

Wisconsin Council - SHRM
Profit & Loss Prev Year Comparison
January through November 2011

	Jan - Nov 11	Jan - Nov 10	\$ Change	% Change
Income				
4000 · Grant Income	0.00	10,258.00	-10,258.00	-100.0%
4025 · SHRM Pinnacle Award	1,000.00	0.00	1,000.00	100.0%
4026 · SHRM Foundation Event Donations	35.00	0.00	35.00	100.0%
4050 · Interest Income	347.49	262.36	85.13	32.5%
4100 · Job Bank	33,200.00	14,000.00	19,200.00	137.1%
4200 · Leadership Conference				
4210 · Sponsorship	1,450.00	0.00	1,450.00	100.0%
4215 · Attendee Registration	5,725.00	0.00	5,725.00	100.0%
4200 · Leadership Conference - Other	0.00	650.00	-650.00	-100.0%
Total 4200 · Leadership Conference	7,175.00	650.00	6,525.00	1,003.9%
4300 · Legislative Conference				
4310 · Legislative Conference-Madison	2,300.00	2,430.00	-130.00	-5.4%
4315 · Legislative Conference-Oshkosh	1,810.00	2,900.00	-1,090.00	-37.6%
4320 · Legislative Sponsorship	5,000.00	5,000.00	0.00	0.0%
4325 · Legislative Conference-LaCrosse	2,805.00	0.00	2,805.00	100.0%
4326 · Leg Conf-LaCrosse-Sponsorship	1,750.00	0.00	1,750.00	100.0%
Total 4300 · Legislative Conference	13,665.00	10,330.00	3,335.00	32.3%
4400 · Membership Outreach				
4405 · Badger Bash Income	1,000.00	1,000.00	0.00	0.0%
Total 4400 · Membership Outreach	1,000.00	1,000.00	0.00	0.0%
4500 · State Conference				
4505 · Advertising	4,455.00	0.00	4,455.00	100.0%
4510 · Attendee Registration	223,654.50	-617.00	224,271.50	36,348.7%
4520 · Database Management Program Reg	3,510.00	0.00	3,510.00	100.0%
4525 · Exhibitor Income	94,425.00	-655.15	95,080.15	14,512.7%
4526 · Exhibit Additional Meals	530.00	0.00	530.00	100.0%
4530 · Pre Conference Workshop	16,080.00	-60.00	16,140.00	26,900.0%
4535 · Student Registrations	300.00	0.00	300.00	100.0%
4540 · Sponsorship	89,645.00	892.50	88,752.50	9,944.3%
4600 · Suspense-Unclassified Reg	0.00	258,422.00	-258,422.00	-100.0%
4605 · Suspense-Unclassified Lock Box	0.00	117,535.15	-117,535.15	-100.0%
Total 4500 · State Conference	432,599.50	375,517.50	57,082.00	15.2%
4700 · Website Income				
4705 · Vendor Directory	5,450.00	0.00	5,450.00	100.0%
4710 · KRM Online Program	0.00	101.60	-101.60	-100.0%
4715 · Educational Partners	7,500.00	0.00	7,500.00	100.0%
Total 4700 · Website Income	12,950.00	101.60	12,848.40	12,646.1%
Total Income	501,971.99	412,119.46	89,852.53	21.8%
Gross Profit	501,971.99	412,119.46	89,852.53	21.8%
Expense				
01 · ACCOUNTING SERVICE				
6100 · Accounting Fees	1,150.00	3,325.00	-2,175.00	-65.4%
Total 01 · ACCOUNTING SERVICE	1,150.00	3,325.00	-2,175.00	-65.4%
02 · BANKING & INSURANCE				
6200 · Bank Charges	330.00	5.00	325.00	6,500.0%
6205 · Liability Insurance	1,092.00	1,396.00	-304.00	-21.8%
6210 · Lock Box	3,017.46	2,833.80	183.66	6.5%
