

Professional Association for SQL Server

FY2015 Budget

Department Summary	Budget 2014	Budget 2015
REVENUE		
Corporate Administration - 110	\$ 3,500.00	\$ 7,000.00
Information Technology - 111	\$ 66,000.00	\$ 68,000.00
Board Support - 112	\$ -	\$ -
Member Services - 114	\$ 5,000.00	\$ 3,600.00
Marketing - 115	\$ 40,000.00	\$ 93,630.00
Chapters - 120	\$ -	\$ -
Volunteer Programs & Engagement - 130	\$ -	\$ -
Special Projects - 140	\$ 80,000.00	\$ 60,000.00
SQL Saturday - 150	\$ -	\$ -
Virtual Events - 160	\$ 44,000.00	\$ 46,000.00
Global Growth - 170	\$ -	\$ -
Virtual Communities - 240	\$ 18,000.00	\$ 22,125.00
SQLRally Global - 355	\$ -	\$ -
Deferred Membership - 901	\$ 18,210.00	\$ -
Community Summit - 210	\$ 4,403,868.04	\$ 4,989,982.82
Community Summit Expo - 220	\$ 676,400.00	\$ 735,725.00
Summit Programs- 250	\$ 887,359.50	\$ 1,152,840.21
BAC - 340	\$ 971,728.00	\$ 1,135,589.80
BAC Expo - 341	\$ 374,500.00	\$ 375,500.00
BAC Programs - 342	\$ 231,557.00	\$ 236,021.20
TOTAL REVENUE	\$ 7,820,122.54	\$ 8,926,014.03
EXPENSE		
Corporate Administration - 110	\$ 1,221,397.97	\$ 1,447,613.10
Information Technology - 111	\$ 404,669.58	\$ 551,721.38
Board Support - 112	\$ 202,128.18	\$ 219,952.77
Member Services - 114	\$ -	\$ -
Marketing - 115	\$ 588,487.72	\$ 633,353.22
Chapters - 120	\$ 141,751.41	\$ 92,551.83
Volunteer Programs & Engagement - 130	\$ 39,282.44	\$ 24,156.93
Special Projects - 140	\$ 64,103.18	\$ 496,480.72
SQL Saturday - 150	\$ 160,467.53	\$ 158,624.39
Virtual Events - 160	\$ 21,316.83	\$ 24,522.39
Global Growth - 170	\$ 44,116.21	\$ 15,098.87
Virtual Chapters - 240	\$ 60,983.34	\$ 39,879.51
SQLRally Global - 355	\$ 66,977.49	\$ 24,293.17
Deferred Membership - 901	\$ -	\$ -
Community Summit - 210	\$ 2,139,103.69	\$ 2,371,893.46
Community Summit Expo - 220	\$ 538,490.25	\$ 694,353.80
Summit Programs - 250	\$ 739,037.84	\$ 768,765.28
BAC - 340	\$ 994,083.40	\$ 870,581.51
BAC Expo - 341	\$ 221,779.20	\$ 328,941.06
BAC Programs - 342	\$ 170,726.02	\$ 275,974.17
TOTAL EXPENSE	\$ 7,818,902.26	\$ 9,038,757.53
NET INCOME	\$ 1,220.28	-\$ 112,743.50

**Professional Association for SQL Server
Departmental FY2015 Budget**

Corporate Administration - 110	Budget 2014	Budget 2015
REVENUE		
Interest - Miscellaneous	\$ 3,500.00	\$ 7,000.00
TOTAL REVENUE	\$ 3,500.00	\$ 7,000.00
EXPENSE		
Authorize.Net Fees	\$ 1,200.00	\$ 1,000.00
Accounting - General	\$ 2,500.00	\$ 3,500.00
Annual Report	\$ 37.00	\$ 37.00
Audit	\$ 25,000.00	\$ 24,500.00
Bank Charges	\$ 6,000.00	\$ 7,000.00
Custom Broker Expense	\$ 100.00	\$ 250.00
Insurance	\$ 5,500.00	\$ 6,006.00
Legal	\$ 25,000.00	\$ 25,000.00
Management & Overhead	\$ 711,947.22	\$ 815,667.40
Management - Incentive	\$ 131,413.68	\$ 153,719.72
Meals - Other	\$ 500.00	\$ -
Office Supplies	\$ 1,000.00	\$ 1,000.00
Misc. Expense - Contract Vendor	\$ 3,900.00	\$ 2,400.00
Postage/Shipping	\$ 6,500.00	\$ 6,500.00
Printing	\$ 100.00	\$ 500.00
Site Inspection - Summit	\$ 5,000.00	\$ 5,000.00
Site Inspection - BAC	\$ 15,000.00	\$ 10,320.00
Staff - Finance	\$ 143,482.99	\$ 125,834.95
Staff - Administration	\$ 93,852.78	\$ 143,964.78
Staff - Reporting	\$ 3,492.29	\$ 78,638.65
Staff - Governance	\$ 35,712.00	\$ 29,274.61
Storage	\$ 760.00	\$ -
Teleconference	\$ 600.00	\$ 900.00
Telephone - PASS	\$ 300.00	\$ -
Travel - Misc. (Air/Land/Hotel)	\$ 2,000.00	\$ 5,400.00
Travel - Misc. (Meals)	\$ 500.00	\$ 1,200.00
TOTAL EXPENSE	\$ 1,221,397.97	\$ 1,447,613.10
NET INCOME	-\$ 1,217,897.97	-\$ 1,440,613.10

