

| | | | Sacramento Doubletree 2018 | San Ramon 2017 Actual | San Ramon 2017 Budget | Sacramento 2016 Actual | Sacramento 2016 Budget | Monterey 2015 Actual | Monterey 2015 Budget | San Ramon 2014 Actual | San Ramon 2014 Budget |
|-----------------------------------|------------|-------------|----------------------------------|-----------------------------|-----------------------------|---------------------------|------------------------------|-------------------------|----------------------------|--------------------------|--------------------------|
| Income | Qty | Rate | | | | | | | | | |
| Season Ticket /All Access | | \$40.00 | \$ - | \$ - | \$ - | | | \$ 1,880.00 | \$ 2,000.00 | \$ 4,341.25 | \$ 4,800.00 |
| Early Registration | 200 | \$55.00 | \$11,000.00 | \$12,885.00 | \$11,000.00 | \$ 9,670.00 | \$20,550.00 | \$ 7,955.00 | \$ 9,000.00 | \$11,163.00 | \$ 9,000.00 |
| Regular Registration | 120 | \$60.00 | \$ 7,200.00 | \$ 3,190.00 | \$ 9,000.00 | \$ 955.00 | | \$ 4,555.00 | \$11,000.00 | \$ 1,745.00 | \$ 12,500.00 |
| On Site Registration | 20 | \$65.00 | \$ 1,300.00 | \$ 975.00 | \$ 1,950.00 | \$ 660.00 | | \$ 1,860.00 | \$ 1,800.00 | \$ 1,320.00 | \$ 1,300.00 |
| 100% Club Registration | 60 | \$25.00 | \$ 1,500.00 | \$ 1,100.00 | \$ 2,500.00 | \$ 3,390.00 | | \$ 3,780.00 | \$ 1,500.00 | \$ 585.00 | \$ 1,725.00 |
| Reception | | | | | | | | | | \$ 60.00 | |
| Interclub Luncheon | 300 | \$40.00 | \$12,000.00 | \$10,230.00 | \$14,400.00 | \$ 9,930.00 | \$16,400.00 | \$15,645.00 | \$17,500.00 | \$11,704.00 | \$12,600.00 |
| Interclub Luncheon Sponsor | 0 | | | | | | | | \$ 4,000.00 | | \$ 2,000.00 |
| Rose Float Breakfast | 30 | \$31.00 | \$ 930.00 | \$ 750.00 | \$ 1,750.00 | \$ 850.00 | | \$ 1,896.00 | \$ 1,680.00 | \$ 1,151.00 | \$ 1,380.00 |
| Rose Float Breakfast Sponsor | | | | | | | | | \$ 300.00 | | \$ 300.00 |
| Dinner auction | 80 | \$52.00 | \$ 4,160.00 | \$ 4,160.00 | \$ 5,000.00 | | | \$ 7,960.00 | \$ 6,500.00 | \$ 7,280.00 | \$ 5,000.00 |
| Dinner | | | | | | | | | | \$ 700.00 | |
| Booth Sales | 2 | \$175.00 | \$ 350.00 | \$ 400.00 | \$ 700.00 | \$ 990.00 | \$ 900.00 | \$ 931.34 | \$ 2,500.00 | \$ 2,119.00 | \$ 1,000.00 |
| Supply Sales | 1 | \$1,300.00 | \$ 1,300.00 | | \$ 1,300.00 | | \$ 400.00 | | | \$ 1,732.34 | |
| Rebate Income - (Food credit) | | | | | | | | \$1,658 | \$5,000 | | |
| AV Rental Income | | | | | | | | | | | 0 |
| Total Receipts | | | \$39,740.00 | \$33,690.00 | \$47,600.00 | \$ 26,445.00 | \$38,250.00 | \$48,120.29 | \$62,780.00 | \$43,900.59 | 51,605.00 |
| Expense | | | | | | | | | | | |
| Audio Visual Workshops | | | \$ 550.00 | \$ 3,200.00 | \$ 3,200.00 | \$ 4,950.00 | \$ 4,800.00 | \$ 5,325.00 | \$ 4,800.00 | \$ 4,800.00 | 4,800.00 |
| Audio Visual General Sessions | | | \$ 3,262.00 | \$ 2,758.38 | \$ 2,750.00 | \$ 2,940.48 | \$ 3,070.00 | \$ 4,428.00 | \$ 2,750.00 | \$ 2,750.00 | 2,750.00 |
| Awards | | | \$ 25.00 | \$ 47.14 | \$ 25.00 | | \$ - | | \$ 25.00 | \$ 18.92 | 75.00 |
| Audit Fee | | | \$ 300.00 | \$ 1,447.23 | \$ 1,600.00 | \$ 1,517.00 | \$ 1,600.00 | \$ 1,629.09 | \$ 1,600.00 | \$ 1,554.52 | 1,145.00 |
| Board Meeting Expense | | | \$ 150.00 | | \$ 500.00 | \$ 863.05 | \$ 350.00 | \$ 750.00 | \$ - | \$ 773.61 | 325.00 |
| Booth Expense | | | \$ 150.00 | | | | | | \$ 60.00 | \$ 68.91 | 100.00 |
| Bank Fees / Cash Short <Over> | | | \$ - | | \$ - | | \$ - | \$ 25.00 | \$ - | \$ - | 0.00 |
| Clerical & Accounting | | | \$ 5,000.00 | \$ 6,429.88 | \$ 4,500.00 | \$ 4,121.38 | \$ 4,500.00 | \$ 4,500.00 | \$ 4,500.00 | \$ 3,385.33 | 6,000.00 |
