

SAM Financial Report FY 17-18 and FY 2018-19 as of 12-31-2018

Updated 1/8/2019

| Code | Account Name | 2017-18 Adopted | Actual as of 6/30/2018 | Variance | Adopted FY 2018-19 | Actual as of 12/31/2018 | Variance | Notes |
|---------------|------------------------------|-----------------|------------------------|---------------|--------------------|-------------------------|-----------------|--|
| INCOME | | | | | | | | |
| 5010 | Admin Fees | \$ 151,840.00 | \$ 148,325.00 | \$ (3,515.00) | \$ 147,680.00 | \$ 146,880.00 | \$ (800.00) | 926 @ \$160 in 17-18 (1053 actual). 923 @ \$160 in 2018-19 |
| 5080 | MACSS | \$ 8,480.00 | \$ 8,800.00 | \$ 320.00 | \$ 8,800.00 | \$ 8,800.00 | \$ - | 55 @ \$160 in 17-18 & 18-19 |
| 5090 | INST | \$ 2,600.00 | \$ 1,650.00 | \$ (950.00) | \$ 2,600.00 | \$ 1,100.00 | \$ (1,500.00) | 31 in 17-18 |
| 5100 | Dues | | | \$ - | | | \$ - | Journal entry |
| 5200 | MCEL Conf | \$ 60,000.00 | \$ 79,802.98 | \$ 19,802.98 | \$ 70,000.00 | \$ 64,533.19 | \$ (5,466.81) | Additional vendor payment from previous Yr in 2017 |
| 5210 | Evening of Excellence | | \$ 60.00 | \$ 60.00 | | | \$ - | |
| 5310 | Da Rud Cup | \$ 1,500.00 | \$ 975.00 | \$ (525.00) | \$ 1,200.00 | | \$ (1,200.00) | Have begun to create specific sponsors for this event |
| 5399 TTL | Sponsorships/Royalties-TTL | \$ 170,000.00 | \$ 191,592.07 | \$ 21,592.07 | \$ 200,000.00 | \$ 104,622.18 | \$ (95,377.82) | Business partnerships continue to rise based on strategic planning |
| 5500 | Investment Income | \$ 3,000.00 | \$ 12,863.93 | \$ 9,863.93 | \$ 8,000.00 | \$ (2,843.95) | \$ (10,843.95) | |
| 5755 | SAM Administrators Institute | \$ 45,000.00 | \$ 55,559.00 | \$ 10,559.00 | \$ 50,000.00 | \$ 39,737.00 | \$ (10,263.00) | |
| 5700 | Misc Income | | \$ 450.27 | \$ 450.27 | | \$ 488.22 | \$ 488.22 | Journal entries |
| 5850 | Youth Endowment | \$ 10,000.00 | \$ 13,544.83 | \$ 3,544.83 | \$ 10,000.00 | \$ 9,561.00 | \$ (439.00) | |
| 5460 | Lightspeed Product Revenue | \$ 20,000.00 | \$ 14,722.94 | \$ (5,277.06) | \$ 20,000.00 | \$ 8,316.77 | \$ (11,683.23) | Deferred Revenue per Lightspeed Reseller |
| 5175 | MTASCD | \$ 6,000.00 | \$ 6,000.00 | \$ - | \$ 6,000.00 | \$ 3,017.85 | \$ (2,982.15) | \$500 per month for services |
| 5847 | Mentor Program Enrollments | | | \$ - | | | \$ - | Moving this line item into the new LPLP 2016-17 program |
| 5780 | SAM LPLP | \$ 80,000.00 | \$ 118,555.38 | \$ 38,555.38 | \$ 60,000.00 | \$ 95,000.00 | \$ 35,000.00 | LPLP 2018-19 - 60 @ \$500 + \$30K Sponsors - (\$40K Title II) |
| TOTAL | | \$ 562,420.00 | \$ 652,901.40 | \$ 90,481.40 | \$ 584,280.00 | \$ 479,212.26 | \$ (105,067.74) | |

