

**Wisconsin Council - SHRM**  
**Profit & Loss Budget vs. Actual**  
**January through June 2010**

	Jan - Jun 10	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
4000 · Grant Income	5,061.00	5,000.00	61.00	101.2%
4050 · Interest Income	114.47	550.00	-435.53	20.8%
4100 · Job Bank	7,500.00	9,200.00	-1,700.00	81.5%
4200 · Leadership Conference	0.00	2,500.00	-2,500.00	0.0%
4300 · Legislative Conference				
4310 · Legislative Conference - Madiso	2,430.00	7,500.00	-5,070.00	32.4%
4315 · Legislative Conference - Manito	2,950.00			
4320 · Legislative Sponsorship	5,000.00	5,000.00	0.00	100.0%
<b>Total 4300 · Legislative Conference</b>	<b>10,380.00</b>	<b>12,500.00</b>	<b>-2,120.00</b>	<b>83.0%</b>
4500 · State Conference				
4505 · Advertising	0.00	10,000.00	-10,000.00	0.0%
4510 · Attendee Registration	0.00	212,870.00	-212,870.00	0.0%
4515 · Book Fair	0.00	250.00	-250.00	0.0%
4520 · Database Management Program Reg	0.00	5,700.00	-5,700.00	0.0%
4525 · Exhibitor Income	1,062.50	80,100.00	-79,037.50	1.3%
4526 · Exhibit Additional Meals	0.00	800.00	-800.00	0.0%
4530 · Pre Conference Workshop	0.00	12,000.00	-12,000.00	0.0%
4535 · Student Registrations	0.00	150.00	-150.00	0.0%
4540 · Sponsorship	1,500.00	60,000.00	-58,500.00	2.5%
4600 · Suspense-Unclassified Reg	53,780.00			
4605 · Suspense-Unclassified Lock Box	15,144.12			
<b>Total 4500 · State Conference</b>	<b>71,486.62</b>	<b>381,870.00</b>	<b>-310,383.38</b>	<b>18.7%</b>
4700 · Website Income				
4705 · Vendor Directory	0.00	3,500.00	-3,500.00	0.0%
4710 · KRM Online Program	59.80	175.00	-115.20	34.2%
4715 · Website Advertising Income	0.00	8,000.00	-8,000.00	0.0%
<b>Total 4700 · Website Income</b>	<b>59.80</b>	<b>11,675.00</b>	<b>-11,615.20</b>	<b>0.5%</b>
<b>Total Income</b>	<b>94,601.89</b>	<b>423,295.00</b>	<b>-328,693.11</b>	<b>22.3%</b>
<b>Expense</b>				
01 · ACCOUNTING SERVICE				
6100 · Accounting Fees	3,325.00	3,300.00	25.00	100.8%
<b>Total 01 · ACCOUNTING SERVICE</b>	<b>3,325.00</b>	<b>3,300.00</b>	<b>25.00</b>	<b>100.8%</b>
02 · BANKING & INSURANCE				
6200 · Bank Charges	0.00	100.00	-100.00	0.0%
6205 · Liability Insurance	346.00	2,850.00	-2,504.00	12.1%
6210 · Lock Box	1,324.05	2,900.00	-1,575.95	45.7%
<b>Total 02 · BANKING &amp; INSURANCE</b>	<b>1,670.05</b>	<b>5,850.00</b>	<b>-4,179.95</b>	<b>28.5%</b>
03 · COUNCIL EXPENSES				
6300 · Council Meeting Accomodations	-230.35	3,500.00	-3,730.35	-6.6%
6305 · Council Recognition	599.10	1,750.00	-1,150.90	34.2%
6308 · Director Projects	276.78	1,600.00	-1,323.22	17.3%
6315 · Miscellaneous	3.95			
6325 · STP/ATP Research Focus Group	0.00	500.00	-500.00	0.0%
6345 · Enterprising Leadership Grant	0.00	5,000.00	-5,000.00	0.0%
<b>Total 03 · COUNCIL EXPENSES</b>	<b>649.48</b>	<b>12,350.00</b>	<b>-11,700.52</b>	<b>5.3%</b>
04 · COUNCIL TRAVEL EXPENSES				
6400 · Council Meetings	158.08	4,350.00	-4,191.92	3.6%
6420 · State Conference Meetings	0.00	800.00	-800.00	0.0%
6440 · Regional Meetings	1,812.87	2,000.00	-187.13	90.6%
<b>Total 04 · COUNCIL TRAVEL EXPENSES</b>	<b>1,970.95</b>	<b>7,150.00</b>	<b>-5,179.05</b>	<b>27.6%</b>
05 · COUNCIL ADMINISTRATION FEE				
6500 · Conference Calling	484.97	650.00	-165.03	74.6%
6510 · Postage	121.85	200.00	-78.15	60.9%
6520 · Services	8,385.00	16,770.00	-8,385.00	50.0%
6530 · Supplies	682.68	1,200.00	-517.32	56.9%
6540 · Telephone	164.55	450.00	-285.45	36.6%
6550 · Travel	195.00	930.00	-735.00	21.0%
<b>Total 05 · COUNCIL ADMINISTRATION FEE</b>	<b>10,034.05</b>	<b>20,200.00</b>	<b>-10,165.95</b>	<b>49.7%</b>
06 · CONF-NATIONAL-SHRM				
6600 · State Director	4,050.25	5,000.00	-949.75	81.0%
<b>Total 06 · CONF-NATIONAL-SHRM</b>	<b>4,050.25</b>	<b>5,000.00</b>	<b>-949.75</b>	<b>81.0%</b>
07 · CONF-NATIONAL-LEADERSHIP				
6700 · At Large Director	0.00	400.00	-400.00	0.0%
6720 · Conference-Liason Director	0.00	1,100.00	-1,100.00	0.0%
6725 · District Director - Stollak	0.00	750.00	-750.00	0.0%
6726 · District Director - Sledge	0.00	750.00	-750.00	0.0%

