

SAM Financial Report FY 15-16 and 2nd Quarter FY 16-17

Updated 1/6/2017

Code	Account Name	FY 15-16 Adopted Budget	Actual as of 6/30/2016	Variance	2016-17 Budget	Actual as of 12/31/2016	Variance	Notes
<b>INCOME</b>								
5010	Admin Fees	\$ 136,800.00	\$ 136,960.00	\$ 160.00	\$ 136,000.00	\$ 140,960.00	\$ 4,960.00	846 @\$160 in 15-16. 850 @ \$160 in 16-17 (881 actual)
5080	MACSS	\$ 8,480.00	\$ 8,480.00	\$ -	\$ 8,480.00	\$ 8,480.00	\$ -	53 @\$160 in 15-16 & 16-17
5090	INST	\$ 1,000.00	\$ 2,950.00	\$ 1,950.00	\$ 3,600.00	\$ 1,225.00	\$ (2,375.00)	36 in 15-16 & 16-17 (33 Actual)
5100	Dues		\$ 200.00	\$ 200.00		\$ 200.00	\$ 200.00	Journal entry
5200	MCEL Conf	\$ 104,000.00	\$ 71,316.98	\$ (32,683.02)	\$ 72,000.00	\$ 50,600.00	\$ (21,400.00)	Exhibitor switch in 2015
5210	Evening of Excellence	\$ -	\$ 300.00	\$ 300.00			\$ -	
5310	Da Rud Cup		\$ 1,980.00	\$ 1,980.00			\$ -	
5301	Program Revenues - Other			\$ -			\$ -	
5350	New Leaders Conf	\$ 6,000.00	\$ 7,080.00	\$ 1,080.00	\$ 7,500.00	\$ 1,350.00	\$ (6,150.00)	
5399 TTL	Sponsorships/Royalties-TTL	\$ 150,000.00	\$ 137,559.67	\$ (12,440.33)	\$ 160,000.00	\$ 104,406.25	\$ (55,593.75)	
5500	Investment Income	\$ 2,000.00	\$ 3,384.87	\$ 1,384.87	\$ 2,000.00	\$ 2,688.12	\$ 688.12	
5755	SAM Administrators Institute	\$ 40,000.00	\$ 35,370.00	\$ (4,630.00)	\$ 45,000.00	\$ 39,506.65	\$ (5,493.35)	
5765	Energy Summit			\$ -			\$ -	
5770	MT LFA Income			\$ -			\$ -	
5840	Workshops(Asp., Law)/TECH			\$ -			\$ -	
5700	Misc Income		\$ 501.54	\$ 501.54		\$ 546.32	\$ 546.32	Journal entries
5760	Recruitment Enrollment			\$ -			\$ -	
5850	Youth Endowment	\$ 10,000.00	\$ 9,724.37	\$ (275.63)	\$ 10,000.00	\$ 9,163.00	\$ (837.00)	
5720	Asthma Grant			\$ -			\$ -	
5846	Focused Leadership			\$ -			\$ -	
	21st Century Leadership Inst.	\$ 30,000.00	\$ 26,600.00	\$ (3,400.00)	\$ 15,000.00	\$ 3,700.00	\$ (11,300.00)	11 21CLI+6 GEAR UP 15-16. 15 21CLI 16-17
	MALD/RESERVES			\$ -			\$ -	
5460	Lightspeed Product Revenue	\$ -	\$ 10,077.50	\$ 10,077.50	\$ 5,000.00	\$ 19,207.72	\$ 14,207.72	Deferred Revenue per Lightspeed Reseller
5175	MTASCD		\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 3,000.00	\$ (3,000.00)	\$500 per month for services
5847	Mentor Program Enrollments	\$ 15,000.00	\$ 18,500.00	\$ 3,500.00	\$ 15,000.00	\$ 11,500.00	\$ (3,500.00)	37 Mentees 15-16. 30 in 16-17
	Affiliate Support of SAM			\$ -			\$ -	
5780	SAM LPLP	\$ 15,000.00	\$ 20,606.16	\$ 5,606.16	\$ 30,000.00	\$ 500.00	\$ (29,500.00)	NW Energy \$5K, OPI \$10K & GEAR UP \$15K
9999	Recon Revenue		\$ 20.00	\$ 20.00			\$ -	
<b>TOTAL</b>		\$ 518,280.00	\$ 497,611.09	\$ (20,668.91)	\$ 515,580.00	\$ 397,033.06	\$ (118,546.94)	

