

Professional Association for SQL Server		
FY2017 Budget		
Department Summary	Budget 2016	Budget 2017
REVENUE		
Corporate Administration - 110	\$ 11,000.00	\$ 11,000.00
Information Technology - 111	\$ 74,000.00	\$ 106,480.00
Board Support - 112	\$ -	\$ -
Member Services - 114	\$ 6,000.00	\$ 22,500.00
Marketing - 115	\$ -	\$ -
Chapters - 120	\$ -	\$ -
Volunteer Programs & Engagement - 130	\$ -	\$ -
Special Projects - 140	\$ -	\$ -
SQL Saturday - 150	\$ -	\$ 38,400.00
Virtual Events - 160	\$ 51,662.50	\$ 68,800.00
Global Growth - 170	\$ -	\$ -
Sales - 200	\$ 353,400.00	\$ 505,100.00
BA Community - 205	\$ -	\$ 73,000.00
Virtual Chapters - 240	\$ 26,900.00	\$ 38,000.00
Summit - 210	\$ 5,848,783.61	\$ 6,259,715.17
Summit Expo - 220	\$ 1,014,900.00	\$ 1,076,950.00
Summit Programs- 250	\$ 1,274,841.16	\$ 1,299,965.52
BAC - 340	\$ 728,608.65	\$ -
BAC Expo - 341	\$ 369,775.00	\$ -
BAC Programs - 342	\$ 133,615.82	\$ -
TOTAL REVENUE	\$ 9,893,486.74	\$ 9,499,910.69

Department Summary	Budget 2016	Budget 2017
EXPENSE		
Corporate Administration - 110	\$ 1,680,234.38	\$ 2,050,575.11
Information Technology - 111	\$ 751,688.04	\$ 791,878.64
Board Support - 112	\$ 244,706.50	\$ 241,544.63
Member Services - 114	\$ -	\$ 15,329.09
Marketing - 115	\$ 636,729.02	\$ 567,294.80
Chapters - 120	\$ 79,083.76	\$ 110,730.69
Volunteer Programs & Engagement - 130	\$ 14,243.11	\$ 11,410.07
Special Projects - 140	\$ 701,872.39	\$ 700,510.99
SQL Saturday - 150	\$ 209,347.46	\$ 163,895.90
Virtual Events - 160	\$ 23,545.45	\$ 33,059.53
Global Growth - 170	\$ 52,594.53	\$ 45,502.55
Sales - 200	\$ 379,493.52	\$ 467,676.22
BA Community - 205	\$ 12,884.31	\$ 52,022.72
Virtual Chapters - 240	\$ 25,671.45	\$ 65,741.68
Summit - 210	\$ 2,515,759.32	\$ 2,666,048.02
Summit Expo - 220	\$ 850,452.44	\$ 836,552.15
Summit Programs- 250	\$ 914,174.43	\$ 882,269.87
BAC - 340	\$ 529,109.99	\$ -
BAC Expo - 341	\$ 277,603.18	\$ -
BAC Programs - 342	\$ 247,985.35	\$ -
TOTAL EXPENSE	\$ 10,147,178.63	\$ 9,702,042.63
NET INCOME		
	\$ (253,691.88)	\$ (202,131.94)

Professional Association for SQL Server

Departmental FY2017 Budget

Corporate Administration - 110

Budget 2016

Budget 2017

REVENUE

Gain/Loss on Revaluation of Euro	\$ -	\$ -
Interest - Miscellaneous	\$ 11,000.00	\$ 11,000.00
Misc FY Adjustments	\$ -	\$ -
Unrealized Gain/Loss on Investments	\$ -	\$ -
TOTAL REVENUE	\$ 11,000.00	\$ 11,000.00

EXPENSE

Accounting - General	\$ 3,500.00	\$ 5,000.00
Annual Report	\$ 37.00	\$ 37.00
Audit	\$ 25,000.00	\$ 25,000.00
Authorize.Net Fees	\$ 1,000.00	\$ 1,000.00
Bank Charges	\$ 9,000.00	\$ 9,000.00
Custom Broker Expense	\$ 250.00	\$ -
Insurance	\$ 6,107.00	\$ 6,500.00
Legal	\$ 20,000.00	\$ 15,000.00
Management - Incentive	\$ 170,472.90	\$ 163,683.71
Management & Overhead	\$ 920,043.40	\$ 1,080,627.00
Misc. Expense - Contract Vendor	\$ 2,400.00	\$ 2,400.00
Office Supplies	\$ 500.00	\$ 250.00
Postage/Shipping	\$ 9,500.00	\$ 12,500.00
Printing	\$ 500.00	\$ 500.00
Site Inspection - BAC	\$ 5,500.00	\$ -
Site Inspection - Summit	\$ 3,000.00	\$ 15,030.00
Management - Administration	\$ 182,001.72	\$ 404,617.21
Management - Finance	\$ 108,828.45	\$ 95,500.90
Management - Governance	\$ 46,954.92	\$ 16,367.61
Management - Miscellaneous	\$ 35,590.60	\$ 53,372.39
Management - Reporting	\$ 122,498.40	\$ 129,249.29
Management - Registration	\$ -	\$ -
Teleconference	\$ 50.00	\$ 100.00
Training/Educational/Networking	\$ -	\$ 3,000.00
Travel - Misc. (Air/Land/Hotel)	\$ 6,000.00	\$ 9,680.00
Travel - Misc. (Meals)	\$ 1,500.00	\$ 2,160.00
TOTAL EXPENSE	\$ 1,680,234.38	\$ 2,050,575.11

