

**Professional Association for SQL Server
FY2016 Budget**

Department Summary	Budget 2015	Budget 2016
REVENUE		
Corporate Administration - 110	\$ 7,000.00	\$ 11,000.00
Information Technology - 111	\$ 68,000.00	\$ 74,000.00
Board Support - 112	\$ -	\$ -
Member Services - 114	\$ 3,600.00	\$ 6,000.00
Marketing - 115	\$ -	\$ -
Chapters - 120	\$ -	\$ -
Volunteer Programs & Engagement - 130	\$ -	\$ -
Special Projects - 140	\$ -	\$ -
SQL Saturday - 150	\$ -	\$ -
Virtual Events - 160	\$ 46,000.00	\$ 51,662.50
Global Growth - 170	\$ -	\$ -
Sales - 200	\$ 153,630.00	\$ 353,400.00
BA Community - 205	\$ -	\$ -
Virtual Chapters - 240	\$ 22,125.00	\$ 26,900.00
SQLRally Global - 355	\$ -	\$ -
Community Summit - 210	\$ 4,989,982.82	\$ 5,848,783.61
Community Summit Expo - 220	\$ 735,725.00	\$ 1,014,900.00
Summit Programs - 250	\$ 1,152,840.21	\$ 1,274,841.16
BAC - 340	\$ 1,135,589.80	\$ 728,608.65
BAC Expo - 341	\$ 375,500.00	\$ 369,775.00
BAC Programs - 342	\$ 236,021.20	\$ 133,615.82
TOTAL REVENUE	\$ 8,926,014.03	\$ 9,893,486.74
EXPENSE		
Corporate Administration - 110	\$ 1,447,613.10	\$ 1,680,234.38
Information Technology - 111	\$ 551,721.38	\$ 751,688.04
Board Support - 112	\$ 219,952.77	\$ 244,706.50
Member Services - 114	\$ -	\$ -
Marketing - 115	\$ 617,121.72	\$ 636,729.02
Chapters - 120	\$ 92,551.83	\$ 79,083.76
Volunteer Programs & Engagement - 130	\$ 24,156.93	\$ 14,243.11
Special Projects - 140	\$ 481,310.44	\$ 701,872.39
SQL Saturday - 150	\$ 158,624.39	\$ 209,347.46
Virtual Events - 160	\$ 24,522.39	\$ 23,545.45
Global Growth - 170	\$ 15,098.87	\$ 52,594.53
Sales - 200	\$ 31,401.78	\$ 379,493.52
BA Community - 205	\$ -	\$ 12,884.31
Virtual Chapters - 240	\$ 39,879.51	\$ 31,171.45
SQLRally Global - 355	\$ 24,293.17	\$ -
Community Summit - 210	\$ 2,371,640.29	\$ 2,515,759.32
Community Summit Expo - 220	\$ 694,353.80	\$ 844,952.44
Summit Programs - 250	\$ 768,765.28	\$ 914,174.43
BAC - 340	\$ 870,581.51	\$ 529,109.99
BAC Expo - 341	\$ 334,249.11	\$ 277,603.18
BAC Programs - 342	\$ 270,666.12	\$ 247,985.35
TOTAL EXPENSE	\$ 9,038,504.37	\$ 10,147,178.63
NET INCOME	-\$ 112,490.34	-\$ 253,691.89

**Professional Association for SQL Server
FY2016 Budget**

Corporate Administration - 110	Budget 2015	Budget 2016
REVENUE		
Interest - Miscellaneous	\$ 7,000.00	\$ 11,000.00
TOTAL REVENUE	\$ 7,000.00	\$ 11,000.00
EXPENSE		
Authorize.Net Fees	\$ 1,000.00	\$ 1,000.00
Accounting - General	\$ 3,500.00	\$ 3,500.00
Annual Report	\$ 37.00	\$ 37.00
Audit	\$ 24,500.00	\$ 25,000.00
Bank Charges	\$ 7,000.00	\$ 9,000.00
Custom Broker Expense	\$ 250.00	\$ 250.00
Insurance	\$ 6,006.00	\$ 6,107.00
Legal	\$ 25,000.00	\$ 20,000.00
Management & Overhead	\$ 815,667.40	\$ 920,043.40
Management - Incentive	\$ 153,719.72	\$ 170,472.90
Office Supplies	\$ 1,000.00	\$ 500.00
Misc. Expense - Contract Vendor	\$ 2,400.00	\$ 2,400.00
Postage/Shipping	\$ 6,500.00	\$ 9,500.00
Printing	\$ 500.00	\$ 500.00
Site Inspection - Summit	\$ 5,000.00	\$ 3,000.00
Site Inspection - BAC	\$ 10,320.00	\$ 5,500.00
Staff - Finance	\$ 125,834.95	\$ 108,828.45
Staff - Administration	\$ 143,964.78	\$ 182,001.72
Staff - Reporting	\$ 78,638.65	\$ 122,498.40
Staff - Governance	\$ 29,274.61	\$ 46,954.92
Staff - Miscellaneous	\$ -	\$ 35,590.60
Teleconference	\$ 900.00	\$ 50.00
Travel - Misc. (Air/Land/Hotel)	\$ 5,400.00	\$ 6,000.00
Travel - Misc. (Meals)	\$ 1,200.00	\$ 1,500.00
TOTAL EXPENSE	\$ 1,447,613.10	\$ 1,680,234.38
NET INCOME	-\$ 1,440,613.10	-\$ 1,669,234.38