**Professional Association for SQL Server
Departmental FY2015 Budget**

Information Technology - 111	Budget 2014	Budget 2015
REVENUE		
MS Sponsorship	\$ 66,000.00	\$ 68,000.00
TOTAL REVENUE	\$ 66,000.00	\$ 68,000.00
EXPENSE		
Computer Software/Equipment	\$ 3,000.00	\$ 5,000.00
IT - VC/VE Platform	\$ 36,588.00	\$ 41,588.00
IT - AtTask	\$ 13,522.15	\$ 16,295.40
IT - Constant Contact	\$ 60.00	\$ 60.00
IT - Domain Registration	\$ 750.00	\$ 750.00
IT - DNN Modules	\$ 1,000.00	\$ 1,500.00
IT - ExactTarget	\$ 18,049.98	\$ 21,800.00
IT - Guidebook	\$ 21,900.00	\$ 12,500.00
IT- Office 365	\$ 54,000.00	\$ 45,000.00
IT - Hosting	\$ 12,024.00	\$ 30,024.00
IT - Governance	\$ -	\$ 3,500.00
IT - SQLSaturday	\$ -	\$ 5,000.00
IT - Third Party Tools	\$ -	\$ 5,500.00
IT - Zoomerang	\$ 400.00	\$ -
Postage/Shipping	\$ 150.00	\$ -
Staff - IT (General)	\$ 105,790.97	\$ 93,350.21
Staff - IT (24 HOP)	\$ 6,153.61	\$ 10,456.62
Staff - IT (Chapters)	\$ 14,650.64	\$ 15,524.31
Staff - IT (Summit)	\$ 35,089.06	\$ 44,194.06
Staff - IT (VC)	\$ 4,492.41	\$ 2,226.67
Staff - IT (SQLRally)	\$ 12,512.36	\$ 5,244.31
Staff - IT (SQLSaturday)	\$ 15,797.80	\$ 16,374.04
Staff - IT (BAC)	\$ 31,524.54	\$ 40,734.39
Staff - IT (Global Growth)	\$ 5,586.00	\$ 3,711.89
Staff - IT (Volunteers)	\$ 5,528.08	\$ 2,974.38
Staff - IT (Launch Events)	\$ -	\$ 1,873.11
Staff - IT (Portfolio Projects)	\$ -	\$ 107,739.99
Staff - IT Consulting	\$ -	\$ 13,000.00
Teleconference	\$ 1,100.00	\$ 800.00
Training/Educational/Networking	\$ 5,000.00	\$ 5,000.00
TOTAL EXPENSE	\$ 404,669.58	\$ 551,721.38
NET INCOME	-\$ 338,669.58	-\$ 483,721.38

**Professional Association for SQL Server
Departmental FY2015 Budget**

Board Support - 112	Budget 2014	Budget 2015
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Audio/Visual	\$ 6,000.00	\$ 8,000.00
Awards/Prizes - Misc.	\$ 1,600.00	\$ 2,000.00
Board Member Comps (Hard Costs)	\$ 5,944.12	\$ -
Facility Rental	\$ 1,500.00	\$ -
Governance	\$ 8,000.00	\$ 1,000.00
President Discretionary	\$ 2,000.00	\$ 2,000.00
Staff - General	\$ 57,628.22	\$ 60,930.23
Telephone - PASS	\$ 600.00	\$ 400.00
Teleconference	\$ 1,100.00	\$ 1,702.13
Travel Summit - Leadership (Air/Land)	\$ 7,800.00	\$ 6,000.00
Travel Summit - Leadership Global (Air/Land)	\$ 5,000.00	\$ 3,800.00
Travel Summit - Leadership (Hotel)	\$ 17,020.00	\$ 14,850.56
Travel Summit - Leadership (Meals)	\$ 3,500.00	\$ 3,200.00
Travel Board Meetings -(Air/Land)	\$ 11,700.00	\$ 10,800.00
Travel Board Meetings - Global (Air/Land)	\$ 5,000.00	\$ 3,800.00
Travel Board Meeting - (Hotels)	\$ 13,305.60	\$ 13,458.32
Travel Board Meetings - (Meals)	\$ 7,000.00	\$ 10,774.00
Travel BAC -Leadership (Air/Land)	\$ 7,800.00	\$ 10,800.00
Travel BAC -Leadership Global (Air/Land)	\$ 5,000.00	\$ 3,800.00
Travel BAC - Leadership (Hotel)	\$ 17,020.00	\$ 24,258.06
Travel BAC - Leadership (Meals)	\$ 6,100.00	\$ 8,015.18
Travel Misc. - Leadership (Air/Land)	\$ 2,100.00	\$ 4,800.00
Travel Misc. - Leadership (Hotel)	\$ 1,905.12	\$ 4,264.28
Travel Misc. - Leadership (Meals)	\$ 1,750.00	\$ 15,000.00
Travel - Misc. (Air/Land/Hotel)	\$ 4,005.12	\$ 4,800.00
Travel - Misc. (Meals)	\$ 1,750.00	\$ 1,500.00
TOTAL EXPENSE	\$ 202,128.18	\$ 219,952.77
NET INCOME	-\$ 202,128.18	-\$ 219,952.77

**Professional Association for SQL Server
Departmental FY2015 Budget**

Member Services - 114	Budget 2014	Budget 2015
REVENUE		
Job Target	\$ 5,000.00	\$ 3,600.00
TOTAL REVENUE	\$ 5,000.00	\$ 3,600.00
EXPENSE		
Staff - General	\$ -	\$ -
TOTAL EXPENSE	\$ -	\$ -
NET INCOME	\$ 5,000.00	\$ 3,600.00

