

Professional Association for SQL Server

FY2018 Budget

Department Summary	Budget 2017	Budget 2018
REVENUE		
Corporate Administration - 110	\$ 11,000.00	\$ 14,000.00
Information Technology - 111	\$ 106,480.00	\$ -
Board Support - 112	\$ -	\$ -
Member Services - 114	\$ 22,500.00	\$ 4,000.00
Marketing - 115	\$ -	\$ -
Local Groups - 120	\$ -	\$ -
Volunteer Programs & Engagement - 130	\$ -	\$ -
Special Projects - 140	\$ -	\$ -
SQL Saturday - 150	\$ 38,400.00	\$ 20,100.00
Virtual Events - 160	\$ 68,800.00	\$ 37,775.00
Global Growth - 170	\$ -	\$ -
Sales - 200	\$ 505,100.00	\$ 297,850.00
Local Events - 205	\$ 73,000.00	\$ 249,025.00
Audience Development - 230	\$ -	\$ -
Educational Content - 235	\$ -	\$ -
Virtual Groups - 240	\$ 38,000.00	\$ 28,800.00
Summit - 210	\$ 6,259,715.17	\$ 6,094,034.40
Summit Expo - 220	\$ 1,076,950.00	\$ 898,375.00
Summit Programs- 250	\$ 1,299,965.52	\$ 1,213,794.35
TOTAL REVENUE	\$ 9,499,910.69	\$ 8,857,753.75

Department Summary	Budget 2017	Budget 2018
EXPENSE		
Corporate Administration - 110	\$ 2,050,575.11	\$ 1,939,911.51
Information Technology - 111	\$ 791,878.64	\$ 688,695.35
Board Support - 112	\$ 241,544.63	\$ 276,057.19
Member Services - 114	\$ 15,329.09	\$ -
Marketing - 115	\$ 567,294.79	\$ 679,770.61
Local Groups - 120	\$ 110,730.69	\$ 60,809.93
Volunteer Programs & Engagement - 130	\$ 11,410.07	\$ 26,987.16
Special Projects - 140	\$ 700,510.99	\$ 676,566.74
SQL Saturday - 150	\$ 163,895.89	\$ 119,950.00
Virtual Events - 160	\$ 33,059.53	\$ 40,923.19
Global Growth - 170	\$ 45,502.55	\$ 18,402.00
Sales - 200	\$ 467,676.21	\$ 274,696.62
Local Events - 205	\$ 52,022.72	\$ 229,072.22
Audience Development - 230	\$ -	\$ 9,796.28
Educational Content - 235	\$ -	\$ 52,030.83
Virtual Groups - 240	\$ 65,741.68	\$ 57,240.21
Summit - 210	\$ 2,666,048.02	\$ 2,537,512.24
Summit Expo - 220	\$ 836,552.13	\$ 629,526.23
Summit Programs- 250	\$ 882,269.87	\$ 894,274.21
TOTAL EXPENSE	\$ 9,702,042.62	\$ 9,212,222.51

NET INCOME	\$ (202,131.93)	\$ (354,468.75)
-------------------	------------------------	------------------------

Professional Association for SQL Server

Departmental FY2018 Budget

Corporate Administration - 110

Budget 2017

Budget 2018

REVENUE

Interest - Miscellaneous	\$ 11,000.00	\$ 14,000.00
TOTAL REVENUE	\$ 11,000.00	\$ 14,000.00

EXPENSE

Accounting - General	\$ 5,000.00	\$ 5,000.00
Annual Report	\$ 37.00	\$ 37.00
Audit	\$ 25,000.00	\$ 25,000.00
Authorize.Net Fees	\$ 1,000.00	\$ 950.00
Bank Charges	\$ 9,000.00	\$ 10,000.00
Insurance	\$ 6,500.00	\$ 6,500.00
Legal	\$ 15,000.00	\$ 10,000.00
Management - Incentive	\$ 163,683.71	\$ 152,554.75
Management & Overhead	\$ 1,080,627.00	\$ 1,150,101.21
Misc. Expense - Contract Vendor	\$ 2,400.00	\$ -
Office Supplies	\$ 250.00	\$ 250.00
Postage/Shipping	\$ 12,500.00	\$ 11,000.00
Printing	\$ 500.00	\$ 1,500.00
Site Inspection - Summit	\$ 15,030.00	\$ 8,845.00
Management - Administration	\$ 404,617.21	\$ 290,781.36
Management - Finance	\$ 95,500.90	\$ 92,116.55
Management - Governance	\$ 16,367.60	\$ 27,027.65
Management - Miscellaneous	\$ 53,372.39	\$ 3,174.91
Management - Reporting	\$ 129,249.29	\$ -
Management - Registration	\$ -	\$ 118,504.82
Teleconference	\$ 100.00	\$ 100.00
Training/Educational/Networking	\$ 3,000.00	\$ 3,000.00
Travel - Misc. (Air/Land/Hotel)	\$ 9,680.00	\$ 17,450.26
Travel - Misc. (Meals)	\$ 2,160.00	\$ 6,018.00
TOTAL EXPENSE	\$ 2,050,575.11	\$ 1,939,911.51