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Information Technology - 111	Budget 2015	Budget 2016
REVENUE		
MS Sponsorship	\$ 68,000.00	\$ 74,000.00
TOTAL REVENUE	\$ 68,000.00	\$ 74,000.00
EXPENSE		
Computer Software/Equipment	\$ 5,000.00	\$ 5,000.00
IT - VC/VE Platform	\$ 41,588.00	\$ 40,734.00
IT - AtTask	\$ 16,295.40	\$ 24,270.00
IT - Constant Contact	\$ 60.00	\$ -
IT - Domain Registration	\$ 750.00	\$ 12,100.00
IT - DNN Modules	\$ 1,500.00	\$ 1,500.00
IT - ExactTarget	\$ 21,800.00	\$ 29,533.40
IT - Guidebook	\$ 12,500.00	\$ 19,668.75
IT- Office 365	\$ 45,000.00	\$ 52,930.00
IT - Hosting	\$ 30,024.00	\$ 20,748.00
IT - Governance	\$ 3,500.00	\$ 5,710.00
IT - SQLSaturday	\$ 5,000.00	\$ 11,000.00
IT - Third Party Tools	\$ 5,500.00	\$ 5,000.00
IT - Salesforce	\$ -	\$ 8,482.50
Staff - IT (General)	\$ 93,350.21	\$ 255,183.41
Staff - IT (24 HOP)	\$ 10,456.62	\$ 7,868.54
Staff - IT (Chapters)	\$ 15,524.31	\$ 15,069.33
Staff - IT (Summit)	\$ 44,194.06	\$ 39,196.17
Staff - IT (VC)	\$ 2,226.67	\$ 3,829.59
Staff - IT (SQLRally)	\$ 5,244.31	\$ 4,617.39
Staff - IT (SQLSaturday)	\$ 16,374.04	\$ 42,164.17
Staff - IT (BAC)	\$ 40,734.39	\$ 17,060.06
Staff - IT (Global Growth)	\$ 3,711.89	\$ 1,782.68
Staff - IT (Volunteers)	\$ 2,974.38	\$ 6,073.35
Staff - IT (Launch Events)	\$ 1,873.11	\$ 1,919.71
Staff - IT (Portfolio Projects)	\$ 107,739.99	\$ 104,246.98
IT - Consultants	\$ 13,000.00	\$ 13,000.00
Teleconference	\$ 800.00	\$ 1,000.00
Training/Educational/Networking	\$ 5,000.00	\$ 2,000.00
TOTAL EXPENSE	\$ 551,721.38	\$ 751,688.04
NET INCOME	-\$ 483,721.38	-\$ 677,688.04

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Board Support - 112	Budget 2015	Budget 2016
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Audio/Visual	\$ 8,000.00	\$ 7,500.00
Awards/Prizes - Misc.	\$ 2,000.00	\$ 2,000.00
Governance	\$ 1,000.00	\$ 1,000.00
President Discretionary	\$ 2,000.00	\$ 2,000.00
Staff - General	\$ 60,930.23	\$ 78,751.74
Telephone - PASS	\$ 400.00	\$ 2,800.00
Teleconference	\$ 1,702.13	\$ 1,100.00
Travel Summit - Leadership (Air/Land)	\$ 6,000.00	\$ 5,000.00
Travel Summit - Leadership Global (Air/Land)	\$ 3,800.00	\$ 4,400.00
Travel Summit - Leadership (Hotel)	\$ 14,850.56	\$ 14,850.56
Travel Summit - Leadership (Meals)	\$ 3,200.00	\$ 1,500.00
Travel Board Meetings -(Air/Land)	\$ 10,800.00	\$ 19,800.00
Travel Board Meetings - Global (Air/Land)	\$ 3,800.00	\$ 8,800.00
Travel Board Meeting - (Hotels)	\$ 13,458.32	\$ 31,178.32
Travel Board Meetings - (Meals)	\$ 10,774.00	\$ 19,703.76
Travel BAC -Leadership (Air/Land)	\$ 10,800.00	\$ 5,000.00
Travel BAC -Leadership Global (Air/Land)	\$ 3,800.00	\$ 4,400.00
Travel BAC - Leadership (Hotel)	\$ 24,258.06	\$ 11,833.20
Travel BAC - Leadership (Meals)	\$ 8,015.18	\$ 1,500.00
Travel Misc. - Leadership (Air/Land)	\$ 4,800.00	\$ 3,600.00
Travel Misc. - Leadership (Hotel)	\$ 4,264.28	\$ 4,488.92
Travel Misc. - Leadership (Meals)	\$ 15,000.00	\$ 6,000.00
Travel - Misc. (Air/Land/Hotel)	\$ 4,800.00	\$ 6,000.00
Travel - Misc. (Meals)	\$ 1,500.00	\$ 1,500.00
TOTAL EXPENSE	\$ 219,952.77	\$ 244,706.50
NET INCOME	-\$ 219,952.77	-\$ 244,706.50

**Professional Association for SQL Server
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Member Services - 114	Budget 2015	Budget 2016
REVENUE		
Job Target	\$ 3,600.00	\$ 6,000.00
TOTAL REVENUE	\$ 3,600.00	\$ 6,000.00
EXPENSE		
	\$ -	\$ -
TOTAL EXPENSE	\$ -	\$ -
NET INCOME	\$ 3,600.00	\$ 6,000.00