**Professional Association for SQL Server
Departmental FY2015 Budget**

General Marketing - 115	Budget 2014	Budget 2015
REVENUE		
Advertising - General	\$ 40,000.00	\$ 54,650.00
Advertising - Global Alliance Partners	\$ -	\$ 38,980.00
TOTAL REVENUE	\$ 40,000.00	\$ 93,630.00
EXPENSE		
Awards/Prizes /Misc.	\$ 3,000.00	\$ -
Community Evangelist - Contractor	\$ 2,962.50	\$ -
Design/Graphic - BA Conference	\$ 5,000.00	\$ 20,000.00
Design/Graphic - SQLRally Global	\$ 2,000.00	\$ 1,000.00
Design/Graphic - SQLSaturday NA	\$ 2,000.00	\$ 8,000.00
Design/Graphic - SQLSaturday Global	\$ 1,000.00	\$ -
Design/Graphic - Summit	\$ 10,000.00	\$ 22,000.00
Design/Graphic - Virtual Events	\$ 2,500.00	\$ 2,500.00
Design/Graphic - General	\$ 7,000.00	\$ 3,000.00
Design/Graphic - Chapters	\$ 1,000.00	\$ 1,500.00
Design/Graphic - Virtual Chapters	\$ 2,000.00	\$ 2,500.00
Design/Graphic - Alliances	\$ -	\$ 1,500.00
Exposure - Sales	\$ 4,875.00	\$ 16,231.50
Marketing/Advertising - 24 HOP	\$ 5,000.00	\$ 5,000.00
Marketing/Advertising - BAC	\$ 35,000.00	\$ 33,000.00
Marketing/Advertising - Summit	\$ 10,000.00	\$ 10,000.00
Marketing/Advertising - General	\$ -	\$ 2,500.00
Marketing - SQLSaturday	\$ 10,000.00	\$ 9,000.00
Marketing - General	\$ 75,000.00	\$ 30,000.00
Marketing - Global Growth	\$ 3,000.00	\$ -
Marketing - SQLRally Global	\$ 2,000.00	\$ 750.00
Marketing - BA Conference	\$ 85,000.00	\$ 50,000.00
Marketing - Summit	\$ 90,000.00	\$ 40,000.00
Marketing - Virtual Events	\$ 20,000.00	\$ 2,000.00
Marketing - Community (VCs, Chapters)	\$ -	\$ 5,000.00
Marketing - Alliances	\$ -	\$ 2,000.00
Marketing - Analytics Day	\$ -	\$ 10,000.00
Media/Press Comps (Hard Costs)	\$ 4,245.80	\$ -
Multi Media - General	\$ 2,000.00	\$ -
Multi Media - Summit	\$ 15,000.00	\$ 14,000.00
Multi-Media - BAC	\$ 10,000.00	\$ 6,000.00
PASS TV	\$ 22,362.00	\$ -
Postage/Shipping	\$ 3,000.00	\$ 1,500.00
Printing	\$ 2,000.00	\$ 2,000.00
Promotional Incentives - BAC	\$ -	\$ 9,038.70
Promotional Incentives - Chapter/VC	\$ 10,000.00	\$ 2,000.00
Promotional Incentives - SQLSaturday NA	\$ 5,000.00	\$ 5,000.00
Promotional Incentives - SQLSaturday Global	\$ 1,500.00	\$ -
Promotional Incentives - Analytics Day	\$ -	\$ -
Promotional Incentives - Summit	\$ 8,000.00	\$ 9,955.30
Promotional Incentives - SQLRally Global	\$ 1,500.00	\$ 1,500.00
Promotional Incentives - General	\$ 2,000.00	\$ 3,000.00
Public Relations	\$ 5,000.00	\$ -
Staff - Marketing (General)	\$ 74,635.90	\$ 89,553.26
Staff - Marketing (BAC)	\$ 16,745.08	\$ 71,935.52
Staff - Marketing (Summit)	\$ 10,872.52	\$ 68,131.59
Staff - Marketing (Global)	\$ 13,088.91	\$ 43,461.34
Staff - Marketing (Virtual Chapters)	\$ -	\$ 22,296.01
Teleconference	\$ 3,200.00	\$ 1,500.00
T&E	\$ -	\$ 5,000.00
TOTAL EXPENSE	\$ 588,487.72	\$ 633,353.22
NET INCOME	-\$ 548,487.72	-\$ 539,723.22

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Departmental FY2015 Budget

Chapters - 120	Budget 2014	Budget 2015
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Awards/Prizes/Gifts	\$ 1,320.00	\$ 2,000.00
Chapter Leaders Comps (Hard Costs)	\$ 48,850.70	\$ -
Chapter leader Meeting - Summit	\$ 1,299.00	\$ 2,500.00
Community Evangelist - Contractor	\$ 43,560.92	\$ 19,982.81
Incentives - Summit & BAC Registrations	\$ 8,000.00	\$ 20,000.00
Printing	\$ 2,100.00	\$ -
Regional Mentor Meeting - Summit	\$ 649.50	\$ 1,000.00
Regional Mentor T&E	\$ 3,000.00	\$ -
Staff - Chapters	\$ 11,821.29	\$ 38,169.02
Teleconference	\$ 1,100.00	\$ 500.00
Travel - CE (1) Domestic A/L/H	\$ 4,400.00	\$ -
Travel - CE (1) Domestic Meals	\$ 900.00	\$ -
Travel - CE (1) International A/L/H	\$ 3,825.00	\$ 3,600.00
Travel - CE (1) International Meals	\$ 900.00	\$ 600.00
Travel - CE (2) Domestic A/L/H	\$ 4,400.00	\$ -
Travel - CE (2) Domestic Meals	\$ 900.00	\$ -
Travel - CE (2) International A/L/H	\$ 3,825.00	\$ 3,600.00
Travel - CE (2) International Meals	\$ 900.00	\$ 600.00
TOTAL EXPENSE	\$ 141,751.41	\$ 92,551.83
NET INCOME	-\$ 141,751.41	-\$ 92,551.83

