

Projected Budget Results ar 12/31/23 Actual Through 6/30/23

	Actual			Projected			Original Budget	Projected Variance
	Jan to Jun	Jul to Dec	End of Yr	Jan to Jun	Jul to Dec	End of Yr		
Income								
4000 · Revenue								
4100 · Pro Rated Assessment								
4101 · Q1 Assessment (\$18,840.00)	18,630	-	18,630	19,000			(370)	
4102 · Q2 Assessment (\$18,810.00)	18,001	-	18,001	18,810			(809)	
4103 · Q3 Assessment (\$18,622.00)		17,772	17,772	18,622			(850)	
4104 · Q4 Assessment (\$18,436.00)		17,600	17,600	18,436			(836)	
Total 4100 · Pro Rated Assessment	36,631	35,372	72,003	74,868			(2,865)	
4300 · Foreign Travel Fee	648							
4400 · Hardware Sales	290	300	590	600			(10)	
4500 · Interest Inc	15	850	865	30			835	
4600 · Other	-	-	-				-	
4601 · Branch closing	1,540	2,002	3,542	4,000			(458)	
Total 4600 · Other	2,493	2,002	3,542	4,000			(458)	
Total 4000 · Revenue	39,123	38,524	77,647	79,498			(1,851)	
Total Income	39,123	38,524	77,647					
Cost of Goods Sold								
5000 · Cost of Goods Sold								
5104 · Postage for Sales Deliveries	37	0	37					
5000 · Cost of Goods Sold - Other		150	150	300			(150)	
Total 5000 · Cost of Goods Sold	37	150	187	300			(113)	
Total COGS	37	150	187	300			(113)	
Gross Profit	39,160	38,374	77,461	79,198			(1,737)	
Expense								
6000 · State Administration								
6010 · Officer Expenses								
6011 · President - Travel	235	337	572	700			128	
6012 · Vice President - Travel	55	346	401	700			299	
6013 · Secretary - Travel		228	228	450			222	
6015 · Treasurer - Travel		126	126	250			124	
6017 · Chief Admin Officer - Travel		210	210	425			215	
6018 · State Advisor-Travel		210	210	425			215	
Total 6010 · Officer Expenses	290	1,466	1,756	2,950			1,194	
6020 · State Office Expenses								
6021 · Bank Fees	0	20	20	20			0	
6022 · Supplies	339	260	599	800			201	
6023 · Printing and Copies	10	200	210	400			190	
6024 · Postage	99	200	299	400			101	
6026 · Mileage	0	96	96	200			104	
6027 · Web site/Server	16	1,500	1,516	1,500			(16)	
6028 · Software	730	1,635	2,365	3,500			1,135	
6030 · California Taxes - SI-100's	1,127	1,400	2,527	1,400			(1,127)	
6030 a · Attorney General - RCT Filing	2,500		2,500	2,650			150	
6033 · Donations	1,200		1,200				(1,200)	
Total 6020 · State Office Expenses	6,021	5,311	11,332	10,870			(462)	
Total 6000 · State Administration	6,311	6,777	13,088	13,820			732	
6110 · Commercial Package	17,754	17,480	35,234					
6111 · Directors and Officers	1,607	0	1,607					
6112 · Foreign Travel Liability	0	2,643	2,643					
6113 · Umbrella	4,951	5,932	10,883					
Total 6100 · Insurance	24,312	26,055	50,368	57,000			6,632	

6200 · State Committees					
6210 · State Audit Committee					
6212 · Mileage & Tolls	-	-	-		
Total 6210 · State Audit Committee	-	-	-	100	100
6220 · Infosys Committee	-	100	100	100	0
6260 · Golf Committee	-	900	900	2,000	1,100
6300 · Growth & Membership Committee					0
6301 - Lodging & Meals	252	-	252	-	(252)
6302 - Milage & Tolls	116	-	116	-	(116)
6303 · Materials, Supplies and Misc	-	600	600	500	(100)
6300 · Growth & Membership Committ	-	540	540	1,000	460
Total 6300 · Growth & Membership Committee	368	1,140	1,508	1,500	(8)
6309 · Insurance Committee					
6350 · State Sports Activities					
6351 · Lodging and Meals	-	100	100	100	-
6352 · Mileage and Tolls	-	100	100	100	-
Total 6350 · State Sports Activities	-	200	200	200	-
Total 6200 · State Committees	368	2,512	2,708	3,900	1,192
6400 · State Meetings					
6410 · BS-AG-RD Meeting	1,175	-	1,175	1,000	(175)
Total 6400 · State Meetings	1,175	-	1,175	1,000	(175)
6500 · Area Representative Expense					
6502 · Lodging & Meals	246	-	246		(246)
6503 · Mileage & Tolls	205	-	205		(205)
6506 · Miscellaneous	12	-	12		(12)
6500 · Area Representative Expense - Other	489	1,980	2,469	4,000	1,531
Total 6500 · Area Representative Expense	952	1,980	2,932	4,000	1,068
6998 · Miscellaneous	939	-	939		939
Total Expense	34,057	38,816	72,717	79,720	(6,847)
Net Income	5,103	(442)	4,661	(522)	5,183