Total 02 · BANKING & INSURANCE	4,439.46	4,234.80	204.66	4.8%
03 · COUNCIL EXPENSES				
6300 · Council Meeting Accomodations	3,407.50	1,899.77	1,507.73	79.4%
6305 · Council Recognition	1,617.42	1,260.05	357.37	28.4%
6306 · District Director Projects - SW	74.06	0.00	74.06	100.0%
6307 · District Director Projects - NW	50.00	0.00	50.00	100.0%
6308 · District Director Projects - NE	86.66	420.25	-333.59	-79.4%
6309 · District Director Projects - SE	116.94	0.00	116.94	100.0%
6311 · District Director Projects - NC	87.80	0.00	87.80	100.0%
6315 · Miscellaneous	743.32	394.49	348.83	88.4%
6320 · Postage	26.72	0.00	26.72	100.0%
6324 · Social Media Director Projects	106.90	0.00	106.90	100.0%
6330 · Strategic Planning Facilitator	122.10	0.00	122.10	100.0%
6335 · Supplies	23.31	68.90	-45.59	-66.2%
6345 · Enterprising Leadership Grant	4,000.00	0.00	4,000.00	100.0%
Total 03 · COUNCIL EXPENSES	10,462.73	4,043.46	6,419.27	158.8%
04 · COUNCIL TRAVEL EXPENSES				
6400 · Council Meetings	855.02	1,397.66	-542.64	-38.8%
6420 · State Conference Meetings	0.00	346.16	-346.16	-100.0%

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6440 · Regional Meetings	1,230.31	1,812.87	-582.56	-32.1%
Total 04 · COUNCIL TRAVEL EXPENSES	2,085.33	3,556.69	-1,471.36	-41.4%
05 · COUNCIL ADMINISTRATION FEE				
6500 · Conference Calling	777.66	849.71	-72.05	-8.5%
6510 · Postage	267.82	167.51	100.31	59.9%
6520 · Services	16,310.00	15,372.50	937.50	6.1%
6530 · Supplies	639.20	938.00	-298.80	-31.9%
6540 · Telephone	284.17	301.96	-17.79	-5.9%
6550 · Travel	418.60	600.33	-181.73	-30.3%
Total 05 · COUNCIL ADMINISTRATION FEE	18,697.45	18,230.01	467.44	2.6%
06 · CONF-NATIONAL-SHRM				
6600 · State Director and/or Elect	1,900.36	5,389.47	-3,489.11	-64.7%
Total 06 · CONF-NATIONAL-SHRM	1,900.36	5,389.47	-3,489.11	-64.7%
07 · CONF-NATIONAL-LEADERSHIP				
6700 · Membership Director	354.10	400.00	-45.90	-11.5%
6701 · Accommodations - Food	934.03	0.00	934.03	100.0%
6715 · Social Media Director	1,158.74	0.00	1,158.74	100.0%
6725 · District Director - Stroh	355.77	604.93	-249.16	-41.2%
6726 · District Director - Furlan	345.40	0.00	345.40	100.0%
6727 · District Director - Koerth	361.12	0.00	361.12	100.0%
6728 · District Director - Horne	0.00	379.80	-379.80	-100.0%
6729 · District Director - Biehn	217.90	0.00	217.90	100.0%
6735 · Foundation Director	0.00	289.81	-289.81	-100.0%
6745 · Leadership Director	1,129.04	930.54	198.50	21.3%
6750 · Secretary	1,250.00	0.00	1,250.00	100.0%
6755 · State Director	482.01	345.80	136.21	39.4%
6760 · Past Director & Director Elect	0.00	350.80	-350.80	-100.0%
6765 · Treasurer	0.00	1,335.52	-1,335.52	-100.0%
6770 · Workforce Readiness Director	526.80	0.00	526.80	100.0%
Total 07 · CONF-NATIONAL-LEADERSHIP	7,114.91	4,637.20	2,477.71	53.4%
