

Travel & Tourism Research Association
Profit & Loss Budget vs. Actual
January 1 through June 3, 2010

	<u>Jan 1 - Jun 3, 10</u>	<u>Projections</u>	<u>Budget</u>	<u>Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense					
Income					
40000 - Member Dues					
40100 - New Member Dues					
40102 - New Premier Member Dues	7,150.00	10,692.50	10,682.50	10.00	100.09%
40104 - New Pro Org Member Dues	6,037.50	10,435.00	10,342.50	92.50	100.89%
40106 - New Standard Member Dues	8,996.66	9,296.66	9,287.50	9.16	100.10%
40108 - New Student Member Dues	1,612.50	1,612.50	1,537.50	75.00	104.88%
40110 - New Int'l Member Fee	17.50	17.50	0.00	17.50	100.00%
Total 40100 - New Member Dues	<u>23,814.16</u>	<u>32,054.16</u>	<u>31,850.00</u>	<u>204.16</u>	<u>100.64%</u>
40200 - Membership Renewal Dues					
40202 - Premier Membership Renewal Dues	20,625.00	24,032.50	33,317.50	-9,285.00	72.13%
40204 - Pro Org Membership Renewal Dues	35,900.00	40,802.50	50,475.00	-9,672.50	80.84%
40206 - Standard Membership Renewal Due	9,575.00	11,850.00	16,362.50	-4,512.50	72.42%
40208 - Student Membership Renewal Dues	287.50	737.50	1,450.00	-712.50	50.86%
40210 - Int'l Member Fee Renewal	0.00	0.00	0.00	0.00	0.00%
Total 40200 - Membership Renewal Dues	<u>66,387.50</u>	<u>77,422.50</u>	<u>101,605.00</u>	<u>-24,182.50</u>	<u>76.20%</u>
Total 40000 - Member Dues	<u>90,201.66</u>	<u>109,476.66</u>	<u>133,455.00</u>	<u>-23,978.34</u>	<u>82.03%</u>
41000 - Conference Revenue					
41100 - Member Registration Fees					
41102 - Premier Mbr Reg Revenue	13,000.00	13,000.00	23,750.00	-10,750.00	54.74%
41104 - Pro Org Mbr Reg Revenue	21,739.02	21,800.00	47,550.00	-25,750.00	45.85%
41106 - Standard Mbr Reg Revenue	20,475.00	23,875.00	38,175.00	-14,300.00	62.54%
41108 - Student Mbr Reg Revenue	6,400.00	12,400.00	4,800.00	7,600.00	258.33%
41110 - Lifetime Achievement Mbr Reg.	975.00	975.00	1,425.00	-450.00	68.42%
Total 41100 - Member Registration Fees	<u>62,589.02</u>	<u>72,050.00</u>	<u>115,700.00</u>	<u>-43,650.00</u>	<u>62.27%</u>

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41200 · Other Attendee Fees					
41202 · Non-Member Registration Revenue	11,000.00	12,250.00	22,975.00	-10,725.00	53.32%
41204 · Spouse/Guest Reg Revenue	600.00	900.00	1,500.00	-600.00	60.00%
41206 · Day Pass Registration Revenue	1,750.00	2,250.00	5,000.00	-2,750.00	45.00%
41208 · Banquet Ticket Sales	-60.02	0.00	0.00	0.00	0.00%
41210 · Speaker Registration	0.00	0.00	500.00	-500.00	0.00%
Total 41200 · Other Attendee Fees	13,289.98	15,400.00	29,975.00	-14,575.00	51.38%
41300 · Exhibitor Fees					
41302 · Member Exhibitor Fees	3,000.00	4,000.00	5,000.00	-1,000.00	80.00%
41306 · Non-Member Exhibitor Fees	3,000.00	3,050.00	3,000.00	50.00	101.67%
Total 41300 · Exhibitor Fees	6,000.00	7,050.00	8,000.00	-950.00	88.13%
41400 · Other Conference Revenue					
41404 · Award Revenue	3,000.00	3,000.00	6,500.00	-3,500.00	46.15%
41406 · Sponsorship Sales	17,500.00	37,500.00	58,450.00	-20,950.00	64.16%
Total 41400 · Other Conference Revenue	20,500.00	40,500.00	64,950.00	-24,450.00	62.36%
Total 41000 · Conference Revenue	102,379.00	135,000.00	218,625.00	-83,625.00	61.75%
42000 · Other Revenue					
42002 · Mailing List Sales	0.00	0.00	0.00	0.00	0.00%
42004 · Website Sponsorship Sales	0.00	0.00	5,050.00	-5,050.00	0.00%
42006 · Membership Directory Sales	-125.00	-125.00	0.00	-125.00	100.00%
42008 · Royalties	0.00	500.00	500.00	0.00	100.00%
42010 · Educational Webinars	0.00	1,000.00	1,000.00	0.00	100.00%
42999 · Miscellaneous Revenue	0.00	0.00	0.00	0.00	0.00%
Total 42000 · Other Revenue	-125.00	1,375.00	6,550.00	-5,175.00	20.99%
Total Income	192,455.66	245,851.66	358,630.00	-112,778.34	68.55%