NET INCOME

\$ (2,039,575.11) \$ (1,925,911.51)

Professional Association for SQL Server

Departmental FY2018 Budget

Information Technology - 111

Budget 2017

Budget 2018

REVENUE

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

EXPENSE

Computer Software/Equipment	\$ 7,000.00	\$ 7,000.00
IT - VG/VE Platform	\$ 40,734.00	\$ 36,000.00
IT - WorkFront	\$ 28,000.00	\$ 24,960.00
IT - Domain Registration	\$ 3,000.00	\$ 3,000.00
IT - DNN Modules	\$ 1,500.00	\$ 1,000.00
IT - Marketing Tool	\$ 43,000.00	\$ 35,600.00
IT - Guidebook	\$ 23,000.00	\$ 23,000.00
IT- Office 365	\$ 54,480.00	\$ 33,360.00
IT - Hosting	\$ 42,000.00	\$ 60,000.00
IT - Governance	\$ 5,000.00	\$ 5,000.00
IT - Community Emails	\$ 2,400.00	\$ 2,400.00
IT - Third Party Tools	\$ 3,000.00	\$ 6,000.00
IT - Salesforce	\$ 18,534.40	\$ 8,016.96
Management - IT (General)	\$ 152,825.17	\$ 104,185.33
Management - IT (Help Desk)	\$ 68,547.43	\$ 73,879.45
Management - IT (Portfolio Projects)	\$ 164,576.00	\$ 134,275.48
Management - IT (SQLSaturday)	\$ 30,645.11	\$ 33,978.36
Management - IT (Summit)	\$ 19,886.12	\$ 10,120.09
Management - IT (Local Events)	\$ -	\$ 7,126.50
Management - IT (Infrastructure)	\$ 41,625.42	\$ 39,908.51
Management - IT (Virtual Events)	\$ -	\$ 7,759.67
IT - Consultants	\$ 35,000.00	\$ 25,000.00
Teleconference	\$ 125.00	\$ 125.00
Training/Educational/Networking	\$ 7,000.00	\$ 7,000.00
TOTAL EXPENSE	\$ 791,878.64	\$ 688,695.35

NET INCOME

\$ (685,398.64) \$ (688,695.35)

Professional Association for SQL Server

Departmental FY2018 Budget

Board Support - 112

Budget 2017

Budget 2018

REVENUE

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

EXPENSE

Audio/Visual	\$ 9,013.48	\$ 8,527.47
Awards/Prizes - Misc.	\$ 2,000.00	\$ 1,180.00
Governance	\$ 1,000.00	\$ 2,000.00
President Discretionary	\$ 1,000.00	\$ 1,000.00
Shirts - Board	\$ 1,824.00	\$ 1,466.96
Management - General	\$ 99,830.68	\$ 137,851.72
Telephone - PASS	\$ 2,000.00	\$ 250.00
Teleconference	\$ 500.00	\$ 250.00
Travel Summit - Leadership (Air/Land)	\$ 7,535.00	\$ 7,500.00
Travel Summit - Leadership Global (Air/Land)	\$ 1,235.00	\$ 2,700.00
Travel Summit - Leadership (Hotel)	\$ 14,357.83	\$ 14,662.90
Travel Summit - Leadership (Meals)	\$ 1,550.00	\$ 800.00
Travel Board Meetings - (Air/Land)	\$ 18,500.00	\$ 18,000.00
Travel Board Meetings - Global (Air/Land)	\$ 6,200.00	\$ 6,400.00
Travel Board Meeting - (Hotels)	\$ 33,605.28	\$ 32,582.15
Travel Board Meetings - (Meals)	\$ 23,393.36	\$ 23,998.67
Travel Misc. - Leadership (Air/Land)	\$ 5,440.00	\$ 5,344.00
Travel Misc. - Leadership (Hotel)	\$ 4,800.00	\$ 3,020.15
Travel Misc. - Leadership (Meals)	\$ 2,160.00	\$ 1,836.00
Travel - Misc. (Air/Land/Hotel)	\$ 4,520.00	\$ 5,182.67
Travel - Misc. (Meals)	\$ 1,080.00	\$ 1,504.50
TOTAL EXPENSE	\$ 241,544.63	\$ 276,057.19

NET INCOME

\$ (241,544.63)

\$ (276,057.19)