NET INCOME

\$ (1,669,234.38)

\$ (2,039,575.11)

Professional Association for SQL Server

Departmental FY2017 Budget

Information Technology - 111 **Budget 2016** **Budget 2017**

REVENUE

Sponsorship - MS Technology Platform	\$ 74,000.00	\$ 96,480.00
Sponsorship - MS IOT	\$ -	\$ 10,000.00
TOTAL REVENUE	\$ 74,000.00	\$ 106,480.00

EXPENSE

Computer Software/Equipment	\$ 5,000.00	\$ 7,000.00
IT - VC/VE Platform	\$ 40,734.00	\$ 40,734.00
IT - AtTask	\$ 24,270.00	\$ 28,000.00
IT - Domain Registration	\$ 12,100.00	\$ 3,000.00
IT - DNN Modules	\$ 1,500.00	\$ 1,500.00
IT - Marketing Tool	\$ 29,533.40	\$ 43,000.00
IT - Guidebook	\$ 19,668.75	\$ 23,000.00
IT- Office 365	\$ 52,930.00	\$ 54,480.00
IT - Hosting	\$ 20,748.00	\$ 42,000.00
IT - Governance	\$ 5,710.00	\$ 5,000.00
IT - Community Emails)	\$ 11,000.00	\$ 2,400.00
IT - Third Party Tools	\$ 5,000.00	\$ 3,000.00
IT - Salesforce	\$ 8,482.50	\$ 18,534.40
Management - IT (General)	\$ 255,183.41	\$ 152,825.17
Management - IT (24 HOP)	\$ 7,868.54	\$ -
Management - IT (Chapters)	\$ 15,069.33	\$ -
Management - IT (Summit)	\$ 39,196.17	\$ 19,886.12
Management - IT (VC)	\$ 3,829.59	\$ -
Management - IT (Infastructure)	\$ 4,617.39	\$ 41,625.42
Management - IT (SQLSaturday)	\$ 42,164.17	\$ 30,645.11
Management - IT (BAC)	\$ 17,060.06	\$ -
Management - IT (Help Desk)	\$ 1,782.68	\$ 68,547.43
Management - IT (Volunteers)	\$ 6,073.35	\$ -
Management - IT (Launch Events)	\$ 1,919.71	\$ -
Management - IT (Portfolio Projects)	\$ 104,246.98	\$ 164,576.00
IT - Consultants	\$ 13,000.00	\$ 35,000.00
Teleconference	\$ 1,000.00	\$ 125.00
Training/Educational/Networking	\$ 2,000.00	\$ 7,000.00
TOTAL EXPENSE	\$ 751,688.04	\$ 791,878.64

NET INCOME **\$ (677,688.04)** **\$ (685,398.64)**

Professional Association for SQL Server		
Departmental FY2017 Budget		
Board Support - 112	Budget 2016	Budget 2017
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -

EXPENSE		
Audio/Visual	\$ 7,500.00	\$ 9,013.48
Awards/Prizes - Misc.	\$ 2,000.00	\$ 2,000.00
Insights	\$ -	\$ -
Governance	\$ 1,000.00	\$ 1,000.00
President Discretionary	\$ 2,000.00	\$ 1,000.00
Shirts - Board	\$ -	\$ 1,824.00
Management - General	\$ 78,751.74	\$ 99,830.68
Telephone - PASS	\$ 2,800.00	\$ 2,000.00
Teleconference	\$ 1,100.00	\$ 500.00
Travel Summit - Leadership (Air/Land)	\$ 5,000.00	\$ 7,535.00
Travel Summit - Leadership Global (Air/Land)	\$ 4,400.00	\$ 1,235.00
Travel Summit - Leadership (Hotel)	\$ 14,850.56	\$ 14,357.83
Travel Summit - Leadership (Meals)	\$ 1,500.00	\$ 1,550.00
Travel Board Meetings - (Air/Land)	\$ 19,800.00	\$ 18,500.00
Travel Board Meetings - Global (Air/Land)	\$ 8,800.00	\$ 6,200.00
Travel Board Meeting - (Hotels)	\$ 31,178.32	\$ 33,605.28
Travel Board Meetings - (Meals)	\$ 19,703.76	\$ 23,393.36
Travel BAC -Leadership (Air/Land)	\$ 5,000.00	\$ -
Travel BAC -Leadership Global (Air/Land)	\$ 4,400.00	\$ -
Travel BAC - Leadership (Hotel)	\$ 11,833.20	\$ -
Travel BAC - Leadership (Meals)	\$ 1,500.00	\$ -
Travel Misc. - Leadership (Air/Land)	\$ 3,600.00	\$ 5,440.00
Travel Misc. - Leadership (Hotel)	\$ 4,488.92	\$ 4,800.00
Travel Misc. - Leadership (Meals)	\$ 6,000.00	\$ 2,160.00
Travel - Misc. (Air/Land/Hotel)	\$ 6,000.00	\$ 4,520.00
Travel - Misc. (Meals)	\$ 1,500.00	\$ 1,080.00
TOTAL EXPENSE	\$ 244,706.50	\$ 241,544.63