Professional Association for SQL Server**Departmental FY2015 Budget**

Volunteer Programs & Engagement - 130	Budget 2014	Budget 2015
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Awards/Prizes - Misc.	\$ 500.00	\$ 500.00
Comps - MVP (Hard Costs)	\$ 11,039.08	\$ -
Volunteer Incentives	\$ 6,368.70	\$ 5,313.22
Postage/Shipping	\$ 250.00	\$ 150.00
Staff - General	\$ 11,624.66	\$ 5,693.71
Teleconference	\$ 500.00	\$ 100.00
Volunteer Evening Event	\$ 8,000.00	\$ 10,000.00
Volunteer Meeting Summit	\$ -	\$ 2,000.00
Volunteer Appreciation Certificates	\$ 1,000.00	\$ 400.00
TOTAL EXPENSE	\$ 39,282.44	\$ 24,156.93
NET INCOME	-\$ 39,282.44	-\$ 24,156.93

**Professional Association for SQL Server
Departmental FY2015 Budget**

Special Projects - 140	Budget 2014	Budget 2015
REVENUE		
MS Sponsorship	\$ 80,000.00	\$ -
Global Alliance Annual Dues	\$ -	\$ 60,000.00
TOTAL REVENUE	\$ 80,000.00	\$ 60,000.00
EXPENSE		
Training/Educational/Networking	\$ -	\$ 1,500.00
Travel - Misc. (Air/Land/Hotel)	\$ -	\$ 4,200.00
Travel - Misc. (Meals)	\$ -	\$ 1,000.00
Sponsor Awards		\$ 500.00
Promotional Incentives - Special Projects	\$ -	\$ 4,322.28
Travel - Misc. (Air/Land/Hotel)	\$ -	\$ 2,848.00
Travel - Misc. (Meals)	\$ -	\$ 800.00
Staff - General	\$ 63,703.18	\$ 56,683.27
Staff - Contingency	\$ -	\$ 419,422.30
Staff - Launch Events	\$ -	\$ 4,804.88
Teleconference	\$ 400.00	\$ 400.00
TOTAL EXPENSE	\$ 64,103.18	\$ 496,480.72
NET INCOME	\$ 15,896.82	-\$ 436,480.72

Professional Association for SQL Server

Departmental FY2015 Budget

SQLSaturday - 150	Budget 2014	Budget 2015
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Community Evangelist - Contractor	\$ 55,895.59	\$ 40,365.28
Regional Mentor -TE	\$ -	\$ 5,000.00
SQLSaturday Sponsorship	\$ 40,000.00	\$ 31,500.00
SQLSaturday Sponsorship - International	\$ 12,000.00	\$ 13,500.00
SQLSaturday Round Table - Summit	\$ 649.50	\$ 750.00
Staff - General	\$ 8,642.33	\$ 23,509.10
Staff - SQLSaturday North America	\$ 16,270.42	\$ -
Staff- SQLSaturday Global	\$ 4,664.69	\$ -
Teleconference	\$ 400.00	\$ 200.00
Travel - CE (1) Domestic A/L/H	\$ 4,840.00	\$ 5,220.00
Travel - CE (1) Domestic Meals	\$ 962.50	\$ 1,000.00
Travel - CE (1) International A/L/H	\$ 4,207.50	\$ 13,440.00
Travel - CE (1) International Meals	\$ 962.50	\$ 2,240.00
Travel - CE (2) Domestic A/L/H	\$ 4,840.00	\$ 5,220.00
Travel - CE (2) Domestic Meals	\$ 962.50	\$ 1,000.00
Travel - CE (2) International A/L/H	\$ 4,207.50	\$ 13,440.00
Travel - CE (2) International Meals	\$ 962.50	\$ 2,240.00
TOTAL EXPENSE	\$ 160,467.53	\$ 158,624.39
NET INCOME	-\$ 160,467.53	-\$ 158,624.39

**Professional Association for SQL Server
Departmental FY2015 Budget**

Virtual Events - 160	Budget 2014	Budget 2015
REVENUE		
MS Sponsorship	\$ 20,000.00	\$ 18,000.00
24 Hours of PASS - Sponsorship	\$ 24,000.00	\$ 14,500.00
25 Hours of PASS - Sponsorship (Global Alliance)	\$ -	\$ 13,500.00
TOTAL REVENUE	\$ 44,000.00	\$ 46,000.00
EXPENSE		
Exposure - Sales	\$ 3,600.00	\$ 5,883.00
Staff - Virtual Events	\$ 17,716.83	\$ 16,874.32
Staff - Virtual Events (Global)	\$ -	\$ 1,765.07
TOTAL EXPENSE	\$ 21,316.83	\$ 24,522.39
NET INCOME	\$ 22,683.17	\$ 21,477.61

Professional Association for SQL Server**Departmental FY2015 Budget**

Global Growth - 170	Budget 2014	Budget 2015
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Community Evangelist - Contractor	\$ 4,114.77	\$ 1,198.97
Regional Board Advisor - Latam	\$ -	\$ 3,000.00
Legal Consultant	\$ 20,000.00	\$ 5,000.00
Translation of Best of PASS DVD - Top 5 Languages	\$ 5,000.00	\$ -
Staff - General	\$ 14,701.44	\$ 5,199.90
Teleconference	\$ 300.00	\$ 700.00
TOTAL EXPENSE	\$ 44,116.21	\$ 15,098.87
NET INCOME	-\$ 44,116.21	-\$ 15,098.87