| EXPENSE | | | | | | | | |
|----------|-------------------------------|---------------|---------------|---------------|---------------|---------------|-----------------|---|
| 6560 TTL | Payroll Expenses TTL | | | | | | | |
| | Salaries | \$ 268,000.00 | \$ 272,449.88 | \$ 4,449.88 | \$ 280,500.00 | \$ 157,508.30 | \$ (122,991.70) | Full staffing for 2018-19 4 FTE (+14,000) as Proposed to Exec Board |
| 6050 | SEP Pension Contribution | \$ 31,400.00 | \$ 31,251.73 | \$ (148.27) | \$ 32,900.00 | \$ 16,436.27 | \$ (16,463.73) | 10% of Salary and Benefit (+1500) |
| 6560 | Payroll Taxes | \$ 31,400.00 | \$ 23,184.14 | \$ (8,215.86) | \$ 32,900.00 | \$ 12,489.27 | \$ (20,410.73) | 10% of Salary and Benefit (+1500) |
| 6210 | Benefit - Health & Life Ins | \$ 46,250.00 | \$ 46,425.84 | \$ 175.84 | \$ 48,225.00 | \$ 24,296.50 | \$ (23,928.50) | In lieu of additional Benefits (+1975) |
| | Compensated Absence Liability | | | \$ - | | | \$ - | |
| 6215 | Insurance General | \$ 4,000.00 | \$ 2,852.77 | \$ (1,147.23) | \$ 4,000.00 | \$ 1,955.67 | \$ (2,044.33) | SAM share of property & liability Ins |
| 6270 | Contract Services | \$ 8,000.00 | \$ 12,239.00 | \$ 4,239.00 | \$ 8,000.00 | \$ 7,822.81 | \$ (177.19) | \$6000 Audit & \$5000 MemberClicks in 16-17. Audit + in 17-18 |
| 6350 | Repairs-maintenance | \$ 1,000.00 | | \$ (1,000.00) | \$ 100.00 | | \$ (100.00) | |
| 6370 | Property Taxes | \$ 400.00 | \$ 416.86 | \$ 16.86 | \$ 400.00 | \$ 250.64 | \$ (149.36) | |
| 6410 | Association (Condo) Fees | \$ 15,375.00 | \$ 16,270.86 | \$ 895.86 | \$ 17,155.08 | \$ 8,577.54 | \$ (8,577.54) | Notice of 11.49% increase on 1/1/18 |
| 6450 | Janitor | \$ 500.00 | | \$ (500.00) | | | \$ - | Done by SAM office team in 2017-18 |
| 6500 | Telephone & Internet | \$ 3,400.00 | \$ 2,388.19 | \$ (1,011.81) | \$ 3,200.00 | \$ 1,189.83 | \$ (2,010.17) | Charter Internet & Cell Phones |
| 6600 | Postage | \$ 2,000.00 | \$ 1,533.57 | \$ (466.43) | \$ 2,000.00 | \$ 1,203.31 | \$ (796.69) | |
| 6510 | Web Maintenance | \$ 4,300.00 | | \$ (4,300.00) | \$ 4,300.00 | | \$ (4,300.00) | MemberClicks Service Costs (\$355/Month) |
| 6700 | Office Supplies & Printing | \$ 13,000.00 | \$ 6,051.38 | \$ (6,948.62) | \$ 8,000.00 | \$ 1,264.98 | \$ (6,735.02) | Upgrade tech equipment & Conference App |
| 6720 | Gifts & Awards | \$ 600.00 | \$ 2,013.32 | \$ 1,413.32 | \$ 800.00 | \$ 1,194.65 | \$ 394.65 | |
| 6800 | Dues & Subscriptions | \$ 1,300.00 | \$ 1,360.00 | \$ 60.00 | \$ 1,300.00 | \$ 874.00 | \$ (426.00) | |
| 6810 | MQEC | \$ 4,000.00 | \$ 4,000.00 | \$ - | \$ 4,000.00 | \$ 4,000.00 | \$ - | |
| 6850 | Accounting | \$ 5,000.00 | \$ 3,000.00 | \$ (2,000.00) | \$ 5,000.00 | \$ 1,182.43 | \$ (3,817.57) | YHAdvisors @ \$250/mo + 1200 Taxes |
| 6900 | Miscellaneous | \$ 1,200.00 | \$ 4,673.51 | \$ 3,473.51 | \$ 1,200.00 | \$ 1,182.43 | \$ (17.57) | |
| 6950 | Depreciation | \$ 3,500.00 | \$ 2,715.00 | \$ (785.00) | \$ 3,000.00 | | \$ (3,000.00) | Calculated one time in June |
| 7000 | Committee Meeting | \$ 200.00 | | \$ (200.00) | \$ 200.00 | | \$ (200.00) | |
| 7040 | Delegate Assembly | \$ 500.00 | | \$ (500.00) | \$ 500.00 | | \$ (500.00) | |