NET INCOME	\$ (244,706.50)	\$ (241,544.63)
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Professional Association for SQL Server

Departmental FY2017 Budget

Member Services - 114

Budget 2016

Budget 2017

REVENUE

Job Target	\$ 6,000.00	\$ 2,500.00
Job Bank - Revenue	\$ -	\$ 20,000.00
TOTAL REVENUE	\$ 6,000.00	\$ 22,500.00

EXPENSE

Credit Card Fees	\$ -	\$ 700.00
Management - General	\$ -	\$ 2,629.09
Marketing - Special Projects	\$ -	\$ -
Job Bank - Expenses	\$ -	\$ 12,000.00
TOTAL EXPENSE	\$ -	\$ 15,329.09

NET INCOME

\$ 6,000.00	\$ 7,170.91
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Professional Association for SQL Server

Departmental FY2017 Budget

General Marketing - 115

Budget 2016

Budget 2017

REVENUE

	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -

EXPENSE

Design/Graphic - BA Conference	\$ 20,000.00	\$ -
Design/Graphic - BA Day	\$ -	\$ 7,000.00
Design/Graphic - BA Marathon	\$ 1,250.00	\$ 1,000.00
Design/Graphic - Chapters	\$ 500.00	\$ 500.00
Design/Graphic - General	\$ 25,000.00	\$ 30,000.00
Design/Graphic - Board	\$ -	\$ 5,000.00
Design/Graphic - Sales	\$ 10,000.00	\$ 7,500.00
Design/Graphic - SQLSaturday NA	\$ 1,500.00	\$ 5,000.00
Design/Graphic - Summit	\$ 21,000.00	\$ 20,000.00
Design/Graphic - Virtual Chapters	\$ 1,000.00	\$ 2,000.00
Design/Graphic - Virtual Events	\$ 1,000.00	\$ 1,000.00
Marketing - Advertising - 24 HOP	\$ 2,500.00	\$ 1,500.00
Marketing - Advertising - BA Marath	\$ 2,500.00	\$ 1,500.00
Marketing/Advertising - BA Community	\$ -	\$ 20,000.00
Marketing - Advertising - BAC	\$ 40,000.00	\$ -
Marketing - Advertising - General	\$ 6,000.00	\$ 25,000.00
Marketing - Advertising - Summit	\$ 10,000.00	\$ 25,000.00
Marketing - BA Conference	\$ 30,000.00	\$ -
Marketing - BA Regional/Virtual Events	\$ 17,500.00	\$ 5,000.00
Marketing - Community (VCs, Chapters)	\$ 1,000.00	\$ -
Marketing - General	\$ 30,000.00	\$ 16,000.00
Marketing - Sales	\$ 2,000.00	\$ -
Marketing - Special Projects	\$ 3,500.00	\$ 5,000.00
Marketing - SQLRally Global	\$ -	\$ -

Marketing - SQLSaturday	\$ 1,000.00	\$ -
Marketing - Summit	\$ 20,000.00	\$ -
Marketing - Virtual Events	\$ 1,500.00	\$ -
Miscellaneous Contractor -Sales	\$ -	\$ -
Multi Media - Governance	\$ 1,500.00	\$ 5,000.00
Multi Media - Summit	\$ 15,000.00	\$ 17,500.00
Multi-Media - BAC	\$ 3,000.00	\$ -
Promotional Incentives - BAC	\$ 10,000.00	\$ -
Promotional Inctives - BA Day	\$ -	\$ 2,500.00
Promotional Incentives - Chapter/VC	\$ 2,000.00	\$ 2,000.00
Promotional Incentives - General	\$ 3,000.00	\$ -
Promotional Incentives - SQLSaturday NA	\$ 7,500.00	\$ 7,000.00
Promotional Incentives - Summit	\$ 15,000.00	\$ 4,500.00
Management- Marketing (Administration)	\$ 24,668.95	\$ 6,572.72
Management- Marketing (BA Community)	\$ 17,481.68	\$ 61,629.43
Management - Marketing (BAC)	\$ 56,508.53	\$ 3,663.22
Management - Marketing (General)	\$ 101,667.88	\$ 152,561.28
Management - Marketing (Global)	\$ 37,945.78	\$ 17,656.08
Management - Marketing (Sales)	\$ 22,973.56	\$ 5,246.22
Management - Marketing (Summit)	\$ 60,342.53	\$ 90,575.60
Management - Marketing (Virtual Chapters)	\$ 4,090.11	\$ 3,890.25
Teleconference	\$ 1,500.00	\$ 350.00
Training/Education/Networking	\$ -	\$ 5,000.00
Travel - Misc. (Air/Land/Hotel)	\$ 3,000.00	\$ 3,250.00
Travel - Misc. (Meals)	\$ 800.00	\$ 400.00
TOTAL EXPENSE	\$ 636,729.02	\$ 567,294.80