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Expense					
60000 · Administrative Expenses					
60002 · Financial Charges	7,698.23	11,266.56	11,266.56	0.00	100.00%
60004 · General Printing	761.52	1,000.00	1,500.00	-500.00	66.67%
60006 · Insurance	185.00	1,900.00	1,900.00	0.00	100.00%
60008 · Office Supplies	165.06	800.00	1,480.00	-680.00	54.05%
60010 · Postage, Mailing Service	507.94	1,500.00	1,500.00	0.00	100.00%
60012 · Staff Travel	0.00	0.00	1,000.00	-1,000.00	0.00%
60014 · Teleconferences	197.85	500.00	700.00	-200.00	71.43%
60016 · Telephone Expense	1,391.20	2,400.00	2,400.00	0.00	100.00%
60018 · Meetings w/ Strategic Partners	0.00	0.00	500.00	-500.00	0.00%
60900 · Bad Debts	0.00	0.00	0.00	0.00	0.00%
60999 · Misc. Administrative Expenses	0.00	0.00	0.00	0.00	0.00%
Total 60000 · Administrative Expenses	10,906.80	19,366.56	22,246.56	-2,880.00	87.05%
61000 · Board/Exec. Committee Meetings					
61002 · Audio Visual	0.00	100.00	1,550.00	-1,450.00	6.45%
61004 · Elections	457.90	750.00	1,575.00	-825.00	47.62%
61006 · Food & Beverage	1,815.57	10,050.00	10,080.00	-30.00	99.70%
61008 · Room Rental	483.37	483.37	1,000.00	-516.63	48.34%
61010 · Shipping	0.00	250.00	500.00	-250.00	50.00%
61012 · Staff Travel	1,131.45	3,000.00	5,500.00	-2,500.00	54.55%
61014 · Teleconferences	0.00	150.00	450.00	-300.00	33.33%
Total 61000 · Board/Exec. Committee Meetings	3,888.29	14,783.37	20,655.00	-5,871.63	71.57%