08 · CONF-NATIONAL-DIVERSITY				
6800 · Diversity Director	0.00	2,200.00	-2,200.00	-100.0%
Total 08 · CONF-NATIONAL-DIVERSITY	0.00	2,200.00	-2,200.00	-100.0%
09 · CONF-NATIONAL-LEGISLATIVE				
6900 · Government Affairs Director	384.03	535.96	-151.93	-28.4%
Total 09 · CONF-NATIONAL-LEGISLATIVE	384.03	535.96	-151.93	-28.4%
10 · PROFESSIONAL CHAPTER SUPPORT				
7010 · Database Management	3,510.00	0.00	3,510.00	100.0%
7020 · Diversity Initiatives	1,130.00	580.00	550.00	94.8%
7030 · Job Bank	13,400.00	10,000.00	3,400.00	34.0%
7060 · Chapter National Lead Reimburse	3,594.16	2,324.39	1,269.77	54.6%
Total 10 · PROFESSIONAL CHAPTER SUPPORT	21,634.16	12,904.39	8,729.77	67.7%
11 · SHRM FOUNDATION				
7100 · Foundation Promotion-State Conf	958.25	264.84	693.41	261.8%
7110 · SHRM Foundation Donation	1,500.00	1,750.00	-250.00	-14.3%
Total 11 · SHRM FOUNDATION	2,458.25	2,014.84	443.41	22.0%
12 · STATE CONFERENCE EXPENSES				
7200 · Accommodations - AV,Phone,Out	13,871.00	11,475.00	2,396.00	20.9%
7205 · Accommodations - Food	93,466.68	97,975.78	-4,509.10	-4.6%
7210 · Accommodations - Hotel Rooms	15,284.77	6,270.87	9,013.90	143.7%
7215 · Accommodations - Meeting Rooms	30,776.00	6,849.00	23,927.00	349.4%
7220 · Activities	30,960.92	26,394.70	4,566.22	17.3%
7230 · Co-Chairs Account	2,844.47	2,872.20	-27.73	-1.0%
7231 · Co-Chairs Teleconference Charge	0.00	287.04	-287.04	-100.0%
7234 · Committee Travel	2,245.32	1,864.44	380.88	20.4%
7235 · Credit Card Fees	10,028.90	13,126.93	-3,098.03	-23.6%
7245 · Exhibitor Expense	7,568.92	5,316.54	2,252.38	42.4%
7250 · Meeting Expense	0.00	450.35	-450.35	-100.0%
7255 · Postage	1,624.21	3,195.96	-1,571.75	-49.2%
7260 · Previous Year State Conf Exp	0.00	37.50	-37.50	-100.0%
7265 · Publications	15,877.75	13,969.21	1,908.54	13.7%
7275 · Registration Supplies	1,359.21	1,436.08	-76.87	-5.4%
7280 · Regonline Fees	6,365.58	6,509.80	-144.22	-2.2%
7283 · Supplies	9.50	80.08	-70.58	-88.1%
7285 · Signage	6,408.20	5,440.32	967.88	17.8%
7290 · Speaker/Programming Expense	18,242.78	13,304.40	4,938.38	37.1%
7291 · Sponsorships	9,680.68	8,769.84	910.84	10.4%
7299 · Website Maintenance	856.25	1,280.59	-424.34	-33.1%

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Total 12 · STATE CONFERENCE EXPENSES	267,471.14	226,906.63	40,564.51	17.9%
13 · STATE LEADERSHIP CONF EXP				
7300 · State Leadership Conf Expense	0.00	13,954.71	-13,954.71	-100.0%
7301 · Leadership Accommodations-AV	995.92	0.00	995.92	100.0%
7302 · Leadership Accommodations-Food	8,250.73	0.00	8,250.73	100.0%
7303 · Leadership Accommodations-Mtg	1,000.00	0.00	1,000.00	100.0%
7304 · Leadership Speaker Travel	226.03	0.00	226.03	100.0%
7305 · Leadership Speaker Fees	650.00	0.00	650.00	100.0%
7310 · District Director Participation	109.00	248.00	-139.00	-56.1%