NET INCOME	\$ (636,729.02)	\$ (567,294.80)
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Professional Association for SQL Server

Departmental FY2017 Budget

Chapters - 120

Budget 2016

Budget 2017

REVENUE

	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -

EXPENSE

Awards/Prizes/Gifts	\$ 2,250.00	\$ 500.00
Chapter leader Meeting - Summit	\$ 1,597.69	\$ 1,542.92
Community Evangelist - Contractor	\$ 9,370.54	\$ -
Incentives - Summit & BAC Registrations	\$ 15,000.00	\$ 15,000.00
Management - General	\$ 1,097.34	\$ 311.71
Regional Mentor Meeting - Summit	\$ 45,468.18	\$ 93,376.06
Teleconference	\$ 200.00	\$ -
Travel - CE Domestic A/L/H/M	\$ 2,100.00	\$ -
Travel - CE International A/L/H/M	\$ 2,000.00	\$ -
TOTAL EXPENSE	\$ 79,083.76	\$ 110,730.69

NET INCOME

\$ (79,083.76)

\$ (110,730.69)

Professional Association for SQL Server

Departmental FY2017 Budget

Volunteer Programs & Engagement - 130

Budget 2016

Budget 2017

REVENUE

	\$ -	
TOTAL REVENUE	\$ -	\$ -

EXPENSE

Awards/Prizes - Misc.	\$ 350.00	\$ 350.00
Volunteer Incentives	\$ 4,393.11	\$ 1,458.24
Management - General	\$ -	\$ 1,850.37
Volunteer Evening Event	\$ 8,500.00	\$ 7,751.46
Volunteer Meeting Summit	\$ 1,000.00	\$ -
TOTAL EXPENSE	\$ 14,243.11	\$ 11,410.07

NET INCOME

\$ (14,243.11)	\$ (11,410.07)
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Professional Association for SQL Server

Departmental FY2017 Budget

Special Projects - 140

Budget 2016

Budget 2017

REVENUE

	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -

EXPENSE

Management- Contingency	\$ 161,033.04	\$ -
Management - General	\$ -	\$ 83,697.98
Management - General (Contingency)	\$ 540,839.35	\$ 615,313.01
Management - Launch Events	\$ -	\$ -
Training/Education/Networking	\$ -	\$ 1,500.00
TOTAL EXPENSE	\$ 701,872.39	\$ 700,510.99

NET INCOME

\$ (701,872.39)	\$ (700,510.99)
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**Professional Association for SQL Server
Departmental FY2017 Budget**

SQLSaturday - 150 **Budget 2016** **Budget 2017**

REVENUE

Advertising - Web General	\$ -	\$ 33,000.00
Advertising - Web GAP	\$ -	\$ 5,400.00
TOTAL REVENUE	\$ -	\$ 38,400.00

EXPENSE

Community Evangelist - Contractor	\$ 68,149.41	\$ 77,836.36
Ad Serving Fees	\$ -	\$ 11,520.00
Sales Commission - General	\$ -	\$ 3,300.00
Sales Commission - GAP	\$ -	\$ 135.00
Regional Mentor -TE	\$ 3,500.00	\$ 3,500.00
SQLSaturday Sponsorship	\$ 28,000.00	\$ 19,750.00
SQLSaturday Sponsorship - International	\$ 27,000.00	\$ 17,750.00
SQLSaturday Round Table - Summit	\$ 1,556.43	\$ 1,542.92
Management - General	\$ 29,478.35	\$ 9,555.03
Management - SQLSaturday North America	\$ 769.42	\$ 3,687.66
Management - SQLSaturday Global	\$ 1,693.85	\$ 6,218.93
Teleconference	\$ 600.00	\$ 100.00
Travel - CE (1) Domestic A/L/H/M	\$ 12,600.00	\$ 2,000.00
Travel - CE (1) International A/L/H/M	\$ 36,000.00	\$ 7,000.00
TOTAL EXPENSE	\$ 209,347.46	\$ 163,895.90