Professional Association for SQL Server

Departmental FY2018 Budget

Member Services - 114

Budget 2017

Budget 2018

REVENUE

Job Target	\$ 2,500.00	\$ 4,000.00
Job Bank - Revenue	\$ 20,000.00	\$ -
TOTAL REVENUE	\$ 22,500.00	\$ 4,000.00

EXPENSE

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

NET INCOME

\$ 7,170.91	\$ 4,000.00
--------------------	--------------------

Professional Association for SQL Server

Departmental FY2018 Budget

General Marketing - 115

Budget 2017

Budget 2018

REVENUE

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

EXPENSE

Design/Graphic - Local Events	\$ 7,000.00	\$ 8,020.00
Design/Graphic - BA Marathon	\$ 1,000.00	\$ -
Design/Graphic - Chapters	\$ 500.00	\$ -
Design/Graphic - General	\$ 30,000.00	\$ 11,000.00
Design/Graphic - Board	\$ 5,000.00	\$ 1,000.00
Design/Graphic - Sales Summit	\$ 7,500.00	\$ 3,240.00
Design/Graphic - Sales 365	\$ -	\$ 2,200.00
Design/Graphic - SQLSaturday NA	\$ 5,000.00	\$ 3,200.00
Design/Graphic - Summit	\$ 20,000.00	\$ 26,500.00
Design/Graphic - Virtual Chapters	\$ 2,000.00	\$ -
Design/Graphic - Virtual Events	\$ 1,000.00	\$ 3,120.00
Design/Graphic - Trade Outs & Spons	\$ -	\$ 1,450.00
Marketing - Advertising - Virtual Events	\$ 1,500.00	\$ 2,000.00
Marketing - Advertising - BA Marath	\$ 1,500.00	\$ -
Marketing - Advertising - Local Events	\$ 20,000.00	\$ 24,650.00
Marketing - Advertising - General	\$ 25,000.00	\$ 20,000.00
Marketing - Advertising - Summit	\$ 25,000.00	\$ 45,734.03
Marketing - Advertising - Sales	\$ -	\$ 6,000.00
Marketing - Virtual Events	\$ 5,000.00	\$ -
Marketing - General	\$ 16,000.00	\$ 8,000.00
Marketing - Special Projects	\$ 5,000.00	\$ 6,250.00
Marketing - Summit	\$ -	\$ -
Marketing - Local Events	\$ -	\$ -
Multi Media - Governance	\$ 5,000.00	\$ -
Multi Media - Local Events	\$ -	\$ -
Multi Media - Summit	\$ 17,500.00	\$ 17,052.50
Multi-Media - General	\$ -	\$ 9,517.50
Promotional Incentives - Local Events	\$ 2,500.00	\$ 7,500.00
Promotional Incentives - Community	\$ 2,000.00	\$ 5,000.00
Promotional Incentives - SQLSaturday NA	\$ 7,000.00	\$ -
Promotional Incentives - Summit	\$ 4,500.00	\$ 10,986.08
Promotional Incentives - PASS	\$ -	\$ 9,345.00
Sponsorship of Events	\$ -	\$ 18,070.00
Tradeouts	\$ -	\$ 8,943.04
Management- Marketing (Administration)	\$ 6,572.72	\$ 54,069.43

Management- Marketing (Local Evts)	\$ 61,629.43	\$ 38,269.06
Management - Marketing (General)	\$ 152,561.28	\$ 129,299.25
Management - Marketing (Global)	\$ 17,656.08	\$ 1,049.43
Management - Marketing (Sales)	\$ 5,246.22	\$ 54,719.53
Management - Marketing (Summit)	\$ 90,575.60	\$ 101,413.05
Management - Marketing (Virtual Events)	\$ -	\$ 34,272.70
Management - Marketing (BAC)	\$ 3,663.22	\$ -
Management - Marketing (Community)	\$ 3,890.25	\$ -
Teleconference	\$ 350.00	\$ -
Training/Education/Networking	\$ 5,000.00	\$ 5,000.00
Travel - Misc. (Air/Land/Hotel)	\$ 3,250.00	\$ 2,000.00
Travel - Misc. (Meals)	\$ 400.00	\$ 900.00
TOTAL EXPENSE	\$ 567,294.79	\$ 679,770.61

NET INCOME	\$ (567,294.79)	\$ (679,770.61)
-------------------	------------------------	------------------------

Professional Association for SQL Server

Departmental FY2018 Budget

Local Groups - 120

Budget 2017

Budget 2018

REVENUE

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

EXPENSE

Awards/Prizes/Gifts	\$ 500.00	\$ 300.00
Chapter leader Meeting - Summit	\$ 1,542.92	\$ 1,990.51
Community Evangelist - Contractor	\$ -	\$ 3,100.00
Incentives - Summit Registrations	\$ 15,000.00	\$ 19,250.00
Regional Mentor Meeting - Summit	\$ 311.71	\$ 313.14
Management - General	\$ 93,376.06	\$ 35,856.29
TOTAL EXPENSE	\$ 110,730.69	\$ 60,809.93