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62000 - Conference Expenses					
62002 - Ads/Promotions	866.28	1,500.00	2,500.00	-1,000.00	60.00%
62004 - Audio Visual	0.00	8,500.00	10,000.00	-1,500.00	85.00%
62006 - Awards & Gifts	0.00	2,600.00	5,510.00	-2,910.00	47.19%
62008 - Badges	0.00	742.00	1,167.03	-425.03	63.58%
62010 - Decorations	0.00	1,000.00	2,500.00	-1,500.00	40.00%
62012 - Chair Expenses	0.00	100.00	100.00	0.00	100.00%
62014 - Food & Beverage	0.00	54,200.00	67,240.57	-13,040.57	80.61%
62016 - Outsourced Services	640.00	3,077.83	4,000.00	-922.17	76.95%
62018 - Photography	0.00	500.00	500.00	0.00	100.00%
62020 - Postage & Shipping	0.00	4,000.00	4,000.00	0.00	100.00%
62022 - Printing	0.00	2,500.00	5,000.00	-2,500.00	50.00%
62024 - Registration Materials	0.00	100.00	1,600.00	-1,500.00	6.25%
62026 - Signage	0.00	1,100.25	1,500.00	-399.75	73.35%
62028 - Speaker Fees & Travel	5,000.00	5,700.00	7,500.00	-1,800.00	76.00%
62030 - Staff Travel	0.00	2,350.00	4,000.00	-1,650.00	58.75%
62032 - Site Visit	1,068.63	1,068.63	1,700.00	-631.37	62.86%
62034 - Conference Proceedings Expense	0.00	2,975.00	4,900.00	-1,925.00	60.71%
62036 - Cancellation Insurance	0.00	665.00	1,500.00	-835.00	44.33%
62038 - Website (Conf.)	1,000.00	1,500.00	3,500.00	-2,000.00	42.86%
62040 - Real Time Survey	0.00	0.00	450.00	-450.00	0.00%
62099 - Misc. Conference Expenses	0.00	3,382.00	1,000.00	2,382.00	338.20%
Total 62000 - Conference Expenses	8,574.91	97,560.71	130,167.60	-32,606.89	74.95%
63000 - Membership Development					
63002 - Chapter Conferences	0.00	0.00	4,500.00	-4,500.00	0.00%
63004 - Conference/Meetings Expense	0.00	0.00	2,800.00	-2,800.00	0.00%
63006 - Membership Recruitment Collateral	0.00	0.00	2,000.00	-2,000.00	0.00%
63008 - Membership Brochures/Marketing	0.00	500.00	3,700.00	-3,200.00	13.51%
Total 63000 - Membership Development	0.00	500.00	13,000.00	-12,500.00	3.85%

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64000 - Membership Services					
64002 - Journal of Travel Research Sub.	7,975.00	17,000.00	21,264.00	-4,264.00	79.95%
64004 - Membership Communications	414.72	750.00	1,000.00	-250.00	75.00%
64008 - E-Newsletters	87.50	500.00	1,400.00	-900.00	35.71%
64010 - Listserve	1,700.00	2,900.00	2,900.00	0.00	100.00%
64012 - Member Survey	0.00	0.00	0.00	0.00	0.00%
Total 64000 - Membership Services	10,177.22	21,150.00	26,564.00	-5,414.00	79.62%
65000 - Educational Programs					
65002 - Webinars	28.41	1,000.00	1,000.00	0.00	100.00%
Total 65000 - Educational Programs	28.41	1,000.00	1,000.00	0.00	100.00%
66000 - Revenue Development					
66002 - Teleconferences	0.00	0.00	150.00	-150.00	0.00%
66004 - Misc. Revenue Development	0.00	0.00	2,000.00	-2,000.00	0.00%
Total 66000 - Revenue Development	0.00	0.00	2,150.00	-2,150.00	0.00%
67000 - PR/Marketing					
67002 - PR Consulting Fees	0.00	0.00	10,000.00	-10,000.00	0.00%
67004 - Other PR/Marketing Expenses	339.00	339.00	0.00	339.00	100.00%
67006 - Sponsor Solicitation	0.00	0.00	0.00	0.00	0.00%
Total 67000 - PR/Marketing	339.00	339.00	10,000.00	-9,661.00	3.39%
68000 - Professional Fees					
68002 - Accounting Fees	0.00	6,800.00	4,000.00	2,800.00	170.00%
68004 - Legal Fees	0.00	1,000.00	3,000.00	-2,000.00	33.33%
68006 - Management Fees	53,100.00	118,380.00	118,380.00	0.00	100.00%
68008 - Other Professional Fees	0.00	0.00	0.00	0.00	0.00%
Total 68000 - Professional Fees	53,100.00	126,180.00	125,380.00	800.00	100.64%

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69000 - Website					
69002 - Website Maintainance	400.00	2,000.00	3,119.40	-1,119.40	64.12%
69004 - Website Updates	2,000.00	2,500.00	2,500.00	0.00	100.00%
Total 69000 - Website	<u>2,400.00</u>	<u>4,500.00</u>	<u>5,619.40</u>	<u>-1,119.40</u>	<u>80.08%</u>
Total Expense	<u>89,414.63</u>	<u>285,379.64</u>	<u>356,782.56</u>	<u>-71,402.92</u>	<u>79.99%</u>
Net Ordinary Income	103,041.03	-39,527.98	1,847.44	-41,375.42	-2139.61%
Dee Ann & Kyle Cut					
Over Budget Amounts					
Krista & Kathy Adjusted					