

**Professional Association for SQL Server
FY2014 Budget**

Department Summary	Budget 2013	Budget 2014
REVENUE		
Corporate Administration - 110	\$ 4,500.00	\$ 3,500.00
Information Technology - 111	\$ -	\$ 66,000.00
Board Support - 112	\$ -	\$ -
Member Services - 114	\$ 7,000.00	\$ 5,000.00
Marketing - 115	\$ 57,750.00	\$ 40,000.00
Chapters - 120	\$ 25,000.00	\$ -
Volunteer Programs & Engagement - 130	\$ -	\$ -
Special Projects - 140	\$ -	\$ 80,000.00
SQL Saturday - 150	\$ -	\$ -
Virtual Events - 160	\$ 50,000.00	\$ 44,000.00
Global Growth - 170	\$ 85,000.00	\$ -
Community Summit - 210	\$ 4,296,321.24	\$ 4,403,868.04
Community Summit Expo - 220	\$ 726,525.00	\$ 676,400.00
Virtual Communities - 240	\$ 44,000.00	\$ 18,000.00
Summit Program - 250	\$ 161,650.00	\$ 201,600.00
PreCon Program - 255	\$ 773,585.97	\$ 685,759.50
BA Conference - 340	\$ 1,767,500.00	\$ 1,577,785.00
SQLRally North America - 350	\$ -	\$ -
SQLRally Global - 355	\$ 31,200.00	\$ -
Deferred Membership - 901	\$ 18,210.00	\$ 18,210.00
TOTAL REVENUE	\$ 8,048,242.21	\$ 7,820,122.54
EXPENSE		
Corporate Administration - 110	\$ 1,252,751.80	\$ 1,221,397.97
Information Technology - 111	\$ 287,088.89	\$ 404,669.58
Board Support - 112	\$ 242,212.31	\$ 202,128.18
Member Services - 114	\$ -	\$ -
Marketing - 115	\$ 580,132.84	\$ 588,487.72
Chapters - 120	\$ 204,355.81	\$ 141,751.41
Volunteer Programs & Engagement - 130	\$ 27,016.30	\$ 39,282.44
Special Projects - 140	\$ 78,535.05	\$ 64,103.18
SQL Saturday - 150	\$ 160,529.69	\$ 160,467.53
Virtual Events - 160	\$ 28,086.43	\$ 21,316.83
Global Growth - 170	\$ 123,119.96	\$ 44,116.21
Community Summit - 210	\$ 2,100,412.47	\$ 2,139,103.69
Community Summit Expo - 220	\$ 501,416.32	\$ 538,490.25
Virtual Chapters - 240	\$ 54,408.12	\$ 60,983.34
Summit Program - 250	\$ 320,011.30	\$ 376,686.08
PreCon Program - 255	\$ 414,290.49	\$ 362,351.77
BA Conference - 340	\$ 1,444,110.61	\$ 1,386,588.61
SQLRally North America - 350	\$ -	\$ -
SQLRally Global - 355	\$ 94,189.71	\$ 66,977.49
Deferred Membership - 901	\$ -	\$ -
TOTAL EXPENSE	\$ 7,912,668.09	\$ 7,818,902.26
NET INCOME	\$ 135,574.12	\$ 1,220.28

Professional Association for SQL Server		
Departmental Income Statement		
Corporate Administration - 110	Budget 2013	Budget 2014
REVENUE		
Interest - Miscellaneous	\$ 4,500.00	\$ 3,500.00
TOTAL REVENUE	\$ 4,500.00	\$ 3,500.00
EXPENSE		
Authorize.Net Fees	\$ 1,200.00	\$ 1,200.00
Accounting - General	\$ -	\$ 2,500.00
Annual Report	\$ 37.00	\$ 37.00
Audit	\$ 25,000.00	\$ 25,000.00
Bank Charges	\$ 9,600.00	\$ 6,000.00
Custom Broker Expense	\$ 100.00	\$ 100.00
Insurance	\$ 5,500.00	\$ 5,500.00
Legal	\$ 15,000.00	\$ 25,000.00
Management & Overhead	\$ 690,536.80	\$ 711,947.22
Management - Incentive	\$ 138,440.43	\$ 131,413.68
Meals - Other	\$ 1,500.00	\$ 500.00
Office Supplies	\$ 1,000.00	\$ 1,000.00
Misc. Expense - Contract Vendor	\$ 4,800.00	\$ 3,900.00
Postage/Shipping	\$ 6,500.00	\$ 6,500.00
Printing	\$ -	\$ 100.00
Site Inspection - Summit	\$ 12,950.00	\$ 5,000.00
Site Inspection - BAC	\$ 11,250.00	\$ 15,000.00
Staff - Finance	\$ 122,475.60	\$ 143,482.99
Staff - Administration	\$ 102,324.08	\$ 93,852.78
Staff - Miscellaneous	\$ 72,020.83	\$ 3,492.29
Staff - Governance	\$ 25,157.07	\$ 35,712.00
Storage	\$ 760.00	\$ 760.00
Teleconference	\$ 300.00	\$ 600.00
Telephone - PASS	\$ 300.00	\$ 300.00
Travel - Misc. (Air/Land/Hotel)	\$ 5,000.00	\$ 2,000.00
Travel - Misc. (Meals)	\$ 1,000.00	\$ 500.00
TOTAL EXPENSE	\$ 1,252,751.80	\$ 1,221,397.97
NET INCOME	-\$ 1,248,251.80	-\$ 1,217,897.97