Professional Association for SQL Server

Departmental FY2015 Budget

Virtual Chapters - 240	Budget 2014	Budget 2015
REVENUE		
Virtual Chapters Sponsorship	\$ 13,000.00	\$ 6,500.00
Virtual Chapters Sponsorship - Global Alliance	\$ -	\$ 11,000.00
WIT Luncheon Sponsorship	\$ 5,000.00	\$ 4,625.00
TOTAL REVENUE	\$ 18,000.00	\$ 22,125.00
EXPENSE		
Awards/Prizes/Gifts	\$ 1,500.00	\$ 1,000.00
Community Evangelist - Contractor	\$ 19,640.03	\$ 7,993.13
Exposure Sales	\$ 750.00	\$ 3,708.00
Live Meeting	\$ -	\$ -
Shirts (Summit)	\$ 1,000.00	\$ 750.00
Sponsorship - VC Share	\$ 6,100.00	\$ 6,475.00
Staff - General	\$ 9,570.57	\$ 8,302.99
Staff - VC (Sponsorship Maintenance)	\$ 4,135.00	\$ 4,325.40
Teleconference	\$ 300.00	\$ 50.00
VC Comps (Hard Costs)	\$ 10,614.50	\$ -
VC Meeting - Summit	\$ 649.50	\$ 800.00
VC Sponsorship - Management	\$ 1,950.00	\$ 975.00
Virtual Chapter Lounge	\$ 500.00	\$ -
WIT Lunch	\$ 3,000.00	\$ 5,500.00
WIT Speaker Comps (Hard Costs)	\$ 1,273.74	\$ -
TOTAL EXPENSE	\$ 60,983.34	\$ 39,879.51
NET INCOME	-\$ 42,983.34	-\$ 17,754.51

**Professional Association for SQL Server
Departmental FY2015 Budget**

SQLRally Global - 355	Budget 2014	Budget 2015
REVENUE		
	\$ -	\$ -
TOTAL REVENUE	\$ -	\$ -
EXPENSE		
Community Evangelist - Contractor	\$ 5,040.00	\$ 2,397.94
Travel - Misc. (Air/Land/Hotel)	\$ 5,200.00	\$ -
Travel - Misc. (Air/Land/Hotel)	\$ 5,200.00	\$ 8,400.00
Travel - Misc. (Meals)	\$ -	\$ 2,000.00
Staff - SQLRally Global	\$ 51,537.49	\$ 11,495.23
Telephone		\$ -
TOTAL EXPENSE	\$ 66,977.49	\$ 24,293.17
NET INCOME	-\$ 66,977.49	-\$ 24,293.17

**Professional Association for SQL Server
Departmental FY2015 Budget**

Community Summit - 210	Budget 2014	Budget 2015
REVENUE		
Commission - Summit Book Store	\$ 2,500.00	\$ 500.00
Hotel Commission	\$ 79,939.04	\$ 122,050.00
Hotel Rebate	\$ 61,224.00	\$ 31,725.00
MS Sponsor - Appreciation Event	\$ 75,000.00	\$ 75,000.00
MS Sponsor - Registration	\$ 16,425.00	\$ 149,375.00
Registration (Summit 2014)	\$ 4,168,780.00	\$ 4,611,332.82
TOTAL REVENUE	\$ 4,403,868.04	\$ 4,989,982.82
EXPENSE		
Anti Harassment Duty Office	\$ 3,033.00	\$ -
Audio/Visual	\$ 107,200.00	\$ 109,169.07
Audio/Visual loyatly discount		-\$ 5,000.00
Audio/Visual - WIT	\$ 1,000.00	\$ 1,000.00
Awards/Prizes/Gifts	\$ 2,000.00	\$ -
Book Store	\$ 90.00	\$ -
Comps (Hard Costs)	\$ 3,822.22	\$ -
Computer Rental - PASS Machines & Install	\$ 12,195.00	\$ 14,405.89
Community Evangelist - Contractor	\$ 11,973.75	\$ 3,996.56
Credit Card Processing	\$ 115,000.00	\$ 161,396.65
Community Zone & Info Desk	\$ 4,340.00	\$ 3,615.01
Conv.Center Space Rental Cr F&B	-\$ 77,940.00	-\$ 77,185.75
Conv. Centre Internet Access	\$ 57,000.00	\$ 57,020.40
Internet loyalty discount	\$ -	-\$ 20,000.00
Decorator - Show	\$ 43,868.74	\$ 38,387.13
Delegate Gift	\$ 79,791.50	\$ 127,272.46
Electrical Charges	\$ 8,600.00	\$ 5,935.00
Facility Rental	\$ 126,425.78	\$ 183,461.38
Facility Rental: Discounted Rent	\$ -	-\$ 69,595.00
CVB Cash Concession	\$ -	-\$ 5,000.00
Air Conditioning Fee	\$ 1,825.00	\$ -
F&B (Board)	\$ 4,547.34	\$ 3,000.00
F&B (Registration Staff)	\$ 4,033.27	\$ 3,530.80
F&B (PASS HQ)	\$ 17,586.43	\$ 16,995.39
F&B (MSFT)	\$ 2,598.00	\$ -
F&B (Paid Delegates)	\$ 826,493.98	\$ 1,025,443.24
F&B Drink Tickets	\$ 24,794.70	\$ 24,088.42
F&B (Comps Credit)	-\$ 109,093.59	-\$ 137,773.82
F&B (Water Bubblers)	\$ 15,000.00	\$ 4,500.00
F&B (Bartender/Labour)	\$ -	\$ 5,475.00
First Timers Event	\$ 6,712.67	\$ 6,000.00
HQ Consulting Comps (Hard Costs)	\$ 11,763.20	\$ -
HQ Staff Comps (Hard Costs)	\$ 9,410.56	\$ -