NET INCOME **\$ (209,347.46)** **\$ (125,495.90)**

Professional Association for SQL Server

Departmental FY2017 Budget

Virtual Events - 160

Budget 2016

Budget 2017

REVENUE

Sponsorship - MS 24 Hours of PASS	\$ 18,000.00	\$ 18,000.00
Sponsorship - 24 Hours of PASS	\$ 19,000.00	\$ 22,500.00
Sponsorship - 24 Hours of PASS (GAP)	\$ 14,662.50	\$ 17,550.00
Sponsorship - MS BA Marathon	\$ -	\$ 5,000.00
Sponsorship - BA Marathon	\$ -	\$ 3,500.00
Sponsorship - BA Marathon (GAP)	\$ -	\$ 2,250.00
TOTAL REVENUE	\$ 51,662.50	\$ 68,800.00

EXPENSE

Sales Commission - General	\$ 2,850.00	\$ 2,600.00
Sales Commission - GAP	\$ -	\$ 495.00
Management - Contingency	\$ -	\$ -
Management - Virtual Events	\$ 18,767.16	\$ 27,433.67
Management - Virtual Events (Global)	\$ 1,928.30	\$ 2,530.86
TOTAL EXPENSE	\$ 23,545.45	\$ 33,059.53

NET INCOME

\$ 28,117.05

\$ 35,740.47

Professional Association for SQL Server

Departmental FY2017 Budget

Global Growth - 170

Budget 2016

Budget 2017

REVENUE

	\$ -	
TOTAL REVENUE	\$ -	\$ -

EXPENSE

Community Evangelist - Contractor	\$ 3,407.47	\$ 4,324.24
Regional Board Advisor - Latam	\$ 6,000.00	\$ -
Legal Consultant	\$ 15,000.00	\$ 15,000.00
Management - General	\$ 19,987.06	\$ 14,828.31
Teleconference	\$ 1,000.00	\$ 550.00
Travel - Misc. (Air/Land/Hotel)	\$ 6,000.00	\$ 9,000.00
Travel - Misc. (Meals)	\$ 1,200.00	\$ 1,800.00
TOTAL EXPENSE	\$ 52,594.53	\$ 45,502.55

NET INCOME

\$ (52,594.53)	\$ (45,502.55)
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Professional Association for SQL Server

Departmental FY2017 Budget

Sales - 200	Budget 2016	Budget 2017
REVENUE		
Advertising - Web General	\$ 88,000.00	\$ 77,000.00
Advertising - Web GAP	\$ 18,000.00	\$ 18,900.00
Advertising - Web MS	\$ 9,000.00	\$ -
Advertising - Mailing General	\$ 35,000.00	\$ 67,500.00
Advertising - Mailing GAP	\$ 31,000.00	\$ 67,500.00
Advertising - Mailing MS	\$ 9,000.00	\$ 9,000.00
Advertising - Mailing BAI General	\$ -	\$ 24,000.00
Advertising - Mailing BAI GAP	\$ -	\$ 10,800.00
Advertising - Mailing BAI MS	\$ -	\$ -
Advertising - Newsletter General	\$ 11,700.00	\$ 7,000.00
Advertising - Newsletter GAP	\$ 11,700.00	\$ 6,300.00
Advertising - Newsletter MS	\$ -	\$ -
Advertising - Newsletter BAI Gen	\$ -	\$ 1,250.00
Advertising - Newsletter BAI GAP	\$ -	\$ 900.00
Advertising - Newsletter BAI MS	\$ -	\$ -
Advertising - Remarketing - General	\$ 15,000.00	\$ 67,500.00
Advertising - Remarketing - GAP	\$ 50,000.00	\$ 72,450.00
Advertising - Remarketing - MS	\$ -	\$ -
Membership Dues - GAP	\$ 75,000.00	\$ 75,000.00
TOTAL REVENUE	\$ 353,400.00	\$ 505,100.00

EXPENSE		
Ad Serving Fees	\$ -	\$ 28,770.00
Advertising - Remarketing Fees	\$ -	\$ 90,967.50
Incentive - Director of Sales	\$ -	\$ 30,000.00
Promotional Incentives - Sales	\$ 4,771.31	\$ 2,916.48
Sales Commission - General	\$ 21,330.00	\$ 24,425.00
Sales Commission - GAP	\$ 8,000.00	\$ 6,296.25
Sales Tools	\$ 5,820.00	\$ 4,320.00
Sponsor awards/F&B for meetings	\$ 3,000.00	\$ 4,100.00
Sales Contractor - BAC	\$ 89,220.00	\$ -
Sales Contractor - General	\$ 16,062.00	\$ 25,868.28
Sales Contractor - Global Alliance	\$ 618.00	\$ -