Professional Association for SQL Server		
Departmental Income Statement		
Information Technology - 111	Budget 2013	Budget 2014
REVENUE		
MS Sponsorship	\$ -	\$ 66,000.00
TOTAL REVENUE	\$ -	\$ 66,000.00
EXPENSE		
Computer Software/Equipment	\$ 5,000.00	\$ 3,000.00
IT - VC/VE Platform	\$ 24,000.00	\$ 36,588.00
IT - AtTask	\$ 13,520.47	\$ 13,522.15
IT - Constant Contact	\$ -	\$ 60.00
IT - Domain Registration	\$ 500.00	\$ 750.00
IT - DNN Modules	\$ 2,000.00	\$ 1,000.00
IT - ExactTarget	\$ 17,499.98	\$ 18,049.98
IT - Guidebook	\$ -	\$ 21,900.00
IT - Hosting	\$ 2,400.00	\$ 12,024.00
IT - Third Party Tools	\$ 1,000.00	\$ -
IT - Zoomerang	\$ 400.00	\$ 400.00
IT- Office 365	\$ -	\$ 54,000.00
Postage/Shipping	\$ 150.00	\$ 150.00
Staff - IT (General)	\$ 64,139.25	\$ 105,790.97
Staff - IT (24 HOP)	\$ 11,040.72	\$ 6,153.61
Staff - IT (Chapters)	\$ 56,797.71	\$ 14,650.64
Staff - IT (Summit)	\$ 35,718.69	\$ 35,089.06
Staff - IT (VC)	\$ 5,372.76	\$ 4,492.41
Staff - IT (SQLRally)	\$ 17,578.08	\$ 12,512.36
Staff - IT (SQLSaturday)	\$ 20,371.23	\$ 15,797.80
Staff - IT (BAC)	\$ -	\$ 31,524.54
Staff - IT (Global Growth)	\$ -	\$ 5,586.00
Staff - IT (Volunteers)	\$ -	\$ 5,528.08
Teleconference	\$ 600.00	\$ 1,100.00
Training, Hardware and Miscellaneous	\$ 9,000.00	\$ 5,000.00
TOTAL EXPENSE	\$ 287,088.89	\$ 404,669.58
NET INCOME	-\$ 287,088.89	-\$ 338,669.58

Professional Association for SQL Server

Departmental Income Statement

Board Support - 112	Budget 2013	Budget 2014
REVENUE		
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Audio/Visual	\$ 5,000.00	\$ 6,000.00
Awards/Prizes - Misc.	\$ 1,600.00	\$ 1,600.00
Board Member Comps (Hard Costs)	\$ 8,966.20	\$ 5,944.12
Facility Rental	\$ 1,000.00	\$ 1,500.00
Governance	\$ -	\$ 8,000.00
President Discretionary	\$ 2,000.00	\$ 2,000.00
Staff - General	\$ 42,946.11	\$ 57,628.22
Telephone - PASS	\$ 500.00	\$ 600.00
Teleconference	\$ 500.00	\$ 1,100.00
Travel Summit - Leadership (Air/Land)	\$ 9,600.00	\$ 7,800.00
Travel Summit - Leadership Global (Air/Land)	\$ 6,000.00	\$ 5,000.00
Travel Summit - Leadership (Hotel)	\$ 14,000.00	\$ 17,020.00
Travel Summit - Leadership (Meals)	\$ 3,400.00	\$ 3,500.00
Travel Board Meetings -(Air/Land)	\$ 26,600.00	\$ 11,700.00
Travel Board Meetings - Global (Air/Land)	\$ 10,600.00	\$ 5,000.00
Travel Board Meeting - (Hotels)	\$ 25,600.00	\$ 13,305.60
Travel Board Meetings - (Meals)	\$ 18,800.00	\$ 7,000.00
Travel BAC -Leadership (Air/Land)	\$ 17,000.00	\$ 7,800.00
Travel BAC -Leadership Global (Air/Land)	\$ -	\$ 5,000.00
Travel BAC - Leadership (Hotel)	\$ 21,000.00	\$ 17,020.00
Travel BAC - Leadership (Meals)	\$ -	\$ 6,100.00
Travel Misc. - Leadership (Air/Land)	\$ 5,600.00	\$ 2,100.00
Travel Misc. - Leadership (Hotel)	\$ 4,000.00	\$ 1,905.12
Travel Misc. - Leadership (Meals)	\$ 5,000.00	\$ 1,750.00
Travel - Misc (Air/Land/Hotel)	\$ 7,500.00	\$ 4,005.12
Travel - Misc (Meals)	\$ 5,000.00	\$ 1,750.00
TOTAL EXPENSE	\$ 242,212.31	\$ 202,128.18
NET INCOME	-\$ 242,212.31	-\$ 202,128.18

Professional Association for SQL Server

Departmental Income Statement

Member Services - 114	Budget 2013	Budget 2014
REVENUE		
Job Target	\$ 7,000.00	\$ 5,000.00
TOTAL REVENUE	\$ 7,000.00	\$ 5,000.00
EXPENSE		
Staff - General	\$ -	\$ -
TOTAL EXPENSE	\$ -	\$ -
NET INCOME	\$ 7,000.00	\$ 5,000.00