**Professional Association for SQL Server
Departmental FY2015 Budget**

Community Summit - 210 - Continued	Budget 2014	Budget 2015
EXPENSE - Continued		
Insurance	\$ 12,000.00	\$ 15,500.00
Keynote Production	\$ 111,500.00	\$ 151,590.25
Networking Workshop	\$ 3,800.00	\$ -
Office Supplies	\$ 1,600.00	\$ 1,000.00
Pass TV	\$ -	\$ 34,324.84
Postage/Shipping	\$ 2,500.00	\$ 500.00
Power Lounges	\$ 7,000.00	\$ 5,030.00
Printing - General	\$ 2,500.00	\$ 500.00
Printing - Chapters Lunch		\$ 3,300.00
Printing - BOF Lunch	\$ 1,580.00	\$ 750.00
Printing - Program Guide/pullout	\$ 8,000.00	\$ 5,000.00
Production/Vendors Comps (Hard Costs)	\$ 28,635.48	\$ -
Production/Vendor MS Comps (Hard Costs)	\$ 5,614.80	\$ -
Production/Vendor MS Temp Comps (Hard Costs)	\$ 500.00	\$ -
Production - PRP	\$ 65,500.00	\$ 62,500.00
Quiz Bowl	\$ 250.00	\$ -
Regonline Fees	\$ 6,864.75	\$ 7,796.25
Registration Staff - Onsite	\$ 43,211.00	\$ 53,000.00
Registration Staff - Badges	\$ 9,785.75	\$ 13,860.00
Registration Fees	\$ 36,621.00	\$ 38,115.00
Registration Staff - Set up fee	\$ -	\$ 1,750.00
Registration Fees - Housing	\$ 14,300.00	\$ 16,560.00
Registration Staff-Travel-Air&Hotel	\$ 10,000.00	\$ 13,500.00
Registration Staff - Travel - Meals	\$ 2,000.00	\$ 2,500.00
Security	\$ 16,070.00	\$ 11,800.00
Shirts (Summit)	\$ 7,620.00	\$ 8,657.00
Staff - General	\$ 171,944.65	\$ 157,238.73
Appreciation Event - FIXED COST	\$ 61,750.00	\$ 75,146.38
Appreciation Event - VARIABLE COST	\$ 124,967.60	\$ 132,900.00
Teleconference	\$ 50.00	\$ 300.00
Telephone - PASS	\$ 2,000.00	\$ 2,000.00
Travel - Misc. (Air/Land/Hotel)	\$ 56,867.11	\$ 68,937.18
Travel - Misc. (Meals)	\$ 7,000.00	\$ 7,000.00
Vests (Staff)	\$ 3,000.00	\$ 700.00
TOTAL EXPENSE	\$ 2,139,103.69	\$ 2,371,893.46
NET INCOME	\$ 2,264,764.35	\$ 2,618,089.36

**Professional Association for SQL Server
Departmental FY2015 Budget**

Community Summit Expo - 220	Budget 2014	Budget 2015
REVENUE		
MS Sponsorship Agreement	\$ 125,000.00	\$ 125,000.00
Sponsorship - Advertising	\$ 4,500.00	\$ 2,500.00
Sponsorship - Exhibit/Vendor	\$ 212,700.00	\$ 214,500.00
Sponsorship - AMO	\$ 54,200.00	\$ 50,000.00
Sponsorship Package Revenue	\$ 280,000.00	\$ 178,000.00
Sponsorship - Global Alliance	\$ -	\$ 147,000.00
Sponsorship - AMO Global Alliance	\$ -	\$ 13,725.00
Sponsorship - Advertising Global Alliance		\$ 5,000.00
TOTAL REVENUE	\$ 676,400.00	\$ 735,725.00
EXPENSE		
AMO Expenses	\$ 24,985.79	\$ 19,627.44
AMO Expenses - Global Alliance	\$ -	\$ 13,725.00
Audio Visual	\$ 800.00	\$ 1,000.00
Awards/Prizes/Gifts	\$ 300.00	\$ -
Decorator - Show	\$ 28,135.94	\$ 35,000.00
Electrical Charges	\$ 600.00	\$ 1,500.00
ExpoSure - Sales	\$ 139,091.88	\$ 113,520.00
ExpoSure - Hotel Rooms	\$ -	\$ 2,784.52
ExpoSure - Travel	\$ -	\$ 1,200.00
Exposure -Meals	\$ 500.00	\$ 500.00
Exhibitor Comps -Full Comps (Hard Costs)	\$ 33,541.82	\$ -
Exhibitor Comps - (Booth - Hard Cost)	\$ 49,261.50	\$ -
F&B (Expo Reception)	\$ 97,854.57	\$ 106,028.80
F&B - Drink Tickets	\$ 24,869.50	\$ 24,165.63
F&B (Exhibitors Only)	\$ -	\$ 8,011.56
F&B (Bartender/Labour)	\$ -	\$ 5,475.00
Lead Retrieval	\$ 880.00	\$ 1,262.75
MS Sponsorship Expenses	\$ 22,338.29	\$ 117,290.24
MS Sponsorship Full Passes	\$ 30,037.50	\$ -
Printing	\$ 500.00	\$ -
Registration Staff - Set up fee	\$ -	\$ 1,750.00
Regonline Fees	\$ 250.00	\$ 310.00
Security	\$ 5,000.00	\$ 4,369.60
Sponsor/Exhibitor Expense	\$ 38,637.17	\$ 123,075.61
Sponsor/Exhibitor Expense - Global Alliance	\$ -	\$ 72,056.16
Staff - General	\$ 39,931.29	\$ 40,801.50
Teleconference	\$ 75.00	\$ -
Telephone - PASS	\$ 900.00	\$ 900.00
TOTAL EXPENSE	\$ 538,490.25	\$ 694,353.80
NET INCOME	\$ 137,909.75	\$ 41,371.20

