| SII DaSIS | sn Basis ZU | | r roposeu b |
|-----------|------------------------------------|---|-------------------------|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | 2018 Approved Budget |
| Income | | | |
| TT | U CEU Registration | | 200.00 |
| Ex | aminer Training Fees | | \$42,000.00 |
| Int | erest Income | | \$55.00 |
| Co | nference | | |
| | Pre-conference workshop | | \$43,750.00 |
| | Conference Sponsorship | | \$60,000.00 |
| | Conference - registration | | \$48,125.00 |
| То | tal Conference | | \$151,875.00 |
| W | orkshops | | \$24,500.00 |
| Мє | embership Dues | | \$200,000.00 |
| Cr | iteria | | \$25,000.00 |
| Ва | ldrige Express fees | | \$5,000.00 |
| Int | ent to Apply | | \$10,500.00 |
| Ap | plication Fees | | \$75,000.00 |
| Sit | e Visit Fees | | \$80,000.00 |
| Ва | nquet Fees | | \$29,700.00 |
| Mi | scellaneous Revenue | | \$2,000.00 |
| Fre | om Savings to cover CEO transition | n | \$41,000.00 |
| Total Ir | ncome | | \$686,830.00 |

| | asis | | | T Toposed Di |
|----|-------|----------------------------|-----|-------------------------|
| | | | | 2018 Approved Budget |
| Ex | pense | | | |
| | Reg | istration Fees | | \$500.00 |
| | Balo | drige Express cost | | \$2,000.00 |
| | wo | RKSHOP EXPENSE | | \$4,800.00 |
| | CRE | DIT CARD CHARGES | | |
| | | Credit Card Usage Fee | | \$15,000.00 |
| | | Visa Finance Charge | | \$0.00 |
| | | al CREDIT CARD CHARGES | | \$15,000.00 |
| | PAN | IEL OF JUDGES | | |
| | | Food & Accommodations | | \$2,000.00 |
| | | PANEL OF JUDGES - Other | | |
| | Tota | al PANEL OF JUDGES | | \$2,000.00 |
| | DUE | ES & SUBSCRIPTIONS | | \$4,000.00 |
| | BOI | EXPENSES | | \$3,000.00 |
| | TQA | \ | | |
| | | Criteria Expense | | \$11,500.00 |
| | | OPERATIONS | | |
| | | Insurance | | \$1,300.00 |
| | | Training | | \$2,000.00 |
| | | Phone/Internet | | \$4,800.00 |
| | | Postage | | \$5,000.00 |
| | | Printing | | \$2,500.00 |
| | | Office Supplies | | \$5,000.00 |
| | | Office equipment/maintenar | nce | \$15,000.00 |
| | | Legal/Accounting | | \$6,250.00 |
| | | Investment Account fees | | \$2,000.00 |
| | | OPERATIONS - Other | | |
| | | Total OPERATIONS | | \$43,850.00 |
| | | STAFFING | | |
| | | Contract Staffing | | \$40,000.00 |
| | | Benefits | | \$51,000.00 |
| | | Salaries | | \$255,000.00 |
| | | Administration Fee | | \$2,800.00 |
| | | Part-time Clerical Support | | \$0.00 |
| | | Annual Leave payout | | \$0.00 |
| | | CEO transition | | \$41,000.00 |
| | | Total STAFFING | | \$389,800.00 |
| | | TRAVEL | | |
| | | Travel - CEO | | \$10,000.00 |
| | | Travel - staff | | \$3,000.00 |