Sales Contractor - Summit	\$ 51,810.00	\$ 46,224.36
Sales Contractor - Virtual Chapters	\$ 4,854.00	\$ 3,892.68
Sales Contractor - Virtual Events	\$ 4,236.00	\$ 3,892.68
Management - General	\$ 78,102.65	\$ 141,480.40
Management - Global Alliance	\$ 75,669.57	\$ 45,222.59
Teleconference	\$ 1,000.00	\$ 350.00
Training/Educational/Networking	\$ 9,000.00	\$ 6,000.00
Travel - Misc. (Air/Land/Hotel)	\$ 5,100.00	\$ 2,500.00
Travel - Misc. (Meals)	\$ 900.00	\$ 450.00
TOTAL EXPENSE	\$ 379,493.52	\$ 467,676.22

NET INCOME	\$ (26,093.52)	\$ 37,423.78
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Professional Association for SQL Server

Departmental FY2017 Budget

BA Community

Budget 2016

Budget 2017

REVENUE

BA - Days	\$ -	\$ 70,000.00
Sponsorship - MS BA DAYS	\$ -	\$ 3,000.00
TOTAL REVENUE	\$ -	\$ 73,000.00

EXPENSE

Management - General	\$ 8,884.31	\$ 52,022.72
Travel - Misc. (Air/Land/Hotel)	\$ 3,000.00	\$ -
Travel - Misc. (Meals)	\$ 800.00	\$ -
Teleconference	\$ 200.00	\$ -
TOTAL EXPENSE	\$ 12,884.31	\$ 52,022.72

NET INCOME

\$ (12,884.31)

\$ 20,977.28

Professional Association for SQL Server

Departmental FY2017 Budget

Virtual Chapters - 240	Budget 2016	Budget 2017
REVENUE		
Virtual Chapters Sponsorship	\$ 12,000.00	\$ 28,000.00
Virtual Chapters Sponsorship - Global Alliance	\$ 14,900.00	\$ 10,000.00
TOTAL REVENUE	\$ 26,900.00	\$ 38,000.00

EXPENSE		
Awards/Prizes/Gifts	\$ 1,000.00	\$ 1,000.00
VC Incentive Program	\$ -	\$ 7,610.79
Community Evangelist - Contractor	\$ -	\$ -
Sales Commission - General	\$ -	\$ -
Sales Commission - GAP	\$ -	\$ -
Shirts (Summit)	\$ 900.00	\$ 900.00
Sponsorship - VC Share	\$ 6,435.50	\$ 14,060.00
Management - General	\$ 11,548.82	\$ 34,457.56
Management - VC (Sponsorship Maintenance)	\$ 2,732.85	\$ 4,351.62
Teleconference	\$ 50.00	\$ -
VC Meeting - Summit	\$ 1,204.29	\$ 311.71
VC Sponsorship - Management	\$ 1,800.00	\$ 3,050.00
WIT Lunch	\$ -	\$ -
TOTAL EXPENSE	\$ 25,671.45	\$ 65,741.68

NET INCOME	\$ 1,228.55	\$ (27,741.68)
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Professional Association for SQL Server

Departmental FY2017 Budget

Community Summit - 210

Budget 2016

Budget 2017

REVENUE		
Commission - Summit Book Store	\$ 600.00	\$ 300.00
Hotel Commission	\$ 109,008.60	\$ 103,967.40
Hotel Rebate	\$ 80,684.20	\$ 51,357.70
PASS Store Royalty	\$ -	\$ 6,476.00
Sponsorship - MS Appreciation Event	\$ 75,000.00	\$ 75,000.00
Sponsorship - MS IOT	\$ -	\$ 87,737.15
Registration - MS	\$ 129,500.00	\$ 129,500.00
Registration - Summit	\$ 5,453,990.81	\$ 5,716,051.92
Registration - One Day	\$ -	\$ 83,475.00
Registration - Cancellation Fees	\$ -	\$ -
Sponsorship WIT Lunch	\$ -	\$ 5,850.00
TOTAL REVENUE	\$ 5,848,783.61	\$ 6,259,715.17

EXPENSE		
ADA Requirements	\$ 5,000.00	\$ 13,672.37
Audio/Visual	\$ 125,500.00	\$ 116,067.14
WIT LUNCH	\$ 1,100.00	\$ 3,447.04
Bag Stuffing Labour & Supplies	\$ 4,479.11	\$ 5,093.60
Computer Rental	\$ 16,500.00	\$ 14,261.69
Community Evangelist - Contractor	\$ 4,259.34	\$ 4,324.24
Credit Card Processing	\$ 190,889.68	\$ 200,061.82
Community Zone and Info Desk	\$ 6,258.07	\$ 7,597.70
Conv.Center Space Rental Cr F&B	\$ (95,518.15)	\$ (85,954.32)
Conv. Centre Internet Access	\$ 31,600.00	\$ 27,998.33
Decorator - Show	\$ 46,112.92	\$ 63,435.50
Delegate Gift	\$ 47,710.50	\$ 50,209.50
Electrical Charges	\$ 11,000.00	\$ 13,217.91
Facility Rental	\$ 193,867.03	\$ 185,694.20
Facility Rental: Discounted Rent	\$ (77,875.00)	\$ (68,395.00)
CVB Cash Concession	\$ (5,000.00)	\$ (5,000.00)
F&B (Board)	\$ 4,762.76	\$ 3,192.45
F&B (Registration Staff)	\$ 3,048.01	\$ 2,813.25
F&B (PASS HQ)	\$ 18,303.44	\$ 18,388.22