**Professional Association for SQL Server
Departmental FY2015 Budget**

Summit Programs - 250	Budget 2014	Budget 2015
REVENUE		
Conference Proceedings (Summit)	\$ 169,100.00	\$ 182,872.30
Conference Proceedings (Post Summit)	\$ 32,500.00	\$ 36,300.00
Registration (PreCon 2014)	\$ 685,759.50	\$ 933,667.91
TOTAL REVENUE	\$ 887,359.50	\$ 1,152,840.21
EXPENSES		
EXPENSE - Summit Program		
AV Speaker Ready Room	\$ 3,710.00	\$ 6,483.97
Awards/Prizes/Gifts	\$ 2,000.00	\$ 3,000.00
Committee/Speaker Gifts (Summit)	\$ 7,000.00	\$ 14,000.00
Conference Proceeding (Record Fee)	\$ 76,480.00	\$ 82,000.00
CSS Comps (Hard Costs)	\$ 7,217.86	\$ -
CSS (Travel/Exp)	\$ 10,000.00	\$ 10,000.00
Decorator Show	\$ 4,500.00	\$ 1,200.00
USB Fulfillment Fee	\$ 66,990.00	\$ 47,777.23
F&B - (Speaker Room)	\$ 6,292.24	\$ -
Speaker Experience	\$ -	\$ 2,500.00
Printing	\$ 1,500.00	\$ 1,500.00
Program Committee Comps (Hard Costs)	\$ 6,368.70	\$ -
Shirts (Speakers)	\$ 4,500.00	\$ 5,459.00
Speaker Requests	\$ 2,500.00	\$ 2,000.00
Speaker Comps (Hard Costs)	\$ 42,458.00	\$ -
Speaker Comps - MS (Hard Costs)	\$ 43,307.16	\$ -
Speaker Expense - Community		\$ 55,378.45
Teleconference	\$ 450.00	\$ 70.00
TOTAL EXPENSE - Program	\$ 285,273.96	\$ 231,368.65
EXPENSE - PreCon Program		
Audio/Visual (PreCon)	\$ 30,000.00	\$ 60,020.19
Computer Rental-PASS Mach. & Install	\$ 3,550.00	\$ 3,944.70
Convention Center Internet Access	\$ 9,172.00	\$ 25,435.60
Decorator	\$ 675.00	\$ 900.00
Electrical Charges	\$ 18,620.00	\$ 21,020.00
F&B (PreCon)	\$ 136,334.20	\$ 193,873.08
On Site Medic	\$ 1,200.00	\$ -
Printing (PreCon)	\$ 16,000.00	\$ 21,000.00
PreCon Speaker - Community Comps (Hard Costs)	\$ 1,176.32	\$ -
Security	\$ 6,915.00	\$ 5,400.00
Speaker Fees/Expense (PreCon)	\$ 111,606.43	\$ 138,776.11
Teleconference	\$ 100.00	\$ -
Travel - Speaker (PreCon)	\$ 6,000.00	\$ 9,000.00
TOTAL EXPENSE - PreCon Program	\$ 341,348.95	\$ 479,369.69
Staff - General (Program)	\$ 91,412.12	\$ 55,449.79
Staff - General (PreCon Program)	\$ 21,002.82	\$ 2,577.15
TOTAL EXPENSES	\$ 739,037.84	\$ 768,765.28
NET INCOME	\$ 148,321.66	\$ 384,074.93

**Professional Association for SQL Server
Departmental FY2015 Budget**

BAC - 340	Budget 2014	Budget 2015
REVENUE		
Hotel Commission	\$ 34,228.00	\$ 44,519.80
Hotel Rebate	\$ -	\$ 18,420.00
Registration (BA Conference)	\$ 937,500.00	\$ 1,036,800.00
Registration (MS Prepaid)	\$ -	\$ 35,850.00
TOTAL REVENUE	\$ 971,728.00	\$ 1,135,589.80
EXPENSE		
Audio Visual	\$ 198,991.00	\$ 34,000.00
Keynote Production	\$ -	\$ 116,836.39
Board Member Comps (Hard Costs)	\$ 4,634.84	\$ -
Computer Rental-PASS Mach & Install	\$ 24,102.00	\$ 14,364.13
Community Evangelist - Contractor	\$ 4,937.45	\$ 3,996.56
Community Zone	\$ -	\$ 6,182.00
Conv. Centre Internet Access	\$ 45,100.00	\$ 37,727.50
Credit Card Processing	\$ 29,226.43	\$ 36,288.00
Decorator - Ops	\$ 66,000.00	\$ 66,000.00
Delegate Gift	\$ 7,500.00	\$ 13,410.00
Electrical Charges	\$ 34,000.00	\$ 15,893.00
F&B (Delegates)	\$ 228,420.00	\$ 207,033.56
F&B (additional rooms)	\$ 15,000.00	\$ 15,000.00
F&B (Comps Credit)	\$ -	-\$ 12,672.62
Facility Rental	\$ 14,000.00	\$ 100,080.00
Facility Rental: Discounted Rent	\$ -	-\$ 66,560.00
HQ Staff Comps (Hard Costs)	\$ 5,296.96	\$ -
Insurance	\$ 6,000.00	\$ 4,000.00
Incentive Comps	\$ 1,655.30	\$ -
MVP Comps (Hard Costs)	\$ 4,965.90	\$ -
Office Supplies	\$ 350.00	\$ 350.00
Onsite Labour	\$ 8,750.00	\$ 8,750.00
Power Lounge	\$ -	\$ 5,887.00
Postage/Shipping	\$ 2,000.00	\$ 2,000.00
Printing	\$ 2,500.00	\$ 2,500.00
Printing/Production - Program Guide	\$ 4,875.00	\$ 2,000.00
Production	\$ 35,000.00	\$ 35,000.00
Production (Hard Costs)	\$ 11,163.50	\$ -
Program Schedule App	\$ 630.00	\$ -
Registration Fees	\$ 11,750.00	\$ 11,407.00
Registration - Set up Fee	\$ -	\$ 1,750.00
Registration Staff - Onsite	\$ 17,547.96	\$ 20,565.00
Registration Staff - Housing Contract	\$ 6,600.00	\$ 6,600.00
Registration Staff-Travel-Air&Hotel	\$ 1,680.00	\$ 3,000.00
Registration Staff - Travel - Meals	\$ 420.00	\$ 800.00
Registration Staff - Badges	\$ 2,437.50	\$ 4,148.00
Regonline Fees	\$ 1,777.50	\$ 2,333.25
Security	\$ 11,025.00	\$ 6,600.00
Shirts - BA Conference	\$ 4,900.00	\$ 4,096.00
Signage Production & Printing	\$ 23,000.00	\$ 25,012.50
Staff - General	\$ 118,436.46	\$ 100,504.22
Travel - Staff (Air/Land)	\$ 33,600.00	\$ 10,000.00
Travel - Staff (Hotel)	\$ -	\$ 16,000.00
Travel - Staff (Meals)	\$ -	\$ 8,000.00
Teleconference	\$ 1,000.00	\$ 200.00
Telephone- PASS	\$ 1,500.00	\$ 1,500.00
Volunteer Comps (Hard Costs)	\$ 3,310.60	\$ -
TOTAL EXPENSE	\$ 994,083.40	\$ 870,581.51
NET INCOME	-\$ 22,355.40	\$ 265,008.29