Professional Association for SQL Server		
Departmental Income Statement		
General Marketing - 115	Budget 2013	Budget 2014
REVENUE		
Advertising - General	\$ 57,750.00	\$ 40,000.00
TOTAL REVENUE	\$ 57,750.00	\$ 40,000.00
EXPENSE		
Awards/Prizes /Misc	\$ 1,000.00	\$ 3,000.00
Community Evangelist - Contractor	\$ 2,026.74	\$ 2,962.50
Design/Graphic - BA Conference	\$ 25,000.00	\$ 5,000.00
Design/Graphic - SQLRally Global	\$ 5,000.00	\$ 2,000.00
Design/Graphic - SQLSaturday NA	\$ 3,750.00	\$ 2,000.00
Design/Graphic - SQLSaturday Global	\$ 1,500.00	\$ 1,000.00
Design/Graphic - Summit	\$ 20,000.00	\$ 10,000.00
Design/Graphic - Virtual Events	\$ 2,000.00	\$ 2,500.00
Design/Graphic - General	\$ 8,000.00	\$ 7,000.00
Design/Graphic - Chapters	\$ 2,500.00	\$ 1,000.00
Design/Graphic - Virtual Chapters	\$ 1,500.00	\$ 2,000.00
Exposure - Sales	\$ 25,662.50	\$ 4,875.00
Marketing/Advertising - 24 HOP	\$ -	\$ 5,000.00
Marketing/Advertising - Summit	\$ -	\$ 10,000.00
Marketing/Advertising - BAC	\$ -	\$ 35,000.00
Marketing - SQLSaturday	\$ 10,000.00	\$ 10,000.00
Marketing - General	\$ 45,000.00	\$ 75,000.00
Marketing - General	-\$ 42,602.00	\$ -
Marketing - Global Growth	\$ 40,000.00	\$ 3,000.00
Marketing - SQLRally Global	\$ 15,000.00	\$ 2,000.00
Marketing - BA Conference	\$ 100,000.00	\$ 85,000.00
Marketing - Summit	\$ 95,000.00	\$ 90,000.00
Marketing - Virtual Events	\$ 20,000.00	\$ 20,000.00
Marketing - Launch Events	\$ 10,000.00	\$ -
Marketing - Travel/Meals/Hotel	\$ 12,000.00	\$ -
MS Media/Press Comps (Hard Costs)	\$ 4,483.10	\$ -
Media/Press Comps (Hard Costs)	\$ 2,689.86	\$ 4,245.80
Multi Media - General	\$ 15,000.00	\$ 2,000.00
Multi Media - Summit	\$ 10,000.00	\$ 15,000.00
Multi-Media - BAC	\$ -	\$ 10,000.00
PASS TV	\$ -	\$ 22,362.00
Postage/Shipping	\$ 2,500.00	\$ 3,000.00
Printing	\$ 10,000.00	\$ 2,000.00
Promotional Incentives - Chapter/VC	\$ 14,000.00	\$ 10,000.00
Promotional Incentives - SQLSaturday NA	\$ 7,000.00	\$ 5,000.00
Promotional Incentives - SQLSaturday Global	\$ 3,500.00	\$ 1,500.00
Promotional Incentives - Summit	\$ 7,000.00	\$ 8,000.00
Promotional Incentives - SQLRally Global	\$ 3,500.00	\$ 1,500.00
Promotional Incentives - General	\$ 7,500.00	\$ 2,000.00

Public Relations	\$ 3,000.00	\$ 5,000.00
Staff - Marketing (General)	\$ 84,982.63	\$ 74,635.90
Staff - Marketing (BAC)	\$ -	\$ 16,745.08
Staff - Marketing (Summit)	\$ -	\$ 10,872.52
Staff - Marketing (Global)	\$ -	\$ 13,088.91
Teleconference	\$ 2,640.00	\$ 3,200.00
TOTAL EXPENSE	\$ 580,132.84	\$ 588,487.72
NET INCOME	-\$ 522,382.84	-\$ 548,487.72

Professional Association for SQL Server		
Departmental Income Statement		
Chapters - 120	Budget 2013	Budget 2014
REVENUE		
MS Sponsorship	\$ 25,000.00	\$ -
TOTAL REVENUE	\$ 25,000.00	\$ -
EXPENSE		
Awards/Prizes/Gifts	\$ 12,000.00	\$ 1,320.00
Chapter Leaders Comps (Hard Costs)	\$ 73,971.15	\$ 48,850.70
Chapter leader Meeting - Summit	\$ -	\$ 1,299.00
Chapter Sponsorship	\$ 13,750.00	\$ -
Community Evangelist - Contractor	\$ 54,722.05	\$ 43,560.92
Incentives - Summit & BAC Registrations	\$ -	\$ 8,000.00
Printing	\$ 500.00	\$ 2,100.00
Regional Mentor Meeting - Summit	\$ 100.00	\$ 649.50
Regional Mentor T&E	\$ 17,500.00	\$ 3,000.00
Staff - Chapters	\$ 10,962.61	\$ 11,821.29
Teleconference	\$ 800.00	\$ 1,100.00
Travel - CE (1) Domestic A/L/H	\$ 4,400.00	\$ 4,400.00
Travel - CE (1) Domestic Meals	\$ 900.00	\$ 900.00
Travel - CE (1) International A/L/H	\$ 3,825.00	\$ 3,825.00
Travel - CE (1) International Meals	\$ 900.00	\$ 900.00
Travel - CE (2) Domestic A/L/H	\$ 4,400.00	\$ 4,400.00
Travel - CE (2) Domestic Meals	\$ 900.00	\$ 900.00
Travel - CE (2) International A/L/H	\$ 3,825.00	\$ 3,825.00
Travel - CE (2) International Meals	\$ 900.00	\$ 900.00
TOTAL EXPENSE	\$ 204,355.81	\$ 141,751.41
NET INCOME	-\$ 179,355.81	-\$ 141,751.41

