · US AMBASSADOR (I/O) | 0.00 | 65.00 | 140.00 |
| 596 · NATIONAL SPEAKER FUND | 0.00 | 150.00 | 150.00 |
| Total 59 · NATIONAL | 724.61 | 2,965.00 | 2,340.00 |

MINNESOTA WOMEN OF TODAY

Profit & Loss Budget vs. Actual

June through December 2020

| | <u>Jun 2, 20 - Dec 31, 20</u> | <u>Original Budget</u> | <u>Mid-Year Revised Budget</u> |
|---------------|-----------------------------------|----------------------------|--|
| Total Expense | 25,368.64 | 84,160.00 | 66,048.00 |
| Net Income | <u>3,278.34</u> | <u>345.00</u> | <u>1,352.00</u> |