| Comp Registration New Clubs | | | | | | | \$ - | | \$ 40.00 | \$ - | 120.00 |
| Convention Hosted Housing & Meals | | | \$ 600.00 | \$ 439.67 | \$ 600.00 | \$ 185.36 | \$ 300.00 | \$ 711.38 | \$ 1,000.00 | \$ 117.87 | 1,600.00 |
| Credit Card Processing Fees | | | \$ 900.00 | \$ 933.37 | \$ 900.00 | \$ 875.64 | \$ - | \$ 1,365.70 | \$ 950.00 | \$ 1,052.72 | 650.00 |
| Flowers & Decorations | 50 | 8.00 | \$ 100.00 | | \$ 400.00 | \$ 80.85 | \$ 250.00 | | \$ 250.00 | \$ 505.91 | 375.00 |
| Convention Ctr set up Fees | | | \$ 2,500.00 | \$ 2,295.65 | \$ 3,800.00 | \$ 900.00 | \$ - | \$ 13,190.00 | \$ 3,800.00 | \$ - | |
| Hotel Set Up / Security Fees (1) | | | \$ 250.00 | \$ 1,669.81 | \$ 1,000.00 | | \$ - | | \$ 5,300.00 | \$ - | 2,250.00 |
| Interclub Luncheon | 300 | \$ 38.50 | \$11,550.00 | \$ 9,895.58 | \$13,600.00 | \$ 11,667.66 | \$13,260.00 | \$ 14,252.73 | \$17,000.00 | \$13,689.45 | 12,600.00 |

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| Dinner / Silent Auction | 80 | \$ 52.00 | \$ 4,160.00 | | \$ 5,000.00 | | \$ - | \$ 7,659.31 | \$ 5,300.00 | \$ 6,145.77 | 4,800.00 |
| Rose Float Breakfast | 30 | \$ 30.60 | \$ 918.00 | \$ 676.52 | \$ 1,750.00 | \$ 955.18 | \$ - | \$ 2,103.65 | \$ 1,610.00 | \$ 846.26 | 1,380.00 |
| Music & Entertainment | | | \$ 300.00 | | \$ 500.00 | | \$ 150.00 | \$ 3,093.78 | \$ 3,400.00 | \$ 336.00 | 200.00 |
| Past Governors Meeting | | | \$ - | | \$ - | | \$ 250.00 | | \$ - | \$ 138.58 | 275.00 |
| Posting & Shipping | | | \$ 100.00 | | \$ 250.00 | | \$ 200.00 | \$ 949.80 | \$ 800.00 | \$ 853.13 | 650.00 |
| Pre Planning Expense | | | \$ 700.00 | \$ 771.54 | \$ 700.00 | \$ 640.42 | \$ 1,000.00 | \$ 1,217.83 | \$ 800.00 | \$ 937.43 | 750.00 |
| Printing | | | \$ 400.00 | \$ 323.80 | \$ 600.00 | \$ 89.08 | \$ 1,200.00 | \$ 1,893.66 | \$ 1,250.00 | \$ 1,907.89 | 1,500.00 |
| Registration & Sign Expense | | | \$ 400.00 | \$ 360.88 | \$ 800.00 | \$ 1,612.91 | \$ 500.00 | \$ 1,614.03 | \$ 800.00 | \$ 835.51 | 500.00 |
| Speakers Honorarium & Travel | | | \$ 2,600.00 | \$ 175.00 | \$ 200.00 | \$ 1,678.80 | \$ 2,000.00 | \$ 2.99 | \$ 200.00 | \$ 69.00 | 1,000.00 |
| SLP Governors | | | \$ 100.00 | \$ 105.00 | \$ 100.00 | | \$ 100.00 | | \$ 100.00 | \$ 84.00 | 100.00 |
| Staff Travel, Meals & Lodging | | | \$ 1,800.00 | \$ 2,078.31 | \$ 1,750.00 | \$ 1,571.07 | \$ 1,500.00 | \$ 3,807.03 | \$ 1,750.00 | \$ 2,380.57 | 2,200.00 |
| Supplies | | | \$ 50.00 | | \$ 50.00 | \$ 374.42 | \$ 100.00 | \$ 850.51 | \$ 50.00 | \$ - | 100.00 |
| Supplies Sold | | | \$ 1,000.00 | | \$ 1,000.00 | | \$ 300.00 | | \$ - | \$ 1,709.66 | |
| Taxes & Insurance | | | \$ 400.00 | \$ 509.58 | \$ 400.00 | \$ 323.96 | \$ 600.00 | \$ 505.50 | \$ 700.00 | \$ 197.03 | 825.00 |
| Telephone | | | \$ 500.00 | \$ 416.23 | \$ 500.00 | \$ 702.28 | \$ 500.00 | \$ 554.22 | \$ 500.00 | \$ 623.11 | 500.00 |
| Tickets - UWP Concert / Centennial Playground | | | | | | | \$ - | | \$ 2,000.00 | \$ - | 0.00 |
| Van & Truck Rental ** | | | \$ 810.00 | \$ 465.53 | \$ 700.00 | \$ 741.16 | \$ 800.00 | \$ 752.57 | \$ 650.00 | \$ 958.99 | 850.00 |
| Depreciation Conventions | | | \$ 135.00 | | \$ 135.00 | | \$ 140.00 | | \$ 135.00 | \$ 112.50 | 135.00 |
| Total Expense | | | \$39,710.00 | \$34,999.10 | \$47,310.00 | \$ 36,790.70 | \$37,470.00 | \$71,181.78 | \$62,120.00 | \$46,852.67 | \$ 48,555.00 |
| Transfer-General Fund Support | | | | | | | | | | | |
| Net Revenue over Expense | | | \$30.00 | (\$1,309.10) | \$ 290.00 | \$(10,345.70) | \$ 780.00 | (\$23,061.49) | \$ 660.00 | \$ (2,952.08) | 3,050.00 |