Professional Association for SQL Server		
Departmental Income Statement		
Volunteer Programs & Engagement - 130	Budget 2013	Budget 2014
REVENUE		
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Awards/Prizes - Misc.	\$ 500.00	\$ 500.00
Comps - MVP (Hard Costs)	\$ 15,242.54	\$ 11,039.08
Comps - Incentives (Hard Costs)	\$ -	\$ 6,368.70
Postage/Shipping	\$ -	\$ 250.00
Staff - General	\$ 4,173.76	\$ 11,624.66
Teleconference	\$ 600.00	\$ 500.00
Volunteer Evening Event	\$ 6,500.00	\$ 8,000.00
Volunteer Appreciation Certificates	\$ -	\$ 1,000.00
TOTAL EXPENSE	\$ 27,016.30	\$ 39,282.44
NET INCOME	-\$ 27,016.30	-\$ 39,282.44

Professional Association for SQL Server

Departmental Income Statement

Special Projects - 140	Budget 2013	Budget 2014
REVENUE		
MS Sponsorship	\$ -	\$ 80,000.00
TOTAL REVENUE	\$ -	\$ 80,000.00
EXPENSE		
Community Evangelist - Contractor	\$ 8,106.97	\$ -
Staff - General	\$ 69,928.08	\$ 63,703.18
Teleconference	\$ 500.00	\$ 400.00
TOTAL EXPENSE	\$ 78,535.05	\$ 64,103.18
NET INCOME	-\$ 78,535.05	\$ 15,896.82

Professional Association for SQL Server		
Departmental Income Statement		
SQLSaturday - 150	Budget 2013	Budget 2014
REVENUE		
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Community Evangelist - Contractor	\$ 44,588.34	\$ 55,895.59
Lanyards	\$ 13,300.00	\$ -
Signage Production & Printing	\$ 1,500.00	\$ -
Regional Mentor T&E	\$ 5,000.00	\$ -
SQLSaturday Sponsorship	\$ 40,000.00	\$ 40,000.00
SQLSaturday Sponsorship - International	\$ -	\$ 12,000.00
SQLSaturday Round Table - Summit	\$ -	\$ 649.50
Staff - General	\$ 7,434.74	\$ 8,642.33
Staff - SQLSaturday North America	\$ 19,189.86	\$ 16,270.42
Staff- SQLSaturday Global	\$ 9,466.76	\$ 4,664.69
Teleconference	\$ 100.00	\$ 400.00
Travel - CE (1) Domestic A/L/H	\$ 4,400.00	\$ 4,840.00
Travel - CE (1) Domestic Meals	\$ 875.00	\$ 962.50
Travel - CE (1) International A/L/H	\$ 3,825.00	\$ 4,207.50
Travel - CE (1) International Meals	\$ 875.00	\$ 962.50
Travel - CE (2) Domestic A/L/H	\$ 4,400.00	\$ 4,840.00
Travel - CE (2) Domestic Meals	\$ 875.00	\$ 962.50
Travel - CE (2) International A/L/H	\$ 3,825.00	\$ 4,207.50
Travel - CE (2) International Meals	\$ 875.00	\$ 962.50
TOTAL EXPENSE	\$ 160,529.69	\$ 160,467.53
NET INCOME	-\$ 160,529.69	-\$ 160,467.53

Professional Association for SQL Server

Departmental Income Statement

Virtual Events - 160	Budget 2013	Budget 2014
REVENUE		
MS Sponsorship	\$ 20,000.00	\$ 20,000.00
24 Hours of PASS - Sponsorship	\$ 30,000.00	\$ 24,000.00
TOTAL REVENUE	\$ 50,000.00	\$ 44,000.00
EXPENSE		
Community Evangelist - Contractor	\$ 2,026.74	\$ -
Exposure - Sales	\$ 4,500.00	\$ 3,600.00
Staff - Virtual Events	\$ 21,499.68	\$ 17,716.83
Teleconference	\$ 60.00	\$ -
TOTAL EXPENSE	\$ 28,086.43	\$ 21,316.83
NET INCOME	\$ 21,913.57	\$ 22,683.17

Professional Association for SQL Server**Departmental Income Statement**

Global Growth - 170	Budget 2013	Budget 2014
REVENUE		
MS Sponsorship	\$ 85,000.00	\$ -
TOTAL REVENUE	\$ 85,000.00	\$ -
EXPENSE		
Community Evangelist - Contractor	\$ -	\$ 4,114.77
Financial Consultant	\$ 25,000.00	\$ -
Legal Consultant	\$ 25,000.00	\$ 20,000.00
Global Growth Advisor (N/A)	\$ 4,500.00	\$ -
Translation of Best of PASS DVD - Top 5 Languages	\$ -	\$ 5,000.00
Regional Board Advisor (1)	\$ 10,750.00	\$ -
Regional Board Advisor (2)	\$ 10,750.00	\$ -
Staff - General	\$ 47,119.96	\$ 14,701.44
Teleconference	\$ -	\$ 300.00
TOTAL EXPENSE	\$ 123,119.96	\$ 44,116.21
NET INCOME	-\$ 38,119.96	-\$ 44,116.21