<b>EXPENSE</b>								
6560 TTL	Payroll Expenses TTL							
	Salaries	\$ 229,960.00	\$ 221,980.56	\$ (7,979.44)	\$ 247,736.00	\$ 128,299.37	\$ (119,436.63)	Full staffing for 2016-17 3.5 FTE
6050	SEP Pension Contribution	\$ 22,960.00	\$ 25,357.68	\$ 2,397.68	\$ 28,773.00	\$ 13,138.36	\$ (15,634.64)	10% of Salary and Benefit
6560	Payroll Taxes	\$ 22,960.00	\$ 18,804.03	\$ (4,155.97)	\$ 28,773.00	\$ 9,859.79	\$ (18,913.21)	10% of Salary and Benefit
6210	Benefit - Health & Life Ins	\$ 39,500.00	\$ 38,379.76	\$ (1,120.24)	\$ 41,000.00	\$ 19,996.02	\$ (21,003.98)	In lieu of additional Benefits
	Compensated Absence Liability						\$ -	
6215	Insurance General	\$ 2,000.00	\$ 3,026.00	\$ 1,026.00	\$ 4,000.00	\$ 2,278.00	\$ (1,722.00)	SAM share of property & liability Ins
6220	Interest			\$ -			\$ -	

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6270	Contract Services	\$ 8,000.00	\$ 7,508.31	\$ (491.69)	\$ 8,000.00	\$ 5,933.74	\$ (2,066.26)	\$6000 Audit & \$2000 Tech Services
6350	Repairs-maintenance	\$ 1,000.00	\$ 896.00	\$ (104.00)	\$ 1,000.00		\$ (1,000.00)	
6370	Property Taxes	\$ 350.00	\$ 367.28	\$ 17.28	\$ 450.00	\$ 188.92	\$ (261.08)	
6410	Association (Condo) Fees	\$ 15,375.00	\$ 15,386.64	\$ 11.64	\$ 15,375.00	\$ 7,693.32	\$ (7,681.68)	No Increase
6450	Janitor	\$ 480.00	\$ 575.00	\$ 95.00	\$ 1,020.00	\$ 510.00	\$ (510.00)	Increase from \$40 to \$85 per month
6500	Telephone & Internet	\$ 4,500.00	\$ 2,627.96	\$ (1,872.04)	\$ 4,800.00	\$ 1,077.40	\$ (3,722.60)	Charter Internet & Cell Phones
6600	Postage	\$ 2,000.00	\$ 1,757.71	\$ (242.29)	\$ 2,000.00	\$ 1,253.95	\$ (746.05)	
6510	Web Maintenance			\$ -		\$ 44.15	\$ 44.15	
6700	Office Supplies & Printing	\$ 15,000.00	\$ 9,930.54	\$ (5,069.46)	\$ 15,000.00	\$ 10,345.94	\$ (4,654.06)	Upgrade tech equipment
6720	Gifts & Awards	\$ 800.00	\$ 370.00	\$ (430.00)	\$ 800.00		\$ (800.00)	
6800	Dues & Subscriptions	\$ 800.00	\$ 991.35	\$ 191.35	\$ 800.00	\$ 780.00	\$ (20.00)	
6810	MQEC	\$ 4,000.00	\$ 4,000.00	\$ -	\$ 4,000.00		\$ (4,000.00)	
6850	Accounting	\$ 6,000.00	\$ 4,565.37	\$ (1,434.63)	\$ 6,000.00	\$ 275.00	\$ (5,725.00)	MRG @ \$300/mo.+2375 Taxes
6900	Miscellaneous	\$ 500.00	\$ 1,240.23	\$ 740.23	\$ 500.00	\$ 866.73	\$ 366.73	Job Advertising
6950	Depreciation	\$ 3,500.00	\$ 2,715.00	\$ (785.00)	\$ 3,500.00		\$ (3,500.00)	Calculated one time in June
7000	Committee Meeting		\$ 42.35	\$ 42.35	\$ 250.00	\$ 97.70	\$ (152.30)	
7040	Delegate Assembly	\$ 500.00	\$ 246.48	\$ (253.52)	\$ 500.00	\$ -	\$ (500.00)	
7020	Partners Meeting Expense		\$ 126.62	\$ 126.62	\$ 200.00	\$ 221.25	\$ 21.25	
7030	Meeting/Training		\$ -	\$ -	\$ 250.00		\$ (250.00)	
7050	SAM Board Meeting	\$ 4,000.00	\$ 1,431.85	\$ (2,568.15)	\$ 3,000.00	\$ 433.44	\$ (2,566.56)	
7090	Regional Expense			\$ -			\$ -	
7100	Travel	\$ 2,000.00	\$ 484.20	\$ (1,515.80)	\$ 2,000.00	\$ 907.74	\$ (1,092.26)	
7110	SAM Office Mileage	\$ 5,000.00	\$ 2,824.45	\$ (2,175.55)	\$ 5,000.00	\$ 1,547.10	\$ (3,452.90)	
7250	Fall Conference			\$ -			\$ -	
7300	SAM Administrators Institute	\$ 20,000.00	\$ 24,061.10	\$ 4,061.10	\$ 27,000.00	\$ 25,452.87	\$ (1,547.13)	Estimate of 2016-17 is \$27K
7742	Instructional Leadership			\$ -			\$ -	
7253	Da Rud Cup		\$ 1,757.00	\$ 1,757.00			\$ -	Will find sponsors to cover expense
7350	MCEL Conf	\$ 60,000.00	\$ 11,727.32	\$ (48,272.68)	\$ 15,000.00	\$ 10,002.19	\$ (4,997.81)	
7450	New Leaders Conf	\$ 5,000.00	\$ -	\$ (5,000.00)	\$ 6,000.00	\$ 3,007.46	\$ (2,992.54)	
7570	Running The Store Conference			\$ -			\$ -	ASE Winter Meeting (MASS)
7565	Energy Summit			\$ -			\$ -	
7150	ASE Expense	\$ 2,000.00	\$ 928.74	\$ (1,071.26)	\$ 2,000.00	\$ 2,609.65	\$ 609.65	ASE Lobby Mtg and EdNW Mtg, Summer
7740	Workshops			\$ -			\$ -	
7850	Legislative		\$ 466.54	\$ 466.54	\$ 500.00	\$ 1,217.54	\$ 717.54	Zoby Poll
7575	MT LFA			\$ -			\$ -	
7960	Youth Endowment Distributions	\$ 10,000.00	\$ 10,158.04	\$ 158.04	\$ 10,000.00		\$ (10,000.00)	
	RESERVES			\$ -			\$ -	
7742	Focused Leadership			\$ -			\$ -	
7970	Asthma Grant Distributions			\$ -			\$ -	
7780	Sponsorship Expenses	\$ 1,000.00	\$ -	\$ (1,000.00)			\$ -	