NET INCOME

\$ (110,730.69) \$ (60,809.93)

Professional Association for SQL Server

Departmental FY2018 Budget

Volunteer Programs & Engagement - 130

Budget 2017

Budget 2018

REVENUE

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

EXPENSE

Awards/Prizes - Misc.	\$ 350.00	\$ 300.00
Volunteer Incentives	\$ 1,458.24	\$ 1,527.49
Management - General	\$ 1,850.37	\$ 16,005.61
Printing	\$ -	\$ 250.00
Volunteer Evening Event	\$ 7,751.46	\$ 8,904.06
TOTAL EXPENSE	\$ 11,410.07	\$ 26,987.16

NET INCOME

\$ (11,410.07)	\$ (26,987.16)
-----------------------	-----------------------

Professional Association for SQL Server

Departmental FY2018 Budget

Special Projects - 140

Budget 2017

Budget 2018

REVENUE

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

EXPENSE

Management - General	\$ 83,697.98	\$ 87,852.35
Management - General (Contingency)	\$ 615,313.01	\$ 583,464.38
Projects R&D	\$ -	\$ 2,750.00
Training/Education/Networking	\$ 1,500.00	\$ 2,500.00
TOTAL EXPENSE	\$ 700,510.99	\$ 676,566.74

NET INCOME

\$ (700,510.99)	\$ (676,566.74)
------------------------	------------------------

Professional Association for SQL Server

Departmental FY2018 Budget

SQLSaturday - 150

Budget 2017

Budget 2018

REVENUE

Advertising - Web General	\$ 33,000.00	\$ 12,000.00
Advertising - Web GAP	\$ 5,400.00	\$ 8,100.00
TOTAL REVENUE	\$ 38,400.00	\$ 20,100.00

EXPENSE

Community Evangelist - Contractor	\$ 77,836.36	\$ 52,700.00
Ad Serving Fees	\$ 11,520.00	\$ 6,030.00
Sales Commission - General	\$ 3,300.00	\$ 1,200.00
Sales Commission - GAP	\$ 135.00	\$ 202.50
Regional Mentor -TE	\$ 3,500.00	\$ 3,500.00
SQLSaturday Sponsorship	\$ 19,750.00	\$ 12,500.00
SQLSaturday Sponsorship - International	\$ 17,750.00	\$ 12,500.00
SQLSaturday Round Table - Summit	\$ 1,542.92	\$ 1,549.95
Management - General	\$ 9,555.03	\$ 17,735.54
Management - SQLSaturday Global	\$ 6,218.93	\$ -
Management - SQLSaturday North America	\$ 3,687.66	\$ -
Teleconference	\$ 100.00	\$ -
Travel - CE - USA/Canada	\$ 2,000.00	\$ 5,000.00
Travel - CE - Global	\$ 7,000.00	\$ 7,000.00
Raffle Giveaways	\$ -	\$ 32.00
TOTAL EXPENSE	\$ 163,895.89	\$ 119,950.00

NET INCOME

\$ (125,495.89) \$ (99,850.00)

Professional Association for SQL Server

Departmental FY2018 Budget

Virtual Events - 160

Budget 2017

Budget 2018

REVENUE

Sponsorship - MS 24 Hours of PASS	\$ 18,000.00	\$ -
Sponsorship - 24 Hours of PASS	\$ 22,500.00	\$ 9,675.00
Sponsorship - 24 Hours of PASS (GAP)	\$ 17,550.00	\$ 17,550.00
Sponsorship - MS BA Marathon	\$ 5,000.00	\$ -
Sponsorship - BA Marathon	\$ 3,500.00	\$ 6,500.00
Sponsorship - BA Marathon (GAP)	\$ 2,250.00	\$ 4,050.00
TOTAL REVENUE	\$ 68,800.00	\$ 37,775.00

EXPENSE

Sales Commission - General	\$ 2,600.00	\$ 1,617.50
Sales Commission - GAP	\$ 495.00	\$ 540.00
Management - Virtual Events	\$ 27,433.67	\$ 37,616.25
Management - Virtual Events (Global)	\$ 2,530.86	\$ 1,049.43
Sponsor/Exhibitor Expense	\$ -	\$ 100.00
TOTAL EXPENSE	\$ 33,059.53	\$ 40,923.19

NET INCOME

\$ 35,740.47 \$ (3,148.19)

