

WESTERN CONFERENCE
Profit & Loss Budget vs. Actual
December 2016 through November 2017

	<u>Dec '16 - Nov 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
Contract Bridge Forum Inc			
Advertising			
Outside ads	11,900	19,900	(8,000)
Reg ads	11,580	11,920	(340)
Total Advertising	23,480	31,820	(8,340)
Dist. Paymnts	81,600	81,900	(300)
Subscription	24		
Total Contract Bridge Forum I...	105,104	113,720	(8,616)
Production charges recvd	690		690
Sanction Fees			
Albuquerque	3,430	3,375	55
Denver	3,803	4,275	(473)
Las Vegas	4,736	5,625	(889)
Mesa	3,558	4,050	(492)
Monterey	6,165	6,413	(248)
Orange County	3,965	4,275	(311)
Palm Springs	8,326	8,500	(174)
Phoenix	2,914	3,713	(799)
Reno	2,770	2,475	295
Riverside	2,996	3,150	(154)
Sacramento-June	5,228	5,355	(127)
San Diego	3,913	4,050	(137)
Santa Clara-Fall	5,144	5,580	(437)
Taos	2,388	3,150	(762)
Tucson	3,363	3,362	1
Ventura	2,670	2,475	195
Total Sanction Fees	65,366	69,822	(4,455)
STAC-Dec Income	59,240	58,267	973
STAC-May Income	49,505	52,351	(2,846)
STAC-Summer Income	44,796	47,500	(2,704)
Total Income	324,702	341,660	(16,958)
Gross Profit	324,702	341,660	(16,958)
Expense			
Administrative Expense			
Bank Charge	603	552	51
Corporation Exp	646	60	586
Postage and Fed Ex	32	25	7
Treasurer's Fee	3,600	3,600	
Total Administrative Expense	4,881	4,237	644

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Board Meeting Exp.			
Refreshments	275	400	(125)
Travel, Hotel, Per Diem	4,094	4,000	94
Total Board Meeting Exp.	4,368	4,400	(32)
Contract Bridge Forum Exp			
P.O. Box Fee (Forum)	228	249	(21)
Postage	70,529	69,600	929
Printing	54,431	55,200	(769)
Publisher	110,256	110,256	
Total Contract Bridge Forum ...	235,444	235,305	139
Internet Web Page	1,540	1,440	100
Production charges paid	690		690
STAC-Dec Expense			
Director Admin	810	750	60
Hand Records	168	168	
Sanction fee	34,022	34,000	22
Total STAC-Dec Expense	35,000	34,918	82
STAC-May Expense			
Copies	297	297	
Director Admin	750	750	
Hand Records	160	168	(8)
Postage	8		
Sanction fees	26,876	28,369	(1,494)
Total STAC-May Expense	28,090	29,584	(1,494)
STAC-Summer Expense			
copies	242		
Director Admin	810	810	
hand records	160	168	(8)
Sanction Fees	24,633	26,000	(1,367)
Total STAC-Summer Expense	25,845	26,978	(1,133)
Total Expense	335,858	336,862	(1,004)
Net Income	<u>(11,157)</u>	<u>4,798</u>	<u>(15,955)</u>