Professional Association for SQL Server FY2016 Budget		
General Marketing - 115	Budget 2015	Budget 2016
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Design/Graphic - BA Conference	\$ 20,000.00	\$ 20,000.00
Design/Graphic - Sales	\$ -	\$ 10,000.00
Design/Graphic - SQLRally Global	\$ 1,000.00	\$ -
Design/Graphic - SQLSaturday NA	\$ 8,000.00	\$ 1,500.00
Design/Graphic - Summit	\$ 22,000.00	\$ 21,000.00
Design/Graphic - Virtual Events	\$ 2,500.00	\$ 1,000.00
Design/Graphic - General	\$ 3,000.00	\$ 25,000.00
Design/Graphic - Chapters	\$ 1,500.00	\$ 500.00
Design/Graphic - Virtual Chapters	\$ 2,500.00	\$ 1,000.00
Design/Graphic - BA Marathon	\$ 1,500.00	\$ 1,250.00
Marketing - Advertising - 24 HOP	\$ 5,000.00	\$ 2,500.00
Marketing - Advertising - BAC	\$ 33,000.00	\$ 40,000.00
Marketing - Advertising - BA Marathon	\$ -	\$ 2,500.00
Marketing - Advertising - Summit	\$ 10,000.00	\$ 10,000.00
Marketing - Advertising - General	\$ 2,500.00	\$ 6,000.00
Marketing - BA Conference	\$ 50,000.00	\$ 30,000.00
Marketing - BA Regional/Virtual Events	\$ 10,000.00	\$ 17,500.00
Marketing - Community (VCs, Chapters)	\$ 5,000.00	\$ 1,000.00
Marketing - General	\$ 30,000.00	\$ 30,000.00
Marketing - Sales	\$ 2,000.00	\$ 2,000.00
Marketing - SQLRally Global	\$ 750.00	\$ -
Marketing - SQLSaturday	\$ 9,000.00	\$ 1,000.00
Marketing - Summit	\$ 40,000.00	\$ 20,000.00
Marketing - Virtual Events	\$ 2,000.00	\$ 1,500.00
Marketing - Special Projects	\$ -	\$ 3,500.00
Multi Media - Summit	\$ 14,000.00	\$ 15,000.00
Multi Media - Governance	\$ -	\$ 1,500.00
Multi-Media - BAC	\$ 6,000.00	\$ 3,000.00
Postage/Shipping	\$ 1,500.00	\$ -
Printing	\$ 2,000.00	\$ -
Promotional Incentives - BAC	\$ 9,038.70	\$ 10,000.00
Promotional Incentives - Chapter/VC	\$ 2,000.00	\$ 2,000.00
Promotional Incentives - General	\$ 3,000.00	\$ 3,000.00
Promotional Incentives - SQLRally Global	\$ 1,500.00	\$ -
Promotional Incentives - SQLSaturday NA	\$ 5,000.00	\$ 7,500.00
Promotional Incentives - Summit	\$ 9,955.30	\$ 15,000.00
Staff - Marketing (General)	\$ 89,553.26	\$ 101,667.88
Staff - Marketing (Administration)	\$ -	\$ 24,668.95
Staff - Marketing (BAC)	\$ 71,935.52	\$ 56,508.53
Staff - Marketing (BA Community)	\$ -	\$ 17,481.68
Staff - Marketing (Summit)	\$ 68,131.59	\$ 60,342.53
Staff - Marketing (Global)	\$ 43,461.34	\$ 37,945.78
Staff - Marketing (Virtual Chapters)	\$ 22,296.01	\$ 4,090.11
Staff - Marketing (Sales)	\$ -	\$ 22,973.56
Teleconference	\$ 1,500.00	\$ 1,500.00
Travel - Misc. (Air/Land/Hotel)	\$ -	\$ 3,000.00
Travel - Misc. (Meals)	\$ 5,000.00	\$ 800.00
TOTAL EXPENSE	\$ 617,121.72	\$ 636,729.02
NET INCOME	-\$ 617,121.72	-\$ 636,729.02

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Chapters - 120	Budget 2015	Budget 2016
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Awards/Prizes/Gifts	\$ 2,000.00	\$ 2,250.00
Chapter leader Meeting - Summit	\$ 2,500.00	\$ 1,597.69
Community Evangelist - Contractor	\$ 19,982.81	\$ 9,370.54
Incentives - Summit & BAC Registrations	\$ 20,000.00	\$ 15,000.00
Regional Mentor Meeting - Summit	\$ 1,000.00	\$ 1,097.34
Staff - General	\$ 38,169.02	\$ 45,468.18
Teleconference	\$ 500.00	\$ 200.00
Travel - CE International A/L/H/M	\$ 4,200.00	\$ 2,100.00
Travel - CE Domestic A/L/H/M	\$ 4,200.00	\$ 2,000.00
TOTAL EXPENSE	\$ 92,551.83	\$ 79,083.76
NET INCOME	-\$ 92,551.83	-\$ 79,083.76