Professional Association for SQL Server

Departmental Income Statement

Community Summit - 210	Budget 2013	Budget 2014
REVENUE		
Commission - Summit Book Store	\$ 2,500.00	\$ 2,500.00
Hotel Commission	\$ 66,310.24	\$ 79,939.04
Hotel Rebate	\$ -	\$ 61,224.00
MS Sponsor - Appreciation Event	\$ 100,000.00	\$ 75,000.00
MS Sponsor - Registration	\$ 49,750.00	\$ 16,425.00
Registration (Summit 2012)	\$ 4,077,761.00	\$ 4,168,780.00
TOTAL REVENUE	\$ 4,296,321.24	\$ 4,403,868.04
EXPENSE		
Anti Harassment Duty Office	\$ -	\$ 3,033.00
Audio/Visual	\$ 185,035.00	\$ 107,200.00
Audio/Visual - WIT	\$ -	\$ 1,000.00
Awards/Prizes/Gifts	\$ 1,250.00	\$ 2,000.00
Book Store	\$ -	\$ 90.00
City Incentive Discount	-\$ 25,000.00	\$ -
Comps (Hard Costs)	\$ -	\$ 3,822.22
Computer Rental - PASS Machines & Install	\$ 23,814.20	\$ 12,195.00
Community Evangelist - Contractor	\$ 23,307.68	\$ 11,973.75
Credit Card Processing	\$ 137,510.80	\$ 115,000.00
Community Zone	\$ -	\$ 4,340.00
Conv.Center Space Rental Cr F&B	-\$ 72,463.15	-\$ 77,940.00
Conv. Centre Internet Access	\$ 76,500.00	\$ 57,000.00
Decorator - Show	\$ 50,000.00	\$ 43,868.74
Delegate Gift	\$ 135,975.81	\$ 79,791.50
Electrical Charges	\$ 20,006.90	\$ 8,600.00
Facility Rental	\$ 108,858.91	\$ 126,425.78
Air Conditioning Fee	\$ -	\$ 1,825.00
F&B (Board)	\$ 4,897.06	\$ 4,547.34
F&B (Board Mixer)	\$ 7,500.00	\$ -
F&B (Registration Staff)	\$ 5,822.20	\$ 4,033.27
F&B (Misc)	\$ 2,002.76	\$ -
F&B (PASS HQ)	\$ 10,267.03	\$ 17,586.43
F&B (MSFT)	\$ 1,992.42	\$ 2,598.00
F&B (Paid Delegates)	\$ 870,008.83	\$ 826,493.98
F&B Drink Tickets	\$ 30,814.39	\$ 24,794.70
F&B (Comps Credit)	-\$ 113,162.44	-\$ 109,093.59
F&B (Water Bubblers)	\$ -	\$ 15,000.00
First Timers Event	\$ -	\$ 6,712.67
HQ Consulting Comps (Hard Costs)	\$ 7,621.27	\$ 11,763.20
HQ Staff Comps (Hard Costs)	\$ 6,276.34	\$ 9,410.56
Insurance	\$ 12,500.00	\$ 12,000.00
Internet Pavilions	\$ -	\$ -
Keynote Production	\$ -	\$ 111,500.00

Networking Workshop	\$ -	\$ 3,800.00
Office Supplies	\$ 1,600.00	\$ 1,600.00
Postage/Shipping	\$ 2,500.00	\$ 2,500.00
Power Lounges	\$ 2,500.00	\$ 7,000.00
Printing	\$ 3,100.00	\$ 2,500.00
Printing/Design - BOF Lunch	\$ -	\$ 1,580.00
Print/Production - Program Guide	\$ 5,800.00	\$ 8,000.00
Production/Vendors Comps (Hard Costs)	\$ 15,648.36	\$ 28,635.48
Production/Vendor MS Comps (Hard Costs)	\$ 5,872.00	\$ 5,614.80
Production/Vendor MS Temp Comps (Hard Costs)	\$ -	\$ 500.00
Production - PRP	\$ 64,000.00	\$ 65,500.00
Quiz Bowl	\$ -	\$ 250.00
Regonline Fees	\$ 7,787.50	\$ 6,864.75
Registration Staff - Onsite	\$ 46,560.61	\$ 43,211.00
Registration Staff - Badgers	\$ 6,950.39	\$ 9,785.75
Registration Fees	\$ 34,650.00	\$ 36,621.00
Registration Fees - Housing	\$ 11,000.00	\$ 14,300.00
Registration Staff-Travel-Air&Hotel	\$ 10,000.00	\$ 10,000.00
Registration Staff - Travel - Meals	\$ 2,000.00	\$ 2,000.00
Security	\$ 8,100.00	\$ 16,070.00
Shirts (Summit)	\$ 7,100.00	\$ 7,620.00
Staff - General	\$ 148,707.60	\$ 171,944.65
Appreciation Event - FIXED COST NASCAR HALL OF FAME	\$ 176,400.00	\$ 61,750.00
Appreciation Event - VARIABLE COST	\$ -	\$ 124,967.60
Teleconference	\$ 400.00	\$ 50.00
Telephone - PASS	\$ 1,500.00	\$ 2,000.00
Travel - Misc. (Air/Land/Hotel)	\$ 20,000.00	\$ 56,867.11
Travel - Misc. (Meals)	\$ 6,500.00	\$ 7,000.00
Vests (Staff)	\$ 400.00	\$ 3,000.00
TOTAL EXPENSE	\$ 2,100,412.47	\$ 2,139,103.69
NET INCOME	\$ 2,195,908.77	\$ 2,264,764.35