| TRAVEL - Other | Casii | Dasis | 20 | 10 | i Toposed Di | <u> </u> |
|---|-------|---------------|-----------------------------|----|--------------|----------|
| Total TRAVEL \$13,000.00 | | | | | | |
| EXAMINER SELECTION/TRAINING \$30,000.00 | | | TRAVEL - Other | | \$0.00 | |
| ASSESSMENT/FEEDBACK | | | Total TRAVEL | | \$13,000.00 | |
| BOE per diem | | | EXAMINER SELECTION/TRAINING | | \$30,000.00 | |
| ASSESSMENT/FEEDBACK - Other \$1,200.00 | | | ASSESSMENT/FEEDBACK | | | |
| Total ASSESSMENT/FEEDBACK \$15,200.00 MARKETING Website support \$500.00 Website hosting \$1,400.00 MARKETING - Other \$10,000.00 TOTAL MARKETING \$11,900.00 RECOGNITION Recognition - general \$1,500.00 Recognition - BOE \$3,500.00 Total RECOGNITION \$5,000.00 BANQUET Recognition \$4,000.00 Food & Beverage - Banquet \$36,900.00 Audio/Visual - Banquet \$2,250.00 Invitations - Banquet \$2,250.00 Programs - Banquet \$750.00 BANQUET - Other \$2,300.00 Total BANQUET \$48,675.00 Total TQA \$568,925.00 Recognition \$5,000.00 Recognition \$5,000.00 Recognition \$5,000.00 Conference Brochure \$3,450.00 EventMobi \$2,400.00 Food & Beverage \$38,500.00 Postcards \$2,100.00 Speaker Fees \$9,000.00 CONFERENCE EXPENSE \$76,450.00 | | | BOE per diem | | \$14,000.00 | |
| MARKETING | | | ASSESSMENT/FEEDBACK - Other | r | \$1,200.00 | |
| Website support | | | Total ASSESSMENT/FEEDBACK | | \$15,200.00 | |
| Website hosting | | | MARKETING | | | |
| MARKETING - Other | | | | | \$500.00 | |
| TOTAL MARKETING \$11,900.00 | | | Website hosting | | \$1,400.00 | |
| RECOGNITION Recognition - general \$1,500.00 Recognition - BOE \$3,500.00 Total RECOGNITION \$5,000.00 BANQUET Recognition \$4,000.00 Food & Beverage - Banquet \$36,900.00 Audio/Visual - Banquet \$2,250.00 Programs - Banquet \$750.00 BANQUET - Other \$2,300.00 Total BANQUET \$48,675.00 Total TQA \$568,925.00 CONFERENCE EXPENSE \$5,000.00 Recognition \$500.00 Audio/Visual \$10,500.00 Conference Brochure \$3,450.00 EventMobi \$2,400.00 Food & Beverage \$38,500.00 Postcards \$2,100.00 Speaker Fees \$9,000.00 CONFERENCE EXPENSE \$76,450.00 | | | | | | |
| Recognition - general \$1,500.00 Recognition - BOE \$3,500.00 Total RECOGNITION \$5,000.00 BANQUET Recognition \$4,000.00 Food & Beverage - Banquet \$2,500.00 Invitations - Banquet \$2,225.00 Programs - Banquet \$750.00 BANQUET - Other \$2,300.00 Total BANQUET \$44,675.00 Total TQA \$568,925.00 CONFERENCE EXPENSE \$5,000.00 Recognition \$500.00 Audio/Visual \$10,500.00 Conference Brochure \$3,450.00 EventMobi \$2,400.00 Food & Beverage \$38,500.00 Postcards \$2,100.00 Speaker Fees \$9,000.00 CONFERENCE EXPENSE \$76,450.00 | | | | | \$11,900.00 | |
| Recognition - BOE | | | | | | |
| Total RECOGNITION \$5,000.00 | | | | | · | |
| Recognition | | | | | | |
| Recognition | | | Total RECOGNITION | | \$5,000.00 | |
| Food & Beverage - Banquet \$36,900.00 Audio/Visual - Banquet \$2,500.00 Invitations - Banquet \$2,225.00 Programs - Banquet \$750.00 BANQUET - Other \$2,300.00 Total BANQUET \$48,675.00 CONFERENCE EXPENSE \$568,925.00 Speaker Dinner \$0.00 Speaker travel expense \$5,000.00 Recognition \$500.00 Audio/Visual \$10,500.00 Conference Brochure \$3,450.00 EventMobi \$2,400.00 Food & Beverage \$38,500.00 Postcards \$2,100.00 Speaker Fees \$9,000.00 CONFERENCE EXPENSE - Other \$5,000.00 | | | | | • | |
| Audio/Visual - Banquet \$2,500.00 Invitations - Banquet \$2,225.00 Programs - Banquet \$750.00 BANQUET - Other \$2,300.00 Total BANQUET \$48,675.00 CONFERENCE EXPENSE \$568,925.00 Speaker Dinner \$0.00 Speaker travel expense \$5,000.00 Recognition \$500.00 Audio/Visual \$10,500.00 Conference Brochure \$3,450.00 EventMobi \$2,400.00 Food & Beverage \$38,500.00 Postcards \$2,100.00 Speaker Fees \$9,000.00 CONFERENCE EXPENSE - Other \$5,000.00 Total CONFERENCE EXPENSE \$76,450.00 | | | | | | |
| Invitations - Banquet | | | <u> </u> | | - | |
| Programs - Banquet | | | • | | | |
| BANQUET - Other | | | • | | | |
| Total BANQUET | | | | | | |
| Total TQA | | | | | · | |
| Speaker Dinner | | | Total BANQUET | | \$48,675.00 | |
| Speaker Dinner | | То | tal TQA | | \$568,925.00 | |
| Speaker travel expense \$5,000.00 Recognition \$500.00 Audio/Visual \$10,500.00 Conference Brochure \$3,450.00 EventMobi \$2,400.00 Food & Beverage \$38,500.00 Postcards \$2,100.00 Speaker Fees \$9,000.00 CONFERENCE EXPENSE - Other \$5,000.00 | | cc | INFERENCE EXPENSE | | | |
| Recognition | | | Speaker Dinner | | \$0.00 | |
| Audio/Visual | | | Speaker travel expense | | \$5,000.00 | |
| Conference Brochure | | | Recognition | | \$500.00 | |
| EventMobi | | | Audio/Visual | | \$10,500.00 | |
| Food & Beverage | | | | | | |
| Postcards | | | | | | |
| Speaker Fees | | | - | | | |
| CONFERENCE EXPENSE - Other | | | | | | |
| Total CONFERENCE EXPENSE \$76,450.00 | | | - | | | |
| | | | | | | |
| MISCELLANEOUS EXPENSE \$1,000.00 | | To | tal CONFERENCE EXPENSE | | \$76,450.00 | |
| | | MI | SCELLANEOUS EXPENSE | | \$1,000.00 | |
| Total Expense \$677,675.00 | | Total Expense | | | \$677,675.00 | |

2:59 PM 9/13/2018 Cash Basis

| | | | | 2018 Approved Budget | |
|-----|------|----|--|-------------------------|--|
| Net | Inco | me | | \$9,155.00 | |
| | | | | | |