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Volunteer Programs & Engagement - 130	Budget 2015	Budget 2016
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Awards/Prizes - Misc.	\$ 500.00	\$ 350.00
Volunteer Incentives	\$ 5,313.22	\$ 4,393.11
Postage/Shipping	\$ 150.00	\$ -
Staff - General	\$ 5,693.71	\$ -
Teleconference	\$ 100.00	\$ -
Volunteer Evening Event	\$ 10,000.00	\$ 8,500.00
Volunteer Meeting Summit	\$ 2,000.00	\$ 1,000.00
Volunteer Appreciation Certificates	\$ 400.00	\$ -
TOTAL EXPENSE	\$ 24,156.93	\$ 14,243.11
NET INCOME	-\$ 24,156.93	-\$ 14,243.11

**Professional Association for SQL Server
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Special Projects - 140	Budget 2015	Budget 2016
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Staff - General	\$ 56,683.27	\$ 161,033.04
Staff - General (Contingency)	\$ 419,422.30	\$ 540,839.35
Staff - Launch Events	\$ 4,804.88	\$ -
Teleconference	\$ 400.00	\$ -
TOTAL EXPENSE	\$ 481,310.44	\$ 701,872.39
NET INCOME	-\$ 481,310.44	-\$ 701,872.39

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SQLSaturday - 150	Budget 2015	Budget 2016
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Community Evangelist - Contractor	\$ 40,365.28	\$ 68,149.41
Regional Mentor T&E	\$ 5,000.00	\$ 3,500.00
SQLSaturday Sponsorship	\$ 31,500.00	\$ 28,000.00
SQLSaturday Sponsorship - International	\$ 13,500.00	\$ 27,000.00
SQLSaturday Round Table - Summit	\$ 750.00	\$ 1,556.43
Staff - General	\$ 23,509.10	\$ 29,478.35
Staff - SQLSaturday North America	\$ -	\$ 769.42
Staff - SQLSaturday Global	\$ -	\$ 1,693.85
Teleconference	\$ 200.00	\$ 600.00
Travel - CE (1) Domestic A/L/H/M	\$ 12,440.00	\$ 12,600.00
Travel - CE (1) International A/L/H/M	\$ 31,360.00	\$ 36,000.00
TOTAL EXPENSE	\$ 158,624.39	\$ 209,347.46
NET INCOME	-\$ 158,624.39	-\$ 209,347.46

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Virtual Events - 160	Budget 2015	Budget 2016
REVENUE		
MS Sponsorship	\$ 18,000.00	\$ 18,000.00
24 Hours of PASS - Sponsorship	\$ 14,500.00	\$ 19,000.00
25 Hours of PASS - Sponsorship (Global Alliance)	\$ 13,500.00	\$ 14,662.50
TOTAL REVENUE	\$ 46,000.00	\$ 51,662.50
EXPENSE		
Sales - Commission	\$ 5,883.00	\$ 2,850.00
Staff - Virtual Events	\$ 16,874.32	\$ 18,767.16
Staff - Virtual Events (Global)	\$ 1,765.07	\$ 1,928.30
TOTAL EXPENSE	\$ 24,522.39	\$ 23,545.45
NET INCOME	\$ 21,477.61	\$ 28,117.05

**Professional Association for SQL Server
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Global Growth - 170	Budget 2015	Budget 2016
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Community Evangelist - Contractor	\$ 1,198.97	\$ 3,407.47
Regional Board Advisor - Latam	\$ 3,000.00	\$ 6,000.00
Legal Consultant	\$ 5,000.00	\$ 15,000.00
Staff - General	\$ 5,199.90	\$ 19,987.06
Travel - Misc. (Air/Land/Hotel)	\$ -	\$ 6,000.00
Travel - Misc. (Meals)	\$ -	\$ 1,200.00
Teleconference	\$ 700.00	\$ 1,000.00
TOTAL EXPENSE	\$ 15,098.87	\$ 52,594.53
NET INCOME	-\$ 15,098.87	-\$ 52,594.53

**Professional Association for SQL Server
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Sales - 200	Budget 2015	Budget 2016
REVENUE		
Advertising - Web General	\$ 54,650.00	\$ 88,000.00
Advertising - Web GAP	\$ 38,980.00	\$ 18,000.00
Advertising - Web Microsoft	\$ -	\$ 9,000.00
Advertising - Sponsored Mailing General	\$ -	\$ 35,000.00
Advertising - Sponsored Mailing GAP	\$ -	\$ 31,000.00
Advertising - Sponsored Mailing Microsoft	\$ -	\$ 9,000.00
Advertising - Newsletter Sponsorship General	\$ -	\$ 11,700.00
Advertising - Newsletter Sponsorship GAP	\$ -	\$ 11,700.00
Advertising - Remarketing - General	\$ -	\$ 15,000.00
Advertising - Remarketing - GAP	\$ -	\$ 50,000.00
Membership Dues - Global Alliance Partners	\$ 60,000.00	\$ 75,000.00
TOTAL REVENUE	\$ 153,630.00	\$ 353,400.00
EXPENSE		
Promotional Incentives - Sales	\$ 4,322.28	\$ 4,771.31
Sales Consultant - Commission	\$ 16,231.50	\$ 21,330.00
Sales Incentive/Bonus	\$ -	\$ 8,000.00
Sales Tools	\$ -	\$ 5,820.00
Sponsor awards/F&B for meetings	\$ 500.00	\$ 3,000.00
Staff - General	\$ -	\$ 78,102.65
Staff - Global Alliance	\$ -	\$ 75,669.57
Sales Contractor -Virtual Events	\$ -	\$ 4,236.00
Sales Contractor - Virtual Chapters	\$ -	\$ 4,854.00
Sales Contractor - Summit	\$ -	\$ 51,810.00
Sales Contractor - BAC	\$ -	\$ 89,220.00
Sales Contractor - General	\$ -	\$ 16,062.00
Sales Contractor - Global Alliance	\$ -	\$ 618.00
Teleconference	\$ -	\$ 1,000.00
Training/Educational/Networking	\$ 1,500.00	\$ 9,000.00
Travel - Misc. (Air/Land/Hotel)	\$ 7,048.00	\$ 5,100.00
Travel - Misc. (Meals)	\$ 1,800.00	\$ 900.00
TOTAL EXPENSE	\$ 31,401.78	\$ 379,493.52
NET INCOME	\$ 122,228.22	-\$ 26,093.52

