

## Economic Development Association of Minnesota

## Profit &amp; Loss Budget vs. Actual

## Proposed 2018 Budget

	2015	2016	2017	Budget
<b>Ordinary Income</b>				
Membership				
Membership Dues	87,020.50	89,975.00	121,645.00	125,000.00
Total Membership	87,020.50	89,975.00	121,645.00	125,000.00
Events (monthly mtgs, summ.spring net	5,375.00	10,235.00	343.84	
Summer Networking			765.00	1,000.00
EDAM U & Webinars			270.00	200.00
Day at Capital Partners portion				600.00
Fall Legislative Event				300.00
Summer Conference				
Summer Conf. Sponsor	28,835.17	30,380.00	19,500.00	19,000.00
Summer Conference Registrations	38,701.25	36,885.00	50,845.00	48,000.00
Exhibit Fees	1,100.00	2,592.00	1,600.00	1,700.00
Total Summer	68,636.42	69,857.00	71,945.00	68,700.00
Winter				
Winter Conf. Sponsors	7,350.00	14,000.00	7,000.00	7,000.00
Winter Conf. Registrations	41,900.00	45,681.00	45,850.00	45,500.00
Winter Exhibit Fees	880.00	2,193.00	2,200.00	2,000.00
Total Winter	50,130.00	61,874.00	55,050.00	54,500.00
Total Events Income	124,141.42	141,966.00	128,373.84	125,000.00
Other income(ad,web, award sponsor)	10,452.00	1,070.00	812.68	
Total Income	221,613.92	233,011.00	250,831.52	250,000.00
Gross Profit				250,000.00
<b>Expenses</b>				
Event Expenses	6,788.54	7,931.23	201.25	
Summer Networking			2,062.32	1,500.00
EDAM U & Webinars		2,900.76	180.36	500.00
Other				300.00
Total event expenses	6,788.54	10,831.99	2,443.93	2,300.00
Conference Expenses				
Summer	33,878.00			
Food & Beverages		9,358.00	38,544.62	38,500.00
Room Rental/AV/Wifi/Equipment		12,568.76	3,017.92	8,000.00
Materials-Printing/Signs/Badges		4,269.80	5,609.82	5,000.00
Speaker Expenses		100.00	340.38	1,000.00
Staff Expenses		1,380.09	936.15	1,000.00
Presidents award trophy				150.00
Summer - Other (Boat Cruise)		200.00	2,044.40	3,450.00
Total Summer	33,878.00	27,876.65	50,493.29	57,100.00
Winter	31,750.45			
Food & Beverages		22,130.14	27,864.80	29,000.00
Room Rental/AV/Wifi/Equipment		9,243.34	14,574.55	9,000.00
Materials-Printing/Signs/Badge		2,659.08	5,031.44	4,000.00
Speaker Expenses-Fees/Gifts		52.33	50.00	500.00
Staff Expense			277.90	300.00
Winter awards trophies			1,092.39	1,200.00
Annual report printing				1,000.00
MISC.			163.67	500.00
Total Winter	31,750.45	34,084.89	49,054.75	45,500.00
Total Conference Expenses	65,628.45	61,961.54	99,548.04	102,600.00
Total Conference & Event expenses	72,416.99	72,793.53	101,991.97	104,900.00
General & Admin. Expenses			108.92	
Travel & Entertainment	900.98			
Management Fees	96,341.71	83,439.94	91,200.00	90,750.00
Bank Service Charges				
Credit Card Fees	5,206.56	5,667.35	6,249.17	6,000.00
Bank Service Charges - Other	719.00	629.10	299.82	600.00
Continuing Education Credits	100.00	1,074.91		200.00
General Postage (membership renewals)	347.84	76.59	146.21	500.00
Insurance	1,590.00	1,590.00	1,589.50	1,590.00
Professional fees	975.00	975.00	224.00	
Taxes				1,500.00
Audit				
Printing and Reproduction	3,268.52	2,084.13	778.70	1,000.00
MN Economic Development Foundation	5,000.00	5,000.00	5,000.00	5,000.00
Board Meetings			128.26	
Strategic Planning	9,725.70	5,500.00		2,500.00
Breakfast/Lunch		1,004.93		500.00
Committee Meetings (lunches/breakfast)	484.28	1,934.47	206.56	600.00
Office Supplies	1,652.62	54.95	987.67	200.00
Storage	119.76	134.11	112.57	

**Economic Development Association of Minnesota**  
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Proposed 2018 Budget

	2015	2016	2017	Budget
Listserv				50.00
Telephone & FAX	1,335.60	1,140.37	834.41	200.00
<b>Total General &amp; Admin. Expenses</b>	<b>127,767.57</b>	<b>110,305.85</b>	<b>107,865.79</b>	<b>111,190.00</b>
<b>Legislative Expenses</b>				
Government Relations Fees	15,000.00	15,000.00	15,170.04	23,000.00
Staff Travel			154.08	200.00
Day at the Capitol	140.01	119.50	787.12	200.00
Platform design & printing	1,076.70	591.63	830.04	600.00
Fall Legislative event				300.00
<b>Total Legislative Expenses</b>	<b>16,216.71</b>	<b>15,711.13</b>	<b>16,941.28</b>	<b>24,300.00</b>
<b>Marketing Expenses</b>				
Elevator Pitch story - design				500.00
MNCAR Expo	876.35			500.00
Rescape	500.00	500.00		500.00
EDAM giveaways				600.00
Marketing Expenses - Other	12,435.54	7,333.85	18,924.02	200.00
New Software platform				
Web Site Maintenance fee	5,315.34	5,485.00	6,235.00	5,500.00
<b>Total Marketing Expenses</b>	<b>19,127.23</b>	<b>13,318.85</b>	<b>25,159.02</b>	<b>7,800.00</b>
<b>Membership Expenses</b>				
Renewals - printing & postage		2,134.88		1,000.00
Membership growth				400.00
Emerging Professionals				200.00
Miscellaneous				100.00
<b>Total membership</b>		<b>2,134.88</b>	<b>-</b>	<b>1,700.00</b>
<b>Total Expenses</b>	<b>235,528.50</b>	<b>214,264.24</b>	<b>251,958.06</b>	<b>249,890.00</b>
<b>Income - Expenses</b>	<b>(13,914.58)</b>	<b>18,746.76</b>	<b>(1,126.54)</b>	<b>110.00</b>