Professional Association for SQL Server

Departmental FY2018 Budget

Global Growth - 170

Budget 2017

Budget 2018

REVENUE

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

EXPENSE

Community Evangelist - Contractor	\$ 4,324.24	\$ -
Legal Consultant	\$ 15,000.00	\$ 5,000.00
Management - General	\$ 14,828.31	\$ 13,402.00
Teleconference	\$ 550.00	\$ -
Travel - Misc. (Air/Land/Hotel)	\$ 9,000.00	\$ -
Travel - Misc. (Meals)	\$ 1,800.00	\$ -
TOTAL EXPENSE	\$ 45,502.55	\$ 18,402.00

NET INCOME

\$ (45,502.55) \$ (18,402.00)

Professional Association for SQL Server

Departmental FY2018 Budget

Sales - 200

Budget 2017

Budget 2018

REVENUE

Advertising - Web General	\$ 77,000.00	\$ 28,000.00
Advertising - Web GAP	\$ 18,900.00	\$ 18,900.00
Advertising - Sponsored Mailing General	\$ 67,500.00	\$ 33,750.00
Advertising - Sponsored Mailing GAP	\$ 67,500.00	\$ 48,600.00
Advertising - Sponsored Mailing Microsoft	\$ 9,000.00	\$ -
Advertising - Sponsored Mailing BA Insights General	\$ 24,000.00	\$ 15,000.00
Advertising - Sponsored Mailing BA Insights GAP	\$ 10,800.00	\$ 5,400.00
Advertising - Newsletter Sponsorship General	\$ 7,000.00	\$ 6,500.00
Advertising - Newsletter Sponsorship GAP	\$ 6,300.00	\$ 8,775.00
Advertising - BA INSIGHTS Newsletter Sponsorship General	\$ 1,250.00	\$ 2,250.00
Advertising - BA INSIGHTS Newsletter Sponsorship GAP	\$ 900.00	\$ 1,125.00
Advertising - Remarketing - General	\$ 67,500.00	\$ 21,000.00
Advertising - Remarketing - GAP	\$ 72,450.00	\$ 53,550.00
Membership Dues - GAP	\$ 75,000.00	\$ 55,000.00
TOTAL REVENUE	\$ 505,100.00	\$ 297,850.00

EXPENSE

Ad Serving Fees	\$ 28,770.00	\$ 14,070.00
Advertising - Remarketing Fees	\$ 90,967.50	\$ 26,092.50
Incentive - Director of Sales	\$ 30,000.00	\$ 30,000.00
Promotional Incentives - Sales	\$ 2,916.48	\$ 2,036.66
Sales Commission - General	\$ 24,425.00	\$ 10,650.00
Sales Commission - GAP	\$ 6,296.25	\$ 4,783.75
Sales Tools	\$ 4,320.00	\$ 2,520.00
Sponsor awards/F&B for meetings	\$ 4,100.00	\$ 2,000.00
Sales Contractor - General	\$ 25,868.28	\$ -
Sales Contractor - Summit	\$ 46,224.36	\$ -
Sales Contractor - Virtual Chapters	\$ 3,892.68	\$ -
Sales Contractor - Virtual Events	\$ 3,892.68	\$ -
Management - General	\$ 141,480.40	\$ 125,400.21
Management - Global Alliance	\$ 45,222.59	\$ 49,800.18
Teleconference	\$ 350.00	\$ 375.00
Training/Educational/Networking	\$ 6,000.00	\$ 3,000.00
Partnership - Comps	\$ -	\$ 1,018.33
Travel - Misc. (Air/Land/Hotel)	\$ 2,500.00	\$ 2,500.00
Travel - Misc. (Meals)	\$ 450.00	\$ 450.00
TOTAL EXPENSE	\$ 467,676.21	\$ 274,696.62

NET INCOME

\$ 37,423.79

\$ 23,153.38

Professional Association for SQL Server

Departmental FY2018 Budget

Local Events - 205

Budget 2017

Budget 2018

REVENUE

Registration - BA - Days	\$ 70,000.00	\$ 165,410.00
Registration - Developer - LEM	\$ -	\$ 72,590.00
Sponsorship - Developer - LEM	\$ -	\$ 4,500.00
Sponsorship - BA DAY	\$ -	\$ 4,500.00
Sponsorship - BA DAY (GAP)	\$ 3,000.00	\$ 2,025.00
TOTAL REVENUE	\$ 73,000.00	\$ 249,025.00