F&B (Paid Delegates)	\$ 1,140,684.22	\$ 1,206,063.28
F&B (Drink Tickets)	\$ 25,191.92	\$ 20,135.05
F&B (Comps Credit)	\$ (102,427.05)	\$ (83,274.43)
F&B (Water Bubblers)	\$ 7,695.02	\$ 10,303.50
F&B (Bartender/Labour)	\$ 4,817.16	\$ 3,551.04
First Timers Event	\$ 2,924.15	\$ 802.77
Insurance	\$ 17,800.00	\$ 20,650.00
IOT	\$ -	\$ 87,737.15
Production - Keynote	\$ 202,529.52	\$ 207,887.74
Office Supplies	\$ 650.00	\$ 1,500.00
Onsite Labour	\$ 7,000.00	\$ 13,086.00
PASS Store	\$ -	\$ 4,455.45
Pass TV	\$ 36,330.62	\$ 30,508.34
Postage/Shipping	\$ 2,500.00	\$ 2,815.00
Power Lounges	\$ 6,994.76	\$ 2,959.26
Printing - General	\$ 500.00	\$ 1,000.00
Printing - BOF Lunch	\$ 250.00	\$ 1,722.52
Printing - Program Guide	\$ 8,047.26	\$ 10,547.41
Production - PRP	\$ 65,000.00	\$ 66,975.00
Regonline Fees	\$ 8,176.50	\$ 8,635.50
Registration Staff - Onsite	\$ 51,385.00	\$ 53,545.50
Registration Staff - Badges	\$ 14,819.00	\$ 28,785.00
Registration Fees	\$ 45,425.00	\$ 47,975.00
Registration Staff - Set up fee	\$ 1,750.00	\$ 1,750.00
Registration Fees - Housing	\$ 23,100.00	\$ 19,740.00
Registration Staff - Travel (Air/Land/Hotel)	\$ 5,234.53	\$ 3,150.00
Registration Staff - Travel - Meals	\$ 2,500.00	\$ 3,000.00
Security	\$ 4,750.00	\$ 6,150.00
Staff Shirt - Events	\$ 10,255.00	\$ 8,732.00
Management - General	\$ 99,548.06	\$ 173,793.97
Appreciation Event - FIXED COST	\$ 76,118.00	\$ 75,000.00
Appreciation Event - VARIABLE COST	\$ 139,797.62	\$ -
Teleconference	\$ 250.00	\$ 60.00
Telephone - PASS	\$ 1,500.00	\$ 1,000.00
Travel - Misc. (Air/Land/Hotel)	\$ 63,165.32	\$ 45,905.32
Travel - Misc. (Meals)	\$ 8,000.00	\$ 8,775.00
Vests (Staff)	\$ 1,500.00	\$ 500.00
TOTAL EXPENSE	\$ 2,515,759.32	\$ 2,666,048.02

NET INCOME	\$ 3,333,024.29	\$ 3,593,667.16
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Professional Association for SQL Server

Departmental FY2017 Budget

Community Summit Expo - 220

Budget 2016

Budget 2017

REVENUE

Sponsorship - Advertising	\$ -	\$ -
Sponsorship - Advertising Global Alliance	\$ -	\$ -
Sponsorship - AMO (Summit)	\$ 124,400.00	\$ 146,000.00
Sponsorship - AMO GAP (Summit)	\$ 26,000.00	\$ 48,850.00
Sponsorship - Cancellation Fees	\$ -	\$ -
Sponsorship - Exhibitor (Summit)	\$ 294,800.00	\$ 213,700.00
Sponsorship - Exhibitor GAP (Summit)		\$ -
Sponsorship - MS Agreement Summit	\$ 155,000.00	\$ 170,000.00
Sponsorship - Package (Summit)	\$ 182,000.00	\$ 232,000.00
Sponsorship - Package GAP (Summit)	\$ 232,700.00	\$ 266,400.00
WIT Luncheon Sponsorship	\$ -	\$ -
TOTAL REVENUE	\$ 1,014,900.00	\$ 1,076,950.00