**Professional Association for SQL Server
Departmental FY2015 Budget**

BAC Expo - 341	Budget 2014	Budget 2015
REVENUE		
MS Sponsorship Agreement	\$ 75,000.00	\$ 80,000.00
Sponsorship - Exhibit/Vendor	\$ -	\$ 63,500.00
Sponsorship Package Revenue	\$ 299,500.00	\$ 100,000.00
Sponsorship - Exhibit/Vendor Global Alliance	\$ -	\$ 6,000.00
Sponsorship - Global Alliance	\$ -	\$ 126,000.00
TOTAL REVENUE	\$ 374,500.00	\$ 375,500.00
EXPENSE		
Audio Visual	\$ -	\$ 1,200.00
Decorator - Expo Hall	\$ 10,000.00	\$ 19,575.00
Electrical Charges	\$ -	\$ 1,692.00
ExpoSure - Sales	\$ 44,925.00	\$ 60,795.00
ExpoSure - Hotel Rooms	\$ 1,600.00	\$ 1,500.00
ExpoSure - Travel	\$ 1,000.00	\$ 1,000.00
Exposure -Meals	\$ 600.00	\$ 600.00
Exhibitor Comps -Full Comps (Hard Costs)	\$ 16,884.06	\$ -
Exhibitor Comps - (Booth - Hard Cost)	\$ 14,447.70	\$ -
F&B (Expo Reception)	\$ -	\$ 46,816.00
F&B - Drink Tickets	\$ -	\$ -
F&B (Exhibitors Only)	\$ -	\$ 6,000.00
MS Sponsorship Expense	\$ 28,164.60	\$ 29,752.58
MS Sponsorship Full Passes	\$ 6,621.20	\$ -
Production MS (Hard Costs)	\$ 2,232.70	\$ -
Regonline Fees	\$ -	\$ 90.00
Registration - Set up Fees	\$ -	\$ 1,750.00
Security	\$ -	\$ 3,369.60
Sponsor/Exhibitor Expense	\$ 95,303.94	\$ 79,776.09
Sponsor/Exhibitor Expense - Global Alliance	\$ -	\$ 59,185.55
Staff - General	\$ -	\$ 15,839.24
TOTAL EXPENSE	\$ 221,779.20	\$ 328,941.06
NET INCOME	\$ 152,720.80	\$ 46,558.94

**Professional Association for SQL Server
Departmental FY2015 Budget**

BAC Programs - 342	Budget 2014	Budget 2015
BAC		
Conference Proceedings (BAC)	\$ 54,175.60	\$ 38,576.40
Registration (PreCon)	\$ 177,381.40	\$ 197,444.80
TOTAL REVENUE	\$ 231,557.00	\$ 236,021.20
EXPENSE		
EXPENSE - Program		
AV Speaker Ready Room	\$ -	\$ 3,360.00
Awards/Prizes/Gifts	\$ -	\$ 1,600.00
Conference Recording (USB)	\$ 34,825.00	\$ 34,825.00
Credit Card Processing	\$ -	\$ 964.41
Decorator Show	\$ -	\$ 1,200.00
USB Fulfillment Fee	\$ 11,534.16	\$ 4,977.60
Speaker Shirts	\$ 4,150.00	\$ 3,807.00
Speaker Gifts	\$ 6,225.00	\$ 6,225.00
Speaker Expense	\$ 12,249.22	\$ 19,816.72
Speaker Expense - MS	\$ 9,931.80	\$ 5,308.05
Travel - Speaker	\$ 14,740.00	\$ 11,660.00
TOTAL EXPENSE - Program	\$ 93,655.18	\$ 93,743.78
EXPENSE - PreCon		
Audio/Visual (PreCon)	\$ -	\$ 24,781.00
Computer Rental-PASS Mach. & Install	\$ -	\$ 3,849.75
Decorator	\$ -	\$ 600.00
Electrical Charges	\$ -	\$ 14,696.00
F&B (PreCon)	\$ 37,408.10	\$ 42,178.03
PreCon Speaker Comps (Hard Costs)	\$ 2,282.70	\$ -
Printing PreCon	\$ 5,068.04	\$ 5,500.00
Security	\$ -	\$ 1,500.00
Speaker Fees (PreCon)	\$ 29,812.00	\$ 36,094.84
Travel - PreCon Speaker	\$ 2,500.00	\$ 3,000.00
TOTAL EXPENSE - PreCon	\$ 77,070.84	\$ 132,199.62
Staff - General (Program)	\$ -	\$ 47,453.62
Staff - General (PreCon Program)	\$ -	\$ 2,577.15
TOTAL EXPENSE	\$ 170,726.02	\$ 275,974.17
NET INCOME	\$ 60,830.98	-\$ 39,952.97