EXPENSE

Management - General	\$ 52,022.72	\$ 67,789.91
Credit Card Fees	\$ -	\$ 7,140.00
Sales Commission - General	\$ -	\$ 900.00
Sales Commission - GAP	\$ -	\$ 50.63
F&B (Paid Delegate)	\$ -	\$ 75,095.69
Insurance	\$ -	\$ 2,300.00
Office Supplies	\$ -	\$ 250.00
Printing	\$ -	\$ 7,700.00
Registration Fees	\$ -	\$ 6,346.00
Registration Staff - Badges	\$ -	\$ 2,200.00
Speaker Fees (PreCon)	\$ -	\$ 42,200.00
Sponsor/Exhibitor Expense	\$ -	\$ 2,350.00
Telephone - PASS	\$ -	\$ 500.00
Travel - Misc. (Air/Land/Hotel)	\$ -	\$ 10,250.00
Travel - Misc. (Meals)	\$ -	\$ 4,000.00
TOTAL EXPENSE	\$ 52,022.72	\$ 229,072.22

NET INCOME

\$ 20,977.28

\$ 19,952.78

Professional Association for SQL Server

Departmental FY2018 Budget

Audience Development - 230

Budget 2017

Budget 2018

REVENUE

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

EXPENSE

Management - General	\$ -	\$ 9,796.28
TOTAL EXPENSE	\$ -	\$ 9,796.28

NET INCOME

\$ - \$ (9,796.28)

Professional Association for SQL Server

Departmental FY2018 Budget

Educational Content - 235

Budget 2017

Budget 2018

REVENUE

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

EXPENSE

Management - General	\$ -	\$ 12,530.83
Consultant - General	\$ -	\$ 39,500.00
TOTAL EXPENSE	\$ -	\$ 52,030.83

NET INCOME

\$ - \$ (52,030.83)

Professional Association for SQL Server

Departmental FY2018 Budget

Virtual Chapters - 240

Budget 2017

Budget 2018

REVENUE

Virtual Groups Sponsorship	\$ 28,000.00	\$ 18,000.00
Virtual Groups Sponsorship - Global Alliance	\$ 10,000.00	\$ 10,800.00
TOTAL REVENUE	\$ 38,000.00	\$ 28,800.00

EXPENSE

Awards/Prizes/Gifts	\$ 1,000.00	\$ 500.00
VG Incentive Program	\$ 7,610.79	\$ 5,091.65
Community Evangelist - Contractor	\$ -	\$ 3,100.00
Sales Commission - General	\$ -	\$ 1,800.00
Sales Commission - GAP	\$ -	\$ 270.00
Shirts (Summit)	\$ 900.00	\$ 800.00
Sponsorship - VC Share	\$ 14,060.00	\$ 10,656.00
Management - General	\$ 34,457.56	\$ 30,716.03
Management - VC (Sponsorship Maintenance)	\$ 4,351.62	\$ 3,950.82
VC Meeting - Summit	\$ 311.71	\$ 355.72
VC Sponsorship - Management	\$ 3,050.00	\$ -
TOTAL EXPENSE	\$ 65,741.68	\$ 57,240.21

NET INCOME

\$ (27,741.68) \$ (28,440.21)

Professional Association for SQL Server

Departmental FY2018 Budget

Community Summit - 210

Budget 2017

Budget 2018

REVENUE

Commission - Summit Book Store	\$ 300.00	\$ -
Hotel Commission	\$ 103,967.40	\$ 141,253.00
Hotel Rebate	\$ 51,357.70	\$ 61,893.00
PASS Store Royalty	\$ 6,476.00	\$ 3,395.00
Sponsorship - MS Appreciation Event	\$ 75,000.00	\$ -
Sponsorship - MS IOT	\$ 87,737.15	\$ -
Registration - MS	\$ 129,500.00	\$ -
Registration - Summit	\$ 5,716,051.92	\$ 5,200,036.40
Registration - Summit (Bundle)	\$ -	\$ 602,847.00
Registration - One Day	\$ 83,475.00	\$ 78,760.00
Sponsorship WIT Lunch	\$ 5,850.00	\$ 5,850.00
TOTAL REVENUE	\$ 6,259,715.17	\$ 6,094,034.40