EXPENSE

AMO Expenses	\$ 64,814.31	\$ 55,339.86
AMO Expenses - GAP	\$ 10,801.00	\$ 21,771.31
Audio Visual	\$ 2,000.00	\$ 1,551.50
Decorator - Show	\$ 21,951.19	\$ 24,474.29
Electrical Charges	\$ 1,500.00	\$ 2,000.00
Sales - Commission	\$ 112,518.00	\$ 68,447.50
Sales - Hotel Rooms	\$ 1,445.88	\$ -
Sales - Travel	\$ 1,100.00	\$ -
Sales - Meals	\$ 250.00	\$ -
F&B (Bartender/Labour)	\$ 3,878.11	\$ 6,904.80
F&B (Drink Tickets)	\$ 26,543.08	\$ 21,329.54
F&B (Expo Reception)	\$ 122,563.57	\$ 135,556.89
Lead Retrieval	\$ 536.39	\$ 1,578.55
MS Sponsorship Expenses	\$ 146,585.77	\$ 129,214.96
Registration Staff - Set up fee	\$ 1,750.00	\$ 1,750.00
Regonline Fees	\$ 135.00	\$ 135.00
Security	\$ 3,000.00	\$ 4,260.00
Sponsor/Exhibitor Expense	\$ 146,930.99	\$ 142,471.96
Sponsor/Exhibitor Expense - Global Alliance	\$ 130,999.72	\$ 101,096.19
Management - General	\$ 44,749.42	\$ 117,769.78
Telephone - PASS	\$ 900.00	\$ 900.00
WIT Lunch	\$ 5,500.00	\$ -
TOTAL EXPENSE	\$ 850,452.44	\$ 836,552.15

NET INCOME**\$ 164,447.56****\$ 240,397.85**

Professional Association for SQL Server

Departmental FY2017 Budget

Summit Programs - 250

Budget 2016

Budget 2017

REVENUE

Conference Proceedings (Summit)	\$ 198,947.66	\$ 196,292.58
Conference Proceedings (Post Summit)	\$ 51,362.30	\$ 84,955.50
Conference Proceedings (Shipping)		\$ 17,827.44
Registration - PreCon (Summit)	\$ 1,024,531.20	\$ 1,000,890.00
TOTAL REVENUE	\$ 1,274,841.16	\$ 1,299,965.52

EXPENSE

EXPENSE - Summit Program

Speaker Ready Room	\$ 4,800.00	\$ 12,594.78
Awards/Prizes/Gifts	\$ 6,000.00	\$ 4,000.00
Content Consultant	\$ -	\$ -
Consultant - Program	\$ -	\$ 10,000.00
Conference Proceeding (Record Fee)	\$ 95,000.00	\$ 91,568.14
CSS (Travel/Exp)	\$ 10,000.00	\$ 10,000.00
Decorator - Show	\$ 4,906.54	\$ -
Speaker - Keynote	\$ 678.79	\$ 718.12
Program Committee Volunteer Gifts/Awards	\$ 5,000.00	\$ 5,000.00
Shirts - Speaker	\$ 6,750.00	\$ 4,920.00
Labs	\$ -	\$ -
Signage Production & Printing	\$ 5,186.72	\$ 3,662.83
Speaker Gifts (Summit)	\$ 10,823.83	\$ 6,600.00
Speaker Experience	\$ 500.00	\$ 500.00
Speaker Requests	\$ 500.00	\$ 438.74
Speaker Expense - Community	\$ 74,756.76	\$ 53,468.71
Survey Prizes	\$ 1,169.14	\$ 1,200.00
USB Fulfillment Fee	\$ 51,143.18	\$ 47,269.73
USB Shipping Fee	\$ -	\$ 17,827.44
TOTAL EXPENSE - Program	\$ 277,214.96	\$ 269,768.48

EXPENSE - PreCon Program		
Audio/Visual (PreCon)	\$ 72,000.00	\$ 64,392.05
Computer Rental	\$ 7,000.00	\$ 5,694.44
Convention Center Internet Access	\$ 16,000.00	\$ 13,260.35
Signage Production & Printing	\$ 1,065.42	\$ 710.21
Electrical Charges	\$ 40,000.00	\$ 30,982.92
F&B (PreCon)	\$ 231,463.35	\$ 230,664.95
Printing (PreCon)	\$ 17,697.60	\$ 7,661.83
Security	\$ 4,750.00	\$ 5,760.00
Labs	\$ 20,232.00	\$ 21,155.80
Speaker Fees/Expense (PreCon)	\$ 153,693.87	\$ 148,826.52
Teleconference	\$ -	\$ -
Travel - Speaker (PreCon)	\$ 8,000.00	\$ 5,500.00
TOTAL EXPENSE - PreCon Program	\$ 571,902.24	\$ 534,609.07
Community Evangelist - Contractor		\$ -
Management - General (Program)	\$ 53,146.11	\$ 70,916.33
Management - General (PreCon Program)	\$ 11,911.12	\$ 6,975.99
TOTAL EXPENSES	\$ 914,174.43	\$ 882,269.87

NET INCOME	\$ 360,666.73	\$ 417,695.65
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