7320 · Leadership Conference Reg Onlin	266.75	330.00	-63.25	-19.2%
7325 · Leadership Committee Expenses	1,664.67	0.00	1,664.67	100.0%
7326 · Leadership Publications	214.84	0.00	214.84	100.0%
Total 13 · STATE LEADERSHIP CONF EXP	13,377.94	14,532.71	-1,154.77	-8.0%
14 · STATE LEGISLATIVE CONF MADISON				
7400 · Leg - Chair Expense	20.00	6,148.86	-6,128.86	-99.7%
7405 · Leg - RegOnline	249.25	786.63	-537.38	-68.3%
7411 · Leg - Accommodations - Food	1,144.62	0.00	1,144.62	100.0%
7413 · Leg - Accommodations - Meeting	602.50	0.00	602.50	100.0%
7427 · Leg - Credit Card Fees	23.00	0.00	23.00	100.0%
Total 14 · STATE LEGISLATIVE CONF MADISON	2,039.37	6,935.49	-4,896.12	-70.6%
15 · STATE LEGISLATIVE CONF OSHKOSH				
7435 · Leg - RegOnline	216.25	0.00	216.25	100.0%
7441 · Leg - Accommodations - Food	872.94	0.00	872.94	100.0%
7451 · Leg - Speaker Travel	780.82	0.00	780.82	100.0%
7457 · Leg - Credit Card Fees	15.50	0.00	15.50	100.0%
Total 15 · STATE LEGISLATIVE CONF OSHKOSH	1,885.51	0.00	1,885.51	100.0%
16 · STATE LEGISLATIVE CONF LACROSSE				
7460 · Leg - Chair Expense	80.00	0.00	80.00	100.0%
7465 · Leg - RegOnline	298.75	0.00	298.75	100.0%
7468 · Leg - Chapter Distributions	1,158.01	0.00	1,158.01	100.0%
7470 · Leg - Accommodations - AV	42.20	0.00	42.20	100.0%
7471 · Leg - Accommodations - Food	1,244.85	0.00	1,244.85	100.0%
7473 · Leg - Accommodations - Meeting	350.00	0.00	350.00	100.0%
7481 · Leg - Speaker Travel	143.64	0.00	143.64	100.0%
7487 · Leg - Credit Card Fees	25.35	0.00	25.35	100.0%
Total 16 · STATE LEGISLATIVE CONF LACROSSE	3,342.80	0.00	3,342.80	100.0%
17 · STUDENT CHAPTER SUPPORT				
7500 · Chapter Support	500.00	700.00	-200.00	-28.6%
7510 · HR Games-State Support	2,119.32	3,089.89	-970.57	-31.4%
7511 · HR Games State - Reg Online	357.25	0.00	357.25	100.0%
7515 · HR Games- Regional Support	1,000.00	1,310.07	-310.07	-23.7%
7520 · National Conference Support	0.00	1,209.39	-1,209.39	-100.0%
7540 · Start Up Support	144.48	0.00	144.48	100.0%
Total 17 · STUDENT CHAPTER SUPPORT	4,121.05	6,309.35	-2,188.30	-34.7%
18 · WEBSITE EXPENSES				
7600 · Council / Chapter Updates	9,429.13	9,205.33	223.80	2.4%
7610 · Subscription	550.00	809.00	-259.00	-32.0%
7620 · Website Redesign	469.00	1,800.00	-1,331.00	-73.9%
7630 · Web Email Marketing	500.00	300.00	200.00	66.7%
7640 · Survey Monkey Subscription	200.00	200.00	0.00	0.0%
Total 18 · WEBSITE EXPENSES	11,148.13	12,314.33	-1,166.20	-9.5%
19 · MEMBERSHIP OUTREACH EXPENSE				
7705 · Badger Bash Expense	1,288.89	2,112.80	-823.91	-39.0%
7710 · Membership Projects	1,324.42	875.03	449.39	51.4%
Total 19 · MEMBERSHIP OUTREACH EXPENSE	2,613.31	2,987.83	-374.52	-12.5%
Total Expense	376,325.93	331,058.16	45,267.77	13.7%
Net Income	125,646.06	81,061.30	44,584.76	55.0%