**Professional Association for SQL Server
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BA Community - 205	Budget 2015	Budget 2016
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Staff - General	\$ -	\$ 8,884.31
Travel - Misc. (Air/Land/Hotel)	\$ -	\$ 3,000.00
Travel - Misc. (Meals)	\$ -	\$ 800.00
Teleconference	\$ -	\$ 200.00
TOTAL EXPENSE	\$ -	\$ 12,884.31
NET INCOME	\$ -	-\$ 12,884.31

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Community Summit - 210	Budget 2015	Budget 2016
REVENUE		
Commission - Summit Book Store	\$ 500.00	\$ 600.00
Hotel Commission	\$ 122,050.00	\$ 109,008.60
Hotel Rebate	\$ 31,725.00	\$ 80,864.20
Appreciation Event - MS Sponsor	\$ 75,000.00	\$ 75,000.00
Registration - MS	\$ 149,375.00	\$ 129,500.00
Registration - Summit	\$ 4,611,332.82	\$ 5,453,990.81
TOTAL REVENUE	\$ 4,989,982.82	\$ 5,848,783.61
EXPENSE		
ADA Requirements	\$ -	\$ 5,000.00
Audio/Visual	\$ 109,169.07	\$ 125,500.00
Audio/Visual loyatly discount	-\$ 5,000.00	\$ -
Audio/Visual - WIT	\$ 1,000.00	\$ 1,100.00
Bag Stuffing Labour & Supplies	\$ -	\$ 4,479.11
Computer Rental - PASS Machines & Install	\$ 14,405.89	\$ 16,500.00
Community Evangelist - Contractor	\$ 3,996.56	\$ 4,259.34
Credit Card Processing	\$ 161,396.65	\$ 190,889.68
Community Zone & Info Desk	\$ 3,615.01	\$ 6,258.07
Conv.Center Space Rental Cr F&B	-\$ 77,438.91	-\$ 95,518.15
Conv. Centre Internet Access	\$ 57,020.40	\$ 31,600.00
Internet loyalty discount	-\$ 20,000.00	\$ -
Decorator - Show	\$ 38,387.13	\$ 46,112.92
Delegate Gift	\$ 127,272.46	\$ 47,710.50
Electrical Charges	\$ 5,935.00	\$ 11,000.00
Facility Rental	\$ 183,461.38	\$ 193,867.03
Facility Rental: Discounted Rent	-\$ 69,595.00	-\$ 77,875.00
CVB Cash Concession	-\$ 5,000.00	-\$ 5,000.00
F&B (Board)	\$ 3,000.00	\$ 4,762.76
F&B (Registration Staff)	\$ 3,530.80	\$ 3,048.01
F&B (PASS HQ)	\$ 16,995.39	\$ 18,303.44
F&B (Paid Delegates)	\$ 1,025,443.24	\$ 1,140,684.22
F&B Drink Tickets	\$ 24,088.42	\$ 25,191.92
F&B (Comps Credit)	-\$ 137,773.82	-\$ 102,427.05
F&B (Water Bubblers)	\$ 4,500.00	\$ 7,695.02
F&B (Bartender/Labour)	\$ 5,475.00	\$ 4,817.16
First Timers Event	\$ 6,000.00	\$ 2,924.15
Insurance	\$ 15,500.00	\$ 17,800.00
Keynote Production	\$ 151,590.25	\$ 202,529.52
Office Supplies	\$ 1,000.00	\$ 650.00