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6727 · Districtr Director - Berg	0.00	750.00	-750.00	0.0%
6728 · District Director - Field	0.00	750.00	-750.00	0.0%
6745 · Leadership Director	0.00	1,100.00	-1,100.00	0.0%
6750 · Secretary	0.00	1,100.00	-1,100.00	0.0%
6755 · State Director	0.00	500.00	-500.00	0.0%
6760 · Past Director & Director Elect	0.00	800.00	-800.00	0.0%
6765 · Treasurer	0.00	1,100.00	-1,100.00	0.0%
<b>Total 07 · CONF-NATIONAL-LEADERSHIP</b>	<b>0.00</b>	<b>9,100.00</b>	<b>-9,100.00</b>	<b>0.0%</b>
<b>08 · CONF-NATIONAL-DIVERSITY</b>				
6800 · Diversity Director	0.00	2,200.00	-2,200.00	0.0%
<b>Total 08 · CONF-NATIONAL-DIVERSITY</b>	<b>0.00</b>	<b>2,200.00</b>	<b>-2,200.00</b>	<b>0.0%</b>
<b>09 · CONF-NATIONAL-LEGISLATIVE</b>				
6900 · Government Affairs Director	535.96	1,500.00	-964.04	35.7%
<b>Total 09 · CONF-NATIONAL-LEGISLATIVE</b>	<b>535.96</b>	<b>1,500.00</b>	<b>-964.04</b>	<b>35.7%</b>
<b>10 · PROFESSIONAL CHAPTER SUPPORT</b>				
7010 · Database Management	0.00	5,700.00	-5,700.00	0.0%
7020 · Diversity Initiatives	0.00	1,800.00	-1,800.00	0.0%
7030 · Job Bank	4,500.00	8,800.00	-4,300.00	51.1%
7050 · Workforce Readiness Initiatives	0.00	450.00	-450.00	0.0%
7060 · Chapter National Lead Reimburse	0.00	7,200.00	-7,200.00	0.0%
<b>Total 10 · PROFESSIONAL CHAPTER SUPPORT</b>	<b>4,500.00</b>	<b>23,950.00</b>	<b>-19,450.00</b>	<b>18.8%</b>
<b>11 · SHRM FOUNDATION</b>				
7100 · Foundation Promotion-State Conf	0.00	850.00	-850.00	0.0%
7110 · SHRM Foundation Donation	1,500.00	1,750.00	-250.00	85.7%
7120 · National Foundation Raffle	0.00	300.00	-300.00	0.0%
<b>Total 11 · SHRM FOUNDATION</b>	<b>1,500.00</b>	<b>2,900.00</b>	<b>-1,400.00</b>	<b>51.7%</b>
<b>12 · STATE CONFERENCE EXPENSES</b>				
7200 · Accommodations - AV,Phone,Out	0.00	88,000.00	-88,000.00	0.0%
7205 · Accommodations - Food	0.00	5,963.00	-5,963.00	0.0%
7210 · Accommodations - Hotel Rooms	0.00	11,514.00	-11,514.00	0.0%
7215 · Accommodations - Meeting Rooms	0.00	12,355.00	-12,355.00	0.0%
7220 · Activities	585.88	30,000.00	-29,414.12	2.0%
7225 · Chapter Distribution	0.00	60,000.00	-60,000.00	0.0%
7230 · Co-Chairs Account	736.88	3,575.00	-2,838.12	20.6%
7231 · Co-Chairs Teleconference Charge	248.26	588.00	-339.74	42.2%
7234 · Co-Chairs Travel	588.08	1,150.00	-561.92	51.1%
7235 · Credit Card Fees	3,111.34	12,000.00	-8,888.66	25.9%
7245 · Exhibitor Expense	0.00	7,300.00	-7,300.00	0.0%
7250 · Meeting Expense	42.84			
7255 · Postage	0.00	3,000.00	-3,000.00	0.0%
7265 · Publications	446.25	19,754.00	-19,307.75	2.3%
7275 · Registration Supplies	0.00	1,366.00	-1,366.00	0.0%
7280 · Regonline Fees	1,570.86	4,670.00	-3,099.14	33.6%
7283 · Supplies	0.00	1,000.00	-1,000.00	0.0%
7285 · Signage	0.00	6,500.00	-6,500.00	0.0%
7290 · Speaker/Programming Expense	5,000.00	37,000.00	-32,000.00	13.5%
7291 · Sponsorships	0.00	8,500.00	-8,500.00	0.0%
7298 · Student Volunteer Expense	0.00	200.00	-200.00	0.0%
7299 · Website Maintenance	893.09	1,500.00	-606.91	59.5%
<b>Total 12 · STATE CONFERENCE EXPENSES</b>	<b>13,223.48</b>	<b>315,935.00</b>	<b>-302,711.52</b>	<b>4.2%</b>
<b>13 · STATE LEADERSHIP CONF EXP</b>				
7300 · State Leadership Conf Expense	1,819.50	10,250.00	-8,430.50	17.8%
7310 · District Director Participation	0.00	400.00	-400.00	0.0%
7320 · Leadership Conference Reg Onlin	49.50			
<b>Total 13 · STATE LEADERSHIP CONF EXP</b>	<b>1,869.00</b>	<b>10,650.00</b>	<b>-8,781.00</b>	<b>17.5%</b>
<b>14 · STATE LEGISLATIVE CONF EXP</b>				
7400 · State Legislative Conf Expense	6,148.86	10,000.00	-3,851.14	61.5%
7405 · State Legislative RegOnline	786.63	650.00	136.63	121.0%
7408 · State Leg Chapter Distributions	0.00	1,250.00	-1,250.00	0.0%
<b>Total 14 · STATE LEGISLATIVE CONF EXP</b>	<b>6,935.49</b>	<b>11,900.00</b>	<b>-4,964.51</b>	<b>58.3%</b>
<b>15 · STUDENT CHAPTER SUPPORT</b>				
7500 · Chapter Support	0.00	1,500.00	-1,500.00	0.0%
7510 · HR Games-State Support	3,089.89	4,000.00	-910.11	77.2%
7515 · HR Games- Regional Support	2,010.07	1,800.00	210.07	111.7%
7520 · National Conference Support	939.02	1,500.00	-560.98	62.6%
7540 · Start Up Support	0.00	400.00	-400.00	0.0%
<b>Total 15 · STUDENT CHAPTER SUPPORT</b>	<b>6,038.98</b>	<b>9,200.00</b>	<b>-3,161.02</b>	<b>65.6%</b>
<b>16 · WEBSITE EXPENSES</b>				