Professional Association for SQL Server**Departmental Income Statement**

Community Summit Expo - 220	Budget 2013	Budget 2014
REVENUE		
MS Sponsorship Agreement	\$ 105,200.00	\$ 125,000.00
Sponsorship - Advertising	\$ 7,000.00	\$ 4,500.00
Sponsorship - Exhibit/Vendor	\$ 207,000.00	\$ 212,700.00
Sponsorship - AMO	\$ 110,100.00	\$ 54,200.00
Sponsorship Package Revenue	\$ 297,225.00	\$ 280,000.00
TOTAL REVENUE	\$ 726,525.00	\$ 676,400.00
EXPENSE		
AMO Expenses	\$ 29,248.00	\$ 24,985.79
Audio Visual	\$ -	\$ 800.00
Awards/Prizes/Gifts	\$ 300.00	\$ 300.00
Decorator - Show	\$ 11,245.00	\$ 28,135.94
Electrical Charges	\$ 2,990.00	\$ 600.00
ExpoSure - Sales	\$ 133,198.75	\$ 139,091.88
ExpoSure - Hotel Rooms	\$ 3,000.00	\$ -
ExpoSure - Travel	\$ 1,500.00	\$ -
Exposure -Meals	\$ 500.00	\$ 500.00
Exhibitor Comps -Full Comps (Hard Costs)	\$ 37,209.73	\$ 33,541.82
Exhibitor Comps - (Booth - Hard Cost)	\$ 20,161.68	\$ 49,261.50
F&B (Expo Reception)	\$ 72,768.79	\$ 97,854.57
F&B - Drink Tickets	\$ 30,814.39	\$ 24,869.50
F&B (Exhibitors Only)	\$ 11,411.82	\$ -
Lead Retrieval	\$ -	\$ 880.00
MS Sponsorship	\$ 36,715.19	\$ 22,338.29
MS Sponsorship Full Passes	\$ 43,701.00	\$ 30,037.50
Printing	\$ 500.00	\$ 500.00
Regonline Fees	\$ 250.00	\$ 250.00
Security	\$ 3,000.00	\$ 5,000.00
Sponsor/Exhibitor Expense	\$ 34,292.50	\$ 38,637.17
Staff - General	\$ 27,634.47	\$ 39,931.29
Teleconference	\$ 75.00	\$ 75.00
Telephone - PASS	\$ 900.00	\$ 900.00
TOTAL EXPENSE	\$ 501,416.32	\$ 538,490.25
NET INCOME	\$ 225,108.68	\$ 137,909.75

Professional Association for SQL Server**Departmental Income Statement**

Virtual Chapters - 240	Budget 2013	Budget 2014
REVENUE		
MS Sponsorship	\$ 15,000.00	\$ -
Virtual Chapters Sponsorship	\$ 24,000.00	\$ 13,000.00
WIT Luncheon Sponsorship	\$ 5,000.00	\$ 5,000.00
TOTAL REVENUE	\$ 44,000.00	\$ 18,000.00
EXPENSE		
Awards/Prizes/Gifts	\$ 3,000.00	\$ 1,500.00
Community Evangelist - Contractor	\$ 12,154.75	\$ 19,640.03
Exposure Sales	\$ 750.00	\$ 750.00
Printing	\$ 1,000.00	\$ -
Shirts (Summit)	\$ 750.00	\$ 1,000.00
Sponsorship - VC Share	\$ 9,000.00	\$ 6,100.00
Staff - General	\$ 8,197.28	\$ 9,570.57
Staff - VC (Sponsorship Maintenance)	\$ 2,244.96	\$ 4,135.00
Teleconference	\$ 900.00	\$ 300.00
VC Comps (Hard Costs)	\$ 8,966.20	\$ 10,614.50
VC Meeting - Summit	\$ -	\$ 649.50
VC Sponsorship - Management	\$ 3,600.00	\$ 1,950.00
Virtual Chapter Lounge		\$ 500.00
WIT Lunch	\$ 2,500.00	\$ 3,000.00
WIT Speaker Comps (Hard Costs)	\$ 1,344.93	\$ 1,273.74
TOTAL EXPENSE	\$ 54,408.12	\$ 60,983.34
NET INCOME	-\$ 10,408.12	-\$ 42,983.34