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Community Summit - 210 - Continued	Budget 2015	Budget 2016
EXPENSE - Continued		
Onsite Labour	\$ -	\$ 7,000.00
Pass TV	\$ 34,324.84	\$ 36,330.62
Postage/Shipping	\$ 500.00	\$ 2,500.00
Power Lounges	\$ 5,030.00	\$ 6,994.76
Printing - General	\$ 500.00	\$ 500.00
Printing - Chapters Lunch	\$ 3,300.00	\$ -
Printing - BOF Lunch	\$ 750.00	\$ 250.00
Printing - Program Guide/pullout	\$ 5,000.00	\$ 8,047.26
Production - PRP	\$ 62,500.00	\$ 65,000.00
Regonline Fees	\$ 7,796.25	\$ 8,176.50
Registration Staff - Onsite	\$ 53,000.00	\$ 51,385.00
Registration Staff - Badges	\$ 13,860.00	\$ 14,819.00
Registration Fees	\$ 38,115.00	\$ 45,425.00
Registration Staff - Set up fee	\$ 1,750.00	\$ 1,750.00
Registration Fees - Housing	\$ 16,560.00	\$ 23,100.00
Registration Staff-Travel-Air&Hotel	\$ 13,500.00	\$ 5,234.53
Registration Staff - Travel - Meals	\$ 2,500.00	\$ 2,500.00
Security	\$ 11,800.00	\$ 4,750.00
Staff Shirt - Events	\$ 8,657.00	\$ 10,255.00
Staff - General	\$ 157,238.73	\$ 99,548.06
Appreciation Event - FIXED COST	\$ 75,146.38	\$ 76,118.00
Appreciation Event - VARIABLE COST	\$ 132,900.00	\$ 139,797.62
Teleconference	\$ 300.00	\$ 250.00
Telephone - PASS	\$ 2,000.00	\$ 1,500.00
Travel - Misc. (Air/Land/Hotel)	\$ 68,937.18	\$ 63,165.32
Travel - Misc. (Meals)	\$ 7,000.00	\$ 8,000.00
Vests (Staff)	\$ 700.00	\$ 1,500.00
TOTAL EXPENSE	\$ 2,371,640.29	\$ 2,515,759.32
NET INCOME	\$ 2,618,342.53	\$ 3,333,024.29

**Professional Association for SQL Server
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Community Summit Expo - 220	Budget 2015	Budget 2016
REVENUE		
MS Sponsorship Agreement	\$ 125,000.00	\$ 155,000.00
Sponsorship - Advertising	\$ 2,500.00	\$ -
Sponsorship - Exhibit/Vendor	\$ 214,500.00	\$ 294,800.00
Sponsorship - AMO	\$ 50,000.00	\$ 124,400.00
Sponsorship Package Revenue	\$ 178,000.00	\$ 182,000.00
Sponsorship - Global Alliance	\$ 147,000.00	\$ 232,700.00
Sponsorship - AMO Global Alliance	\$ 13,725.00	\$ 26,000.00
Sponsorship - Advertising Global Alliance	\$ 5,000.00	\$ -
TOTAL REVENUE	\$ 735,725.00	\$ 1,014,900.00
EXPENSE		
AMO Expenses	\$ 19,627.44	\$ 64,814.31
AMO Expenses - Global Alliance	\$ 13,725.00	\$ 10,801.00
Audio Visual	\$ 1,000.00	\$ 2,000.00
Decorator - Show	\$ 35,000.00	\$ 21,951.19
Electrical Charges	\$ 1,500.00	\$ 1,500.00
Sales - Commission	\$ 113,520.00	\$ 112,518.00
Sales - Hotel Rooms	\$ 2,784.52	\$ 1,445.88
Sales - Travel	\$ 1,200.00	\$ 1,100.00
Sales - Meals	\$ 500.00	\$ 250.00
F&B (Expo Reception)	\$ 106,028.80	\$ 122,563.57
F&B - Drink Tickets	\$ 24,165.63	\$ 26,543.08
F&B (Exhibitors Only)	\$ 8,011.56	\$ -
F&B (Bartender/Labour)	\$ 5,475.00	\$ 3,878.11
Lead Retrieval	\$ 1,262.75	\$ 536.39
MS Sponsorship Expenses	\$ 117,290.24	\$ 146,585.77
Registration Staff - Set up fee	\$ 1,750.00	\$ 1,750.00
Regonline Fees	\$ 310.00	\$ 135.00
Security	\$ 4,369.60	\$ 3,000.00
Sponsor/Exhibitor Expense	\$ 123,075.61	\$ 146,930.99
Sponsor/Exhibitor Expense - Global Alliance	\$ 72,056.16	\$ 130,999.72
Staff - General	\$ 40,801.50	\$ 44,749.42
Telephone - PASS	\$ 900.00	\$ 900.00
TOTAL EXPENSE	\$ 694,353.80	\$ 844,952.43
NET INCOME	\$ 41,371.20	\$ 169,947.57

**Professional Association for SQL Server
FY2016 Budget**

Virtual Chapters - 240	Budget 2015	Budget 2016
REVENUE		
Virtual Chapters Sponsorship	\$ 6,500.00	\$ 12,000.00
Virtual Chapters Sponsorship - Global Alliance	\$ 11,000.00	\$ 14,900.00
WIT Luncheon Sponsorship	\$ 4,625.00	\$ -
TOTAL REVENUE	\$ 22,125.00	\$ 26,900.00
EXPENSE		
Awards/Prizes/Gifts	\$ 1,000.00	\$ 1,000.00
Community Evangelist - Contractor	\$ 7,993.13	\$ -
Sponsorship/Advertising Sales Comm	\$ 3,708.00	\$ -
Shirts (Summit)	\$ 750.00	\$ 900.00
Sponsorship - VC Share	\$ 6,475.00	\$ 6,435.50
Staff - General	\$ 8,302.99	\$ 11,548.82
Staff - VC (Sponsorship Maintenance)	\$ 4,325.40	\$ 2,732.85
Teleconference	\$ 50.00	\$ 50.00
VC Meeting - Summit	\$ 800.00	\$ 1,204.29
VC Sponsorship - Management	\$ 975.00	\$ 1,800.00
WIT Lunch	\$ 5,500.00	\$ 5,500.00
TOTAL EXPENSE	\$ 39,879.51	\$ 31,171.45
NET INCOME	-\$ 17,754.51	-\$ 4,271.45

