

**Wisconsin Council - SHRM
Conference Profit and Loss
January through November 2011**

	Jan - Nov 11	Budget	\$ Over Budget	% of Budget
Income				
4500 · State Conference				
4505 · Advertising	4,455.00	10,000.00	-5,545.00	44.6%
4510 · Attendee Registration	223,654.50	257,320.00	-33,665.50	86.9%
4515 · Book Fair	0.00	150.00	-150.00	0.0%
4520 · Database Management Program Reg	3,510.00	5,700.00	-2,190.00	61.6%
4525 · Exhibitor Income	94,425.00	121,500.00	-27,075.00	77.7%
4526 · Exhibit Additional Meals	530.00	1,600.00	-1,070.00	33.1%
4530 · Pre Conference Workshop	16,080.00	15,960.00	120.00	100.8%
4535 · Student Registrations	300.00	1,750.00	-1,450.00	17.1%
4540 · Sponsorship	89,645.00	70,000.00	19,645.00	128.1%
4600 · Suspense-Unclassified Reg	0.00			
4605 · Suspense-Unclassified Lock Box	0.00			
Total 4500 · State Conference	432,599.50	483,980.00	-51,380.50	89.4%
Total Income	432,599.50	483,980.00	-51,380.50	89.4%
Gross Profit	432,599.50	483,980.00	-51,380.50	89.4%
Expense				
12 · STATE CONFERENCE EXPENSES				
7200 · Accommodations - AV,Phone,Out	13,871.00	15,000.00	-1,129.00	92.5%
7205 · Accommodations - Food	93,466.68	116,000.00	-22,533.32	80.6%
7210 · Accommodations - Hotel Rooms	15,284.77	17,388.00	-2,103.23	87.9%
7215 · Accommodations - Meeting Rooms	30,776.00	25,939.00	4,837.00	118.6%
7220 · Activities	30,960.92	30,000.00	960.92	103.2%
7225 · Chapter Distribution	0.00	76,276.50	-76,276.50	0.0%
7230 · Co-Chairs Account	2,844.47	3,000.00	-155.53	94.8%
7234 · Committee Travel	2,245.32	3,500.00	-1,254.68	64.2%
7235 · Credit Card Fees	10,028.90	14,000.00	-3,971.10	71.6%
7245 · Exhibitor Expense	7,568.92	8,000.00	-431.08	94.6%
7250 · Meeting Expense	0.00	500.00	-500.00	0.0%
7255 · Postage	1,624.21	3,000.00	-1,375.79	54.1%
7265 · Publications	15,877.75	20,000.00	-4,122.25	79.4%
7275 · Registration Supplies	1,359.21	1,400.00	-40.79	97.1%
7280 · Regonline Fees	6,365.58	7,500.00	-1,134.42	84.9%
7283 · Supplies	9.50	1,000.00	-990.50	1.0%
7285 · Signage	6,408.20	6,500.00	-91.80	98.6%
7290 · Speaker/Programming Expense	18,242.78	34,000.00	-15,757.22	53.7%
7291 · Sponsorships	9,680.68	17,000.00	-7,319.32	56.9%
7299 · Website Maintenance	856.25	2,000.00	-1,143.75	42.8%
Total 12 · STATE CONFERENCE EXPENSES	267,471.14	402,003.50	-134,532.36	66.5%
Total Expense	267,471.14	402,003.50	-134,532.36	66.5%
Net Income	165,128.36	81,976.50	83,151.86	201.4%