EXPENSE

ADA Requirements	\$ 13,672.37	\$ 7,500.00
Anti Harassment Policy	\$ -	\$ 2,182.60
ASCAP License Fees	\$ -	\$ 732.00
Audio/Visual	\$ 116,067.14	\$ 116,485.14
Bag Stuffing Labour & Supplies	\$ 5,093.60	\$ 4,178.45
Computer Rental	\$ 14,261.69	\$ 5,038.04
Community Evangelist - Contractor	\$ 4,324.24	\$ -
Credit Card Processing	\$ 200,061.82	\$ 211,151.86
Community Zone and Info Desk	\$ 7,597.70	\$ 12,205.24
Conv.Center Space Rental Cr F&B	-\$ 85,954.32	\$ (79,964.54)
Conv. Centre Internet Access	\$ 27,998.33	\$ 31,721.59
Decorator - Show	\$ 63,435.50	\$ 54,541.95
Delegate Gift	\$ 50,209.50	\$ 44,263.96
Electrical Charges	\$ 13,217.91	\$ 13,515.60
Facility Rental	\$ 185,694.20	\$ 200,791.36
Facility Rental: Discounted Rent	-\$ 68,395.00	\$ (68,160.00)
CVB Cash Concession	-\$ 5,000.00	\$ (6,000.00)
F&B (Board)	\$ 3,192.45	\$ 3,314.78
F&B (Registration Staff)	\$ 2,813.25	\$ 2,039.31
F&B (PASS HQ)	\$ 18,388.22	\$ 17,508.04
F&B (Paid Delegates)	\$ 1,206,063.28	\$ 1,126,646.20
F&B (Drink Tickets)	\$ 20,135.05	\$ 19,125.33
F&B (Comps Credit)	-\$ 83,274.43	\$ (52,963.37)
F&B (Water Bubblers)	\$ 10,303.50	\$ 9,105.82

F&B (Bartender/Labour)	\$ 3,551.04	\$ 4,000.00
First Timers Event	\$ 802.77	\$ 1,104.35
Games Night	\$ -	\$ 3,513.79
Insurance	\$ 20,650.00	\$ 20,000.00
IOT	\$ 87,737.15	\$ -
Production - Keynote	\$ 207,887.74	\$ 192,606.06
Office Supplies	\$ 1,500.00	\$ 500.00
Onsite Labour	\$ 13,086.00	\$ 23,298.96
PASS Store	\$ 4,455.45	\$ 3,405.80
PASStv	\$ 30,508.34	\$ 32,533.07
Postage/Shipping	\$ 2,815.00	\$ 3,900.00
Power Lounges	\$ 2,959.26	\$ 6,496.07
Printing - General	\$ 1,000.00	\$ 625.00
Printing - BOF Lunch	\$ 1,722.52	\$ 3,841.08
Printing - Program Guide	\$ 10,547.41	\$ 11,728.47
Production - PRP	\$ 66,975.00	\$ 69,600.00
Regonline Fees	\$ 8,635.50	\$ 8,167.50
Registration Staff - Onsite	\$ 53,545.50	\$ 50,635.00
Registration Staff - Badges	\$ 28,785.00	\$ 25,084.00
Registration Fees	\$ 47,975.00	\$ 56,190.00
Registration Staff - Set up fee	\$ 1,750.00	\$ 1,750.00
Registration Fees - Housing	\$ 19,740.00	\$ 21,098.00
Registration Staff - Travel (Air/Land/Hotel)	\$ 3,150.00	\$ 6,300.00
Registration Staff - Travel - Meals	\$ 3,000.00	\$ 3,124.00
Security	\$ 6,150.00	\$ 6,650.00
Staff Shirt - Events	\$ 8,732.00	\$ 10,742.40
Management - General	\$ 173,793.97	\$ 227,903.91
Appreciation Event - FIXED COST	\$ 75,000.00	\$ -
Teleconference	\$ 60.00	\$ 200.00
Telephone - PASS	\$ 1,000.00	\$ 980.00
Travel - Misc. (Air/Land/Hotel)	\$ 45,905.32	\$ 47,098.59
Travel - Misc. (Meals)	\$ 8,775.00	\$ 9,940.00
Vests (Staff)	\$ 500.00	\$ 3,769.48
WIT Lunch	\$ 3,447.04	\$ 5,767.38
TOTAL EXPENSE	\$ 2,666,048.02	\$ 2,537,512.24

NET INCOME	\$ 3,593,667.16	\$ 3,556,522.16
-------------------	------------------------	------------------------

Professional Association for SQL Server

Departmental FY2018 Budget

Community Summit Expo - 220

Budget 2017

Budget 2018

REVENUE

Sponsorship - AMO (Summit)	\$ 146,000.00	\$ 117,700.00
Sponsorship - AMO GAP (Summit)	\$ 48,850.00	\$ 52,425.00
Sponsorship - Exhibitor (Summit)	\$ 213,700.00	\$ 198,900.00
Sponsorship - MS Agreement Summit	\$ 170,000.00	\$ 70,000.00
Sponsorship - Package (Summit)	\$ 232,000.00	\$ 238,000.00
Sponsorship - Package GAP (Summit)	\$ 266,400.00	\$ 221,350.00
TOTAL REVENUE	\$ 1,076,950.00	\$ 898,375.00