Professional Association for SQL Server

FY2016 Budget

Summit Programs - 250	Budget 2015	Budget 2016
REVENUE		
Conference Proceedings (Summit)	\$ 182,872.30	\$ 198,947.66
Conference Proceedings (Post Summit)	\$ 36,300.00	\$ 51,362.30
Registration (PreCon 2015)	\$ 933,667.91	\$ 1,024,531.20
TOTAL REVENUE	\$ 1,152,840.21	\$ 1,274,841.16
EXPENSES		
EXPENSE - Summit Program		
Speaker Ready Room	\$ 6,483.97	\$ 4,800.00
Awards/Prizes/Gifts	\$ 3,000.00	\$ 6,000.00
Conference Proceeding (Record Fee)	\$ 82,000.00	\$ 95,000.00
CSS (Travel/Exp)	\$ 10,000.00	\$ 10,000.00
Decorator Show	\$ 1,200.00	\$ 4,906.54
Keynote Speaker	\$ -	\$ 678.79
Printing	\$ 1,500.00	\$ -
Program Committee Volunteer Gifts/Awards	\$ -	\$ 5,000.00
Shirts (Speakers)	\$ 5,459.00	\$ 6,750.00
Signage Production & Printing	\$ -	\$ 5,186.72
Speaker Gifts (Summit)	\$ 14,000.00	\$ 10,823.83
Speaker Experience	\$ 2,500.00	\$ 500.00
Speaker Requests	\$ 2,000.00	\$ 500.00
Speaker Expense - Community	\$ 55,378.45	\$ 74,756.76
Survey Prizes	\$ -	\$ 1,169.14
Teleconference	\$ 70.00	\$ -
USB Fulfillment Fee	\$ 47,777.23	\$ 51,143.18
TOTAL EXPENSE - Program	\$ 231,368.65	\$ 277,214.96
EXPENSE - PreCon Program		
Audio/Visual (PreCon)	\$ 60,020.19	\$ 72,000.00
Computer Rental-PASS Mach. & Install	\$ 3,944.70	\$ 7,000.00
Convention Center Internet Access	\$ 25,435.60	\$ 16,000.00
Decorator	\$ 900.00	\$ 1,065.42
Electrical Charges	\$ 21,020.00	\$ 40,000.00
F&B (PreCon)	\$ 193,873.08	\$ 231,463.35
Printing (PreCon)	\$ 21,000.00	\$ 17,697.60
Security	\$ 5,400.00	\$ 4,750.00
Labs	\$ -	\$ 20,232.00
Speaker Fees/Expense (PreCon)	\$ 138,776.11	\$ 153,693.87
Travel - Speaker (PreCon)	\$ 9,000.00	\$ 8,000.00
TOTAL EXPENSE - PreCon Program	\$ 479,369.69	\$ 571,902.24
Staff - General (Program)	\$ 55,449.79	\$ 53,146.11
Staff - General (PreCon Program)	\$ 2,577.15	\$ 11,911.12
TOTAL EXPENSES	\$ 768,765.28	\$ 914,174.43
NET INCOME	\$ 384,074.93	\$ 360,666.73

Professional Association for SQL Server FY2016 Budget		
BAC - 340	Budget 2015	Budget 2016
REVENUE		
Hotel Commission	\$ 44,519.80	\$ 28,702.50
Hotel Rebate	\$ 18,420.00	\$ 12,330.00
Registration (BA Conference)	\$ 1,036,800.00	\$ 687,576.15
Registration (MS Prepaid)	\$ 35,850.00	\$ -
TOTAL REVENUE	\$ 1,135,589.80	\$ 728,608.65
EXPENSE		
Audio Visual	\$ 34,000.00	\$ 16,000.00
Computer Rental-PASS Mach & Install	\$ 14,364.13	\$ 7,800.00
Community Evangelist - Contractor	\$ 3,996.56	\$ -
Community Zone	\$ 6,182.00	\$ 7,998.85
Conv. Centre Internet Access	\$ 37,727.50	\$ 25,000.00
Credit Card Processing	\$ 36,288.00	\$ 24,065.17
Decorator - Show	\$ 66,000.00	\$ 3,788.74
Delegate Gift	\$ 13,410.00	\$ 2,284.00
Electrical Charges	\$ 15,893.00	\$ 9,340.00
Expo Hall Expenses	\$ -	\$ 1,500.00
F&B (Delegates)	\$ 207,033.56	\$ 100,846.72
F&B (additional rooms)	\$ 15,000.00	\$ 3,856.51
F&B (Comps Credit)	-\$ 12,672.62	\$ -
Facility Rental	\$ 100,080.00	\$ -
Facility Rental: Discounted Rent	-\$ 66,560.00	\$ -
Insurance	\$ 4,000.00	\$ 4,000.00
Keynote Production	\$ 116,836.39	\$ 69,930.59
Office Supplies	\$ 350.00	\$ 350.00
Onsite Labour	\$ 8,750.00	\$ 9,135.00
Power Lounge	\$ 5,887.00	\$ -
Postage/Shipping	\$ 2,000.00	\$ 2,500.00
Printing	\$ 2,500.00	\$ 500.00
Printing/Production - Program Guide	\$ 2,000.00	\$ 1,214.50
Production	\$ 35,000.00	\$ 35,000.00
Registration Fees	\$ 11,407.00	\$ 6,750.00
Registration - Set up Fee	\$ 1,750.00	\$ 1,750.00
Registration Staff - Onsite	\$ 20,565.00	\$ 29,965.00
Registration Staff - Housing Contract	\$ 6,600.00	\$ 7,840.00
Registration Staff-Travel-Air & Reimbursables	\$ 3,000.00	\$ 1,500.00
Registration Staff - Travel - Meals	\$ 800.00	\$ 500.00
Registration Staff - Badges	\$ 4,148.00	\$ 3,834.00
Regonline Fees	\$ 2,333.25	\$ 1,305.00
Security	\$ 6,600.00	\$ 6,000.00
Shirts - BA Conference	\$ 4,096.00	\$ 3,150.00
Signage Production & Printing	\$ 25,012.50	\$ 18,495.88
Staff - General	\$ 100,504.22	\$ 53,110.04
Teleconference	\$ 200.00	\$ 200.00
Telephone- PASS	\$ 1,500.00	\$ 1,500.00
Travel - Staff (Air/Land)	\$ 10,000.00	\$ 14,800.00
Travel - Staff (Hotel)	\$ 16,000.00	\$ 45,000.00
Travel - Staff (Meals)	\$ 8,000.00	\$ 8,000.00
Vests - Staff	\$ -	\$ 300.00
TOTAL EXPENSE	\$ 870,581.51	\$ 529,109.99
NET INCOME	\$ 265,008.29	\$ 199,498.66