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	Reconciliation Discrepancies			\$ -			\$ -	
6580	Professional Development			\$ -			\$ -	
	Interest			\$ -			\$ -	
7271	State Executive Conference	\$ 1,500.00	\$ 1,912.85	\$ 412.85	\$ 2,000.00		\$ (2,000.00)	State Exec NAESP/NASSP Meeting
	Day of Advocacy			\$ -	\$ 5,000.00		\$ (5,000.00)	MT-PEC Caucus Day and DOA 2017
7800	Legal Assistance	\$ 1,000.00	\$ -	\$ (1,000.00)	\$ 1,000.00		\$ (1,000.00)	Incorporation Doc in 2015
7910	Lightspeed Systems Expense	\$ -	\$ -	\$ -			\$ -	Created Deferred Revenue new in 2015-16
	Evening of Excellence	\$ 1,000.00	\$ 4,742.42	\$ 3,742.42	\$ 4,000.00		\$ (4,000.00)	
6570	Mentor Program	\$ 15,000.00	\$ -	\$ (15,000.00)	\$ 15,000.00		\$ (15,000.00)	Break Even with Revenue
	21st Century Leadership Inst.	\$ 30,000.00	\$ 240.19	\$ (29,759.81)	\$ 15,000.00		\$ (15,000.00)	Break Even with Revenue
	SAM Leaders PL Program	\$ 95,000.00	\$ 111,519.37	\$ 16,519.37	\$ 100,000.00	\$ 37,252.26	\$ (62,747.74)	\$95K stipends 15-16, +\$5K total 16-17
<b>TOTAL</b>	<b>TOTAL</b>	<b>\$ 632,685.00</b>	<b>\$ 533,148.94</b>	<b>\$ (99,536.06)</b>	<b>\$ 627,227.00</b>	<b>\$ 285,289.89</b>	<b>\$ (341,937.11)</b>	
<b>NET Profit (Loss)</b>		<b>\$ (114,405.00)</b>	<b>\$ (35,537.85)</b>	<b>\$ 78,867.15</b>	<b>\$ (111,647.00)</b>	<b>\$ 111,743.17</b>	<b>\$ 223,390.17</b>	

**Total Net Worth**

**\$ 212,851.75**

**\$ 406,484.48**