Professional Association for SQL Server		
Departmental Income Statement		
Summit Program - 250	Budget 2013	Budget 2014
REVENUE		
Conference Proceedings (Summit)	\$ 136,300.00	\$ 169,100.00
Conference Proceedings (Post Summit)	\$ 25,350.00	\$ 32,500.00
TOTAL REVENUE	\$ 161,650.00	\$ 201,600.00
EXPENSE		
AV Speaker Ready Room	\$ -	\$ 3,710.00
Awards/Prizes/Gifts	\$ 2,000.00	\$ 2,000.00
Committee/Speaker Gifts (Summit)	\$ 13,000.00	\$ 7,000.00
Conference Proceeding (Record Fee)	\$ 80,000.00	\$ 76,480.00
CSS Comps (Hard Costs)	\$ 7,621.27	\$ 7,217.86
CSS (Travel/Exp)	\$ 9,000.00	\$ 10,000.00
Decorator Show	\$ -	\$ 4,500.00
USB Fulfillment Fee	\$ 33,862.50	\$ 66,990.00
Evaluations/Surveys	\$ 12,000.00	\$ -
F&B - (Speaker Room)	\$ 7,375.31	\$ 6,292.24
Printing	\$ 1,500.00	\$ 1,500.00
Program Committee Comps (Hard Costs)	\$ 6,724.65	\$ 6,368.70
Quiz Bowl	\$ 140.00	\$ -
Speakers - Keynote	\$ 1,500.00	\$ -
Shirts (Speakers)	\$ 7,000.00	\$ 4,500.00
Speaker Requests	\$ -	\$ 2,500.00
Speaker Comps (Hard Costs)	\$ 42,589.45	\$ 42,458.00
Speaker Comps - MS (Hard Costs)	\$ 31,893.00	\$ 43,307.16
Speaker Comps - MS 1 day pass (Hard Costs)	\$ 4,994.40	\$ -
Staff - General	\$ 58,460.72	\$ 91,412.12
Teleconference	\$ 350.00	\$ 450.00
TOTAL EXPENSE	\$ 320,011.30	\$ 376,686.08
NET INCOME	-\$ 158,361.30	-\$ 175,086.08

Professional Association for SQL Server

Departmental Income Statement

PreCon Program - 255	Budget 2013	Budget 2014
REVENUE		
Conference Proceedings (Single Track)	\$ 7,410.00	\$ -
Conference Proceedings (All Three Tracks)	\$ 66,360.00	\$ -
Registration (PreCon 2012)	\$ 699,815.97	\$ 685,759.50
TOTAL REVENUE	\$ 773,585.97	\$ 685,759.50
EXPENSE		
Audio/Visual (PreCon)	\$ 33,000.00	\$ 30,000.00
Computer Rental-PASS Mach. & Install	\$ -	\$ 3,550.00
Conference Proceeding (Record Fee)	\$ 20,000.00	\$ -
Convention Center Internet Access	\$ -	\$ 9,172.00
Decorator	\$ -	\$ 675.00
DVD Fulfillment Fee	\$ 5,407.50	\$ -
Electrical Charges	\$ 17,000.00	\$ 18,620.00
F&B (PreCon)	\$ 156,507.20	\$ 136,334.20
On Site Medic	\$ -	\$ 1,200.00
Printing (PreCon)	\$ 16,000.00	\$ 16,000.00
PreCon Speaker - Community Comps (Hard Costs)	\$ 1,344.93	\$ 1,176.32
PreCon Speaker - MS Comps (Hard Costs)	\$ 896.62	\$ -
Security	\$ 4,400.00	\$ 6,915.00
Speaker Fees (PreCon)	\$ 132,876.45	\$ 111,606.43
Speaker Com-DVD PreCon One Track	\$ 1,615.00	\$ -
Speaker Com-DVD PreCon Three Tracks	\$ 14,910.00	\$ -
Staff - General	\$ 3,732.79	\$ 21,002.82
Teleconference	\$ 100.00	\$ 100.00
Travel - Speaker (PreCon)	\$ 6,500.00	\$ 6,000.00
TOTAL EXPENSE	\$ 414,290.49	\$ 362,351.77
NET INCOME	\$ 359,295.48	\$ 323,407.73

Professional Association for SQL Server		
Departmental Income Statement		
BA Conference - 340	Budget 2013	Budget 2014
REVENUE		
Hotel Commission	\$ -	\$ 34,228.00
Registration (BA Conference)	\$ 1,215,000.00	\$ 937,500.00
Registration (MS Discounted)	\$ 69,500.00	\$ -
Registration (PreCon)	\$ 79,000.00	\$ 177,381.40
Conference Proceedings (USB)	\$ 29,000.00	\$ 54,175.60
Sponsorship - MS	\$ 200,000.00	\$ 75,000.00
Sponsorship - Other	\$ 175,000.00	\$ 299,500.00
TOTAL REVENUE	\$ 1,767,500.00	\$ 1,577,785.00
EXPENSE		
Audio Visual	\$ 65,000.00	\$ 198,991.00
Board Member Comps (Hard Costs)	\$ 12,224.48	\$ 4,634.84
Computer Rental-PASS Mach & Install	\$ 15,000.00	\$ 24,102.00
Community Evangelist - Contractor	\$ -	\$ 4,937.45
Conv. Centre Internet Access	\$ 40,000.00	\$ 45,100.00
Conference Recording (USB)	\$ 70,000.00	\$ 34,825.00
Credit Card Processing	\$ 41,875.00	\$ 29,226.43
Decorator - Ops	\$ 50,000.00	\$ 66,000.00
Decorator - Expo Hall	\$ -	\$ 10,000.00
Delegate Gift	\$ 50,000.00	\$ 7,500.00
USB Fulfillment Fee	\$ 5,000.00	\$ 11,534.16
Electrical Charges	\$ 22,000.00	\$ 34,000.00
Exposure - Meals	\$ 600.00	\$ 600.00
Exposure - Travel	\$ 2,000.00	\$ 1,000.00
Exposure - Hotel	\$ 1,400.00	\$ 1,600.00
Exposure - Sale	\$ 26,250.00	\$ 44,925.00
Exhibitor Comps (Hard Costs)	\$ 21,035.60	\$ 16,884.06
Expo Only Comps (Hard Costs)	\$ -	\$ 14,447.70
F&B (PreCon)	\$ -	\$ 37,408.10
F&B (Paid Delegates)	\$ 32,552.00	\$ 228,420.00
F&B (additional rooms)	\$ 539,020.00	\$ 15,000.00
Facility Rental	\$ 9,000.00	\$ 14,000.00
HQ Staff Comps (Hard Costs)	\$ 60,000.00	\$ 5,296.96
Insurance	\$ 12,988.51	\$ 6,000.00
Incentive Comps	\$ 8,000.00	\$ 1,655.30
MS Comps (Hard Costs)	\$ 21,035.60	\$ 6,621.20
MS Sponsorship Expense	\$ 20,000.00	\$ 28,164.60
MVP Comps (Hard Costs)	\$ -	\$ 4,965.90
Office Supplies	\$ 1,000.00	\$ 350.00
Onsite Labour	\$ -	\$ 8,750.00
Postage/Shipping	\$ 2,000.00	\$ 2,000.00
Printing	\$ 2,500.00	\$ 2,500.00
Printing PreCon	\$ 2,000.00	\$ 5,068.04