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Accrual Basis

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7600 · Council / Chapter Updates	5,018.73	10,000.00	-4,981.27	50.2%
7610 · Subscription	300.00	600.00	-300.00	50.0%
7620 · Website Redesign	1,147.50	3,000.00	-1,852.50	38.3%
7640 · Survey Monkey Subscription	0.00	200.00	-200.00	0.0%
<b>Total 16 · WEBSITE EXPENSES</b>	<b>6,466.23</b>	<b>13,800.00</b>	<b>-7,333.77</b>	<b>46.9%</b>
<b>17 · MEMBERSHIP OUTREACH EXPENSE</b>				
7705 · Badger Bash Expense	1,072.80	1,500.00	-427.20	71.5%
<b>Total 17 · MEMBERSHIP OUTREACH EXPENSE</b>	<b>1,072.80</b>	<b>1,500.00</b>	<b>-427.20</b>	<b>71.5%</b>
<b>18 · PHILANTHROPIC SUPPORT</b>				
7805 · Financial Giving	0.00	500.00	-500.00	0.0%
<b>Total 18 · PHILANTHROPIC SUPPORT</b>	<b>0.00</b>	<b>500.00</b>	<b>-500.00</b>	<b>0.0%</b>
<b>Total Expense</b>	<b>63,841.72</b>	<b>456,985.00</b>	<b>-393,143.28</b>	<b>14.0%</b>
<b>Net Income</b>	<b>30,760.17</b>	<b>-33,690.00</b>	<b>64,450.17</b>	<b>-91.3%</b>