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|--------------------------|-------------------------------|-----------------------|------------------------|-----------------------|-----------------------|-------------------------|------------------------|---|
| 7020 | Partners Meeting Expense | \$ 200.00 | | \$ (200.00) | \$ 200.00 | \$ 162.90 | \$ (37.10) | |
| 7030 | Meeting/Training | \$ 200.00 | | \$ (200.00) | | | \$ - | |
| 7050 | SAM Board Meeting | \$ 3,000.00 | \$ 2,434.12 | \$ (565.88) | \$ 3,000.00 | \$ 61.84 | \$ (2,938.16) | |
| 7090 | Regional Expense | | \$ 17.20 | \$ 17.20 | | | \$ - | |
| 7100 | Travel | \$ 2,000.00 | \$ 2,177.02 | \$ 177.02 | \$ 2,000.00 | \$ 1,529.28 | \$ (470.72) | Office staff travel to meetings and conferences |
| 7110 | SAM Office Mileage | \$ 4,000.00 | \$ 3,383.52 | \$ (616.48) | \$ 4,000.00 | \$ 1,094.94 | \$ (2,905.06) | Office staff travel to meetings and conferences |
| 7300 | SAM Administrators Institute | \$ 27,000.00 | \$ 31,156.55 | \$ 4,156.55 | \$ 30,000.00 | \$ 31,960.20 | \$ 1,960.20 | Historical average |
| 7253 | Da Rud Cup | \$ 1,500.00 | \$ 2,808.32 | \$ 1,308.32 | \$ 1,500.00 | | \$ (1,500.00) | Will find sponsors - break even with revenue |
| 7350 | MCEL Conf | \$ 13,500.00 | \$ 9,965.20 | \$ (3,534.80) | \$ 10,000.00 | \$ 4,267.96 | \$ (5,732.04) | |
| 7450 | New Leaders Conf | \$ 4,000.00 | | \$ (4,000.00) | | | \$ - | Rolled into SAM AI |
| 7150 | ASE Expense | \$ 2,800.00 | \$ 3,475.41 | \$ 675.41 | \$ 3,000.00 | \$ 2,759.19 | \$ (240.81) | ASE Lobby Mtg, EdNW Mtg, Summer |
| 7850 | Legislative | \$ 1,000.00 | \$ 529.07 | \$ (470.93) | \$ 1,500.00 | \$ 655.30 | \$ (844.70) | Zoby Poll, GREAT V |
| 7960 | Youth Endowment Distributions | \$ 10,000.00 | \$ 9,478.29 | \$ (521.71) | \$ 10,000.00 | | \$ (10,000.00) | |
| 7780 | Sponsorship Expenses | \$ 1,000.00 | | \$ (1,000.00) | \$ 1,000.00 | | \$ (1,000.00) | |
| 7271 | State Executive Conference | \$ 2,000.00 | \$ 2,089.64 | \$ 89.64 | \$ 2,000.00 | | \$ (2,000.00) | State Exec NAESP/NASSP Meeting in May |
| | Day of Advocacy | \$ 1,000.00 | | \$ (1,000.00) | \$ 1,000.00 | | \$ (1,000.00) | MT-PEC Caucus Day and DOA 2019, MT-PEC Expenses |
| 7800 | Legal Assistance | \$ 1,000.00 | | \$ (1,000.00) | \$ 1,000.00 | | \$ (1,000.00) | |
| | Evening of Excellence | \$ 5,000.00 | \$ 4,416.13 | \$ (583.87) | \$ 5,000.00 | | \$ (5,000.00) | |
| 6570 | Mentor Program | | | \$ - | | | \$ - | New SAM LPLP 2016-17 Program |
| | 21st Century Leadership Inst. | | | \$ - | | | \$ - | New SAM LPLP 2016-17 Program |
| | SAM Leaders PL Program | \$ 120,000.00 | \$ 109,420.74 | \$ (10,579.26) | \$ 120,000.00 | \$ 25,767.65 | \$ (94,232.35) | \$100K stipends + \$20K travel |
| TOTAL | TOTAL | \$ 644,525.00 | \$ 614,177.26 | \$ (30,347.74) | \$ 652,880.08 | \$ 309,687.89 | \$ (343,192.19) | |
| NET Profit (Loss) | | \$ (82,105.00) | \$ 38,724.14 | \$ 120,829.14 | \$ (68,600.08) | \$ 169,524.37 | \$ 238,124.45 | |

Total Net Worth

\$ 283,627.34

\$ 294,626.08