

SAM Financial Report FY 17-18 and FY 2018-19 as of 9-30-2018

Updated 10/15/2018

Code	Account Name	2017-18 Adopted	Actual as of 6/30/2018	Variance	Adopted FY 2018-19	Actual as of 9/30/2018	Variance	Notes
<b>INCOME</b>								
5010	Admin Fees	\$ 151,840.00	\$ 148,325.00	\$ (3,515.00)	\$ 147,680.00	\$ 135,840.00	\$ (11,840.00)	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	\$ 600.00	\$ (2,000.00)	31 in 17-18
5100	Dues			\$ -			\$ -	Journal entry
5200	MCEL Conf	\$ 60,000.00	\$ 79,802.98	\$ 19,802.98	\$ 70,000.00		\$ (70,000.00)	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	\$ 60,046.21	\$ (139,953.79)	Business partnerships continue to rise based on strategic planning
5500	Investment Income	\$ 3,000.00	\$ 12,863.93	\$ 9,863.93	\$ 8,000.00	\$ 5,388.62	\$ (2,611.38)	
5755	SAM Administrators Institute	\$ 45,000.00	\$ 55,559.00	\$ 10,559.00	\$ 50,000.00	\$ 38,817.00	\$ (11,183.00)	
5700	Misc Income		\$ 450.27	\$ 450.27			\$ -	Journal entries
5850	Youth Endowment	\$ 10,000.00	\$ 13,544.83	\$ 3,544.83	\$ 10,000.00	\$ 9,031.00	\$ (969.00)	
5460	Lightspeed Product Revenue	\$ 20,000.00	\$ 14,722.94	\$ (5,277.06)	\$ 20,000.00	\$ 4,494.37	\$ (15,505.63)	Deferred Revenue per Lightspeed Reseller
5175	MTASCD	\$ 6,000.00	\$ 6,000.00	\$ -	\$ 6,000.00	\$ 1,517.85	\$ (4,482.15)	\$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	\$ 74,500.00	\$ 14,500.00	LPLP 2018-19 - 60 @ \$500 + \$30K Sponsors - (\$40K Title II)
TOTAL		\$ 562,420.00	\$ 652,901.40	\$ 90,481.40	\$ 584,280.00	\$ 339,035.05	\$ (245,244.95)	

<b>EXPENSE</b>								
6560 TTL	Payroll Expenses TTL							
	Salaries	\$ 268,000.00	\$ 272,449.88	\$ 4,449.88	\$ 280,500.00	\$ 76,800.00	\$ (203,700.00)	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	\$ 8,218.14	\$ (24,681.86)	10% of Salary and Benefit (+1500)
6560	Payroll Taxes	\$ 31,400.00	\$ 23,184.14	\$ (8,215.86)	\$ 32,900.00	\$ 6,866.19	\$ (26,033.81)	10% of Salary and Benefit (+1500)
6210	Benefit - Health & Life Ins	\$ 46,250.00	\$ 46,425.84	\$ 175.84	\$ 48,225.00	\$ 12,152.25	\$ (36,072.75)	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	\$ 7,072.81	\$ (927.19)	\$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		\$ (400.00)	
6410	Association (Condo) Fees	\$ 15,375.00	\$ 16,270.86	\$ 895.86	\$ 17,155.08	\$ 5,718.36	\$ (11,436.72)	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	\$ 596.21	\$ (2,603.79)	Charter Internet & Cell Phones
6600	Postage	\$ 2,000.00	\$ 1,533.57	\$ (466.43)	\$ 2,000.00	\$ 444.65	\$ (1,555.35)	
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	\$ 734.21	\$ (7,265.79)	Upgrade tech equipment & Conference App
6720	Gifts & Awards	\$ 600.00	\$ 2,013.32	\$ 1,413.32	\$ 800.00		\$ (800.00)	
6800	Dues & Subscriptions	\$ 1,300.00	\$ 1,360.00	\$ 60.00	\$ 1,300.00	\$ 400.00	\$ (900.00)	
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		\$ (5,000.00)	YHAdvisors @ \$250/mo + 1200 Taxes
6900	Miscellaneous	\$ 1,200.00	\$ 4,673.51	\$ 3,473.51	\$ 1,200.00	\$ 426.59	\$ (773.41)	
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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Code	Account Name	2017-18 Adopted	Actual as of 6/30/2018	Variance	Adopted FY 2018-19	Actual as of 9/30/2018	Variance	Notes
7020	Partners Meeting Expense	\$ 200.00		\$ (200.00)	\$ 200.00		\$ (200.00)	
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	\$ 372.26	\$ (1,627.74)	Office staff travel to meetings and conferences
7110	SAM Office Mileage	\$ 4,000.00	\$ 3,383.52	\$ (616.48)	\$ 4,000.00	\$ 798.43	\$ (3,201.57)	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		\$ (10,000.00)	
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	\$ 1,805.23	\$ (1,194.77)	ASE Lobby Mtg, EdNW Mtg, Summer
7850	Legislative	\$ 1,000.00	\$ 529.07	\$ (470.93)	\$ 1,500.00		\$ (1,500.00)	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	\$ 5,794.07	\$ (114,205.93)	\$100K stipends + \$20K travel
<b>TOTAL</b>	<b>TOTAL</b>	<b>\$ 644,525.00</b>	<b>\$ 614,177.26</b>	<b>\$ (30,347.74)</b>	<b>\$ 652,880.08</b>	<b>\$ 166,177.11</b>	<b>\$ (486,702.97)</b>	
<b>NET Profit (Loss)</b>		<b>\$ (82,105.00)</b>	<b>\$ 38,724.14</b>	<b>\$ 120,829.14</b>	<b>\$ (68,600.08)</b>	<b>\$ 172,857.94</b>	<b>\$ 241,458.02</b>	

**Total Net Worth**

**\$ 283,627.34**

**\$ 294,221.85**