EXPENSE

AMO Expenses	\$ 55,339.86	\$ 44,888.12
AMO Expenses - GAP	\$ 21,771.31	\$ 24,692.19
Audio Visual	\$ 1,551.50	\$ 1,300.00
Decorator - Show	\$ 24,474.29	\$ 24,865.99
Electrical Charges	\$ 2,000.00	\$ 1,467.58
Sales Commission - General	\$ 68,447.50	\$ 55,460.00
Sales Commission - GAP	\$ -	\$ 6,990.63
F&B (Bartender/Labour)	\$ 6,904.80	\$ 7,940.52
F&B (Drink Tickets)	\$ 21,329.54	\$ 20,343.92
F&B (Expo Reception)	\$ 135,556.89	\$ 134,818.00
Lead Retrieval	\$ 1,578.55	\$ 3,306.28
MS Sponsorship Expenses	\$ 129,214.96	\$ 22,686.38
Registration Staff - Set up fee	\$ 1,750.00	\$ 1,750.00
Regonline Fees	\$ 135.00	\$ -
Security	\$ 4,260.00	\$ 5,112.00
Sponsor/Exhibitor Expense	\$ 142,471.96	\$ 125,474.16
Sponsor/Exhibitor Expense - Global Alliance	\$ 101,096.19	\$ 80,410.54
Management - General	\$ 117,769.78	\$ 68,019.92
Telephone - PASS	\$ 900.00	\$ -
TOTAL EXPENSE	\$ 836,552.13	\$ 629,526.23

NET INCOME

\$ 240,397.87 \$ 268,848.77

Professional Association for SQL Server

Departmental FY2018 Budget

Summit Programs - 250

Budget 2017

Budget 2018

REVENUE

Conference Proceedings (Summit)	\$ 196,292.58	\$ 185,856.48
Conference Proceedings (Post Summit)	\$ 84,955.50	\$ 88,019.50
Conference Proceedings (Shipping)	\$ 17,827.44	\$ 16,733.38
Registration - PreCon (Summit)	\$ 1,000,890.00	\$ 901,460.00
Registration - PreCon (Vendor)	\$ -	\$ 21,725.00
TOTAL REVENUE	\$ 1,299,965.52	\$ 1,213,794.35

EXPENSE

EXPENSE - Summit Program

Speaker Ready Room	\$ 12,594.78	\$ 9,604.07
Awards/Prizes/Gifts	\$ 4,000.00	\$ 2,653.66
Consultant - Program	\$ 10,000.00	\$ -
Conference Proceeding (Record Fee)	\$ 91,568.14	\$ 80,812.60
CSS (Travel/Exp)	\$ 10,000.00	\$ 2,545.82
Speaker - Keynote	\$ 718.12	\$ 2,494.87
Program Committee Volunteer Gifts/Awards	\$ 5,000.00	\$ 3,000.00
Shirts - Speaker	\$ 4,920.00	\$ 5,114.17
Signage Production & Printing	\$ 3,662.83	\$ 9,184.61
Session Evaluations	\$ -	\$ 5,420.42
Speaker Gifts (Summit)	\$ 6,600.00	\$ 6,700.00
Speaker Experience	\$ 500.00	\$ -
Speaker Requests	\$ 438.74	\$ 1,397.11
Speaker Expense - Community	\$ 53,468.71	\$ 48,370.64
Speaker Travel	\$ -	\$ 7,000.00
Survey Prizes	\$ 1,200.00	\$ -
USB Fulfillment Fee	\$ 47,269.73	\$ 51,148.50
USB Shipping Fee	\$ 17,827.44	\$ 18,239.00
TOTAL EXPENSE - Program	\$ 269,768.48	\$ 253,685.49

EXPENSE - PreCon Program		
Audio/Visual (PreCon)	\$ 64,392.05	\$ 70,785.09
Computer Rental	\$ 5,694.44	\$ 1,266.16
Convention Center Internet Access	\$ 13,260.35	\$ 13,633.07
Signage Production & Printing	\$ 710.21	\$ 848.87
Electrical Charges	\$ 30,982.92	\$ 33,330.00
F&B (PreCon)	\$ 230,664.95	\$ 234,767.76
Printing (PreCon)	\$ 7,661.83	\$ 6,700.78
Security	\$ 5,760.00	\$ 6,100.00
Labs (Allan Hirt's Lab)	\$ 21,155.80	\$ 12,639.22
Speaker Fees/Expense (PreCon)	\$ 148,826.52	\$ 157,868.65
Travel - Speaker (PreCon)	\$ 5,500.00	\$ 8,000.00
TOTAL EXPENSE - PreCon Program	\$ 534,609.07	\$ 545,939.60
Management - General (Program)	\$ 70,916.33	\$ 81,068.87
Management - General (PreCon Program)	\$ 6,975.99	\$ 13,580.26
TOTAL EXPENSES	\$ 882,269.87	\$ 894,274.21

NET INCOME	\$ 417,695.65	\$ 319,520.14
-------------------	----------------------	----------------------