**Professional Association for SQL Server
FY2016 Budget**

BAC Expo - 341	Budget 2015	Budget 2016
REVENUE		
Sponsorship Revenue	\$ 375,500.00	\$ 369,775.00
TOTAL REVENUE	\$ 375,500.00	\$ 369,775.00
EXPENSE		
Audio Visual	\$ 1,200.00	\$ 1,500.00
Decorator - Expo Hall	\$ 19,575.00	\$ 13,990.29
Electrical Charges	\$ 1,692.00	\$ -
F&B (Expo Reception)	\$ 46,816.00	\$ 18,958.40
F&B (Exhibitors Only)	\$ 6,000.00	\$ 2,270.48
Keynote Speaker	\$ -	\$ 30,500.00
Regonline Fees	\$ 90.00	\$ 45.00
Registration - Set up Fees	\$ 1,750.00	\$ 1,750.00
Sales Consultant - Hotel Rooms	\$ 1,500.00	\$ -
Sales Consultant - Travel	\$ 1,000.00	\$ -
Sales Contractor -Meals	\$ 600.00	\$ -
Security	\$ 3,369.60	\$ 3,500.00
Sponsorship Expense	\$ 234,817.27	\$ 174,811.62
Staff - General	\$ 15,839.24	\$ 30,277.39
TOTAL EXPENSE	\$ 334,249.11	\$ 277,603.18
NET INCOME	\$ 41,250.89	\$ 92,171.82

**Professional Association for SQL Server
FY2016 Budget**

BAC Programs - 342	Budget 2015	Budget 2016
REVENUE		
Conference Proceedings (BAC)	\$ 38,576.40	\$ 26,254.02
Registration (PreCon)	\$ 197,444.80	\$ 107,361.80
TOTAL REVENUE	\$ 236,021.20	\$ 133,615.82
EXPENSE		
EXPENSE - Program		
Speaker Ready Room	\$ 3,360.00	\$ 2,845.52
Awards/Prizes/Gifts	\$ 1,600.00	\$ 1,600.00
Conference Recording (USB)	\$ 34,825.00	\$ 30,000.00
Credit Card Processing	\$ 964.41	\$ 4,676.55
Decorator Show	\$ 1,200.00	\$ 1,653.00
Proctors - Lab Sessions	\$ -	\$ 3,677.92
Session Labs - Program	\$ -	\$ 17,600.00
Speaker Shirts	\$ 3,807.00	\$ -
Speaker Gifts	\$ 6,225.00	\$ -
Speaker Expense	\$ 19,816.72	\$ 10,335.36
Travel - Speaker	\$ 11,660.00	\$ 40,000.00
USB Fulfillment Fee	\$ 4,977.60	\$ 4,039.08
TOTAL EXPENSE - Program	\$ 88,435.73	\$ 116,427.43
EXPENSE - PreCon		
Audio/Visual (PreCon)	\$ 24,781.00	\$ 12,500.00
Computer Rental-PASS Mach. & Install	\$ 3,849.75	\$ 700.00
Decorator	\$ 600.00	\$ 826.50
Electrical Charges	\$ 14,696.00	\$ 2,000.00
F&B (PreCon)	\$ 42,178.03	\$ 16,759.27
Printing PreCon	\$ 5,500.00	\$ 2,887.04
Security	\$ 1,500.00	\$ 3,500.00
Session Labs - PreCon	\$ -	\$ 19,400.00
Speaker Fees (PreCon)	\$ 36,094.84	\$ 19,399.84
Travel - PreCon Speaker	\$ 3,000.00	\$ 2,000.00
TOTAL EXPENSE - PreCon	\$ 132,199.62	\$ 79,972.65
Staff - General (Program)	\$ 47,453.62	\$ 37,404.51
Staff - General (PreCon Program)	\$ 2,577.15	\$ 14,180.76
TOTAL EXPENSE	\$ 270,666.12	\$ 247,985.35
NET INCOME	-\$ 34,644.92	-\$ 114,369.53