Printing/Production - Program Guide	\$ 5,975.00	\$ 4,875.00
Production	\$ 45,000.00	\$ 35,000.00
Production (Hard Costs)	\$ 15,280.60	\$ 11,163.50
Production MS (Hard Costs)	\$ -	\$ 2,232.70
Program Schedule App	\$ 600.00	\$ 630.00
PreCon Speaker Comps (Hard Costs)	\$ -	\$ 2,282.70
Registration Fees	\$ 13,500.00	\$ 11,750.00
Registration Staff - Onsite	\$ 21,463.00	\$ 17,547.96
Registration Staff - Housing Contract	\$ 10,000.00	\$ 6,600.00
Registration Staff-Travel-Air&Hotel	\$ 1,600.00	\$ 1,680.00
Registration Staff - Travel - Meals	\$ 400.00	\$ 420.00
Registration Staff - Badges	\$ 3,000.00	\$ 2,437.50
Regonline Fees	\$ 2,250.00	\$ 1,777.50
Security	\$ 8,000.00	\$ 11,025.00
Shirts - BA Conference	\$ 4,050.00	\$ 4,900.00
Site Inspections	\$ 7,500.00	\$ -
Signage Production & Printing	\$ 10,000.00	\$ 23,000.00
Speaker Gifts	\$ -	\$ 6,225.00
Speaker Shirts	\$ 2,340.00	\$ 4,150.00
Speaker Fees (PreCon)	\$ 15,000.00	\$ 29,812.00
Speaker Comps (Hard Costs)	\$ 39,729.56	\$ 12,249.22
Speaker Comps - MS (Hard Costs)	\$ -	\$ 9,931.80
Sponsor/Exhibitor Expense	\$ 8,000.00	\$ 95,303.94
Staff - General	\$ 46,550.96	\$ 118,436.46
Travel - Staff (Air/Land/Hotel/Meals)	\$ 30,000.00	\$ 33,600.00
Travel - PreCon Speaker	\$ 2,000.00	\$ 2,500.00
Travel - Speaker	\$ -	\$ 14,740.00
Teleconference	\$ 750.00	\$ 1,000.00
Telephone- PASS	\$ 1,000.00	\$ 1,500.00
Volunteer Comps (Hard Costs)	\$ 7,640.30	\$ 3,310.60
Contingency	\$ 10,000.00	\$ -
TOTAL EXPENSE	\$ 1,444,110.61	\$ 1,386,588.61
NET INCOME	\$ 323,389.39	\$ 191,196.39

Professional Association for SQL Server		
Departmental Income Statement		
SQLRally Global - 355	Budget 2013	Budget 2014
REVENUE		
SQLRally Global - Misc Revenue	\$ 31,200.00	\$ -
TOTAL REVENUE	\$ 31,200.00	\$ -
EXPENSE		
Community Evangelist - Contractor	\$ 5,066.72	\$ 5,040.00
SQLRally Amsterdam	\$ 15,600.00	\$ 5,200.00
SQLRally Nordic	\$ 15,600.00	\$ 5,200.00
SQLRally TBD	\$ 15,600.00	\$ -
Staff - SQLRally Global	\$ 41,822.99	\$ 51,537.49
Teleconference	\$ 500.00	\$ -
TOTAL EXPENSE	\$ 94,189.71	\$ 66,977.49
NET INCOME	-\$ 62,989.71	-\$ 66,977.49

Professional Association for SQL Server

Departmental Income Statement

Deferred Membership - 901	Budget 2013	Budget 2014
REVENUE		
Charter Vendor	\$ 16,389.00	\$ 16,389.00
Founding Member	\$ 1,821.00	\$ 1,821.00
TOTAL REVENUE	\$ 18,210.00	\$ 18,210.00
EXPENSE		
	\$ -	\$ -
TOTAL EXPENSE	\$ -	\$ -
NET INCOME	\$ 18,210.00	\$ 18,210.00