

# SAM Financial Report FY 16-17 and FY 2017-18 as of 9-30-2017

Updated 10/4/2017

Code	Account Name	2016-17 Budget	Actual as of 6/30/2017	Variance	2017-18 Adopted	Actual as of 9/30/2017	Variance	Notes
<b>INCOME</b>								
5010	Admin Fees	\$ 136,000.00	\$ 140,960.00	\$ 4,960.00	\$ 151,840.00	\$ 130,885.00	\$ (20,955.00)	944 @ \$160 in 16-17 (1015 actual) 1020 in 2017-18 (949)
5080	MACSS	\$ 8,480.00	\$ 8,480.00	\$ -	\$ 8,480.00	\$ 8,800.00	\$ 320.00	53 @\$160 in 16-17 & 17-18
5090	INST	\$ 3,600.00	\$ 2,400.00	\$ (1,200.00)	\$ 2,600.00	\$ -	\$ (2,600.00)	36 in 15-16 & 16-17 - 38 in 17-18
5100	Dues		\$ 200.00	\$ 200.00			\$ -	Journal entry
5200	MCEL Conf	\$ 72,000.00	\$ 56,175.09	\$ (15,824.91)	\$ 60,000.00	\$ 5,000.00	\$ (55,000.00)	Exhibitor switch in 2015
5210	Evening of Excellence		\$ 629.00	\$ 629.00			\$ -	
5310	Da Rud Cup		\$ 2,300.00	\$ 2,300.00	\$ 1,500.00	\$ 125.00	\$ (1,375.00)	Have begun to create specific sponsors for this event
5301	Program Revenues - Other			\$ -			\$ -	
5350	New Leaders Conf	\$ 7,500.00	\$ 1,350.00	\$ (6,150.00)	\$ 4,000.00		\$ (4,000.00)	Estimating 40 new leaders attending
5399 TTL	Sponsorships/Royalties-TTL	\$ 160,000.00	\$ 182,712.45	\$ 22,712.45	\$ 170,000.00	\$ 49,898.01	\$ (120,101.99)	Business partnerships continue to rise (5 new in 16-17)
5500	Investment Income	\$ 2,000.00	\$ 11,810.32	\$ 9,810.32	\$ 3,000.00	\$ 2,805.99	\$ (194.01)	
5755	SAM Administrators Institute	\$ 45,000.00	\$ 39,506.65	\$ (5,493.35)	\$ 45,000.00	\$ 51,129.00	\$ 6,129.00	Inviting Teacher teams to Daggett
5700	Misc Income		\$ 546.32	\$ 546.32			\$ -	Journal entries
5850	Youth Endowment	\$ 10,000.00	\$ 10,017.00	\$ 17.00	\$ 10,000.00	\$ 8,220.00	\$ (1,780.00)	
	21st Century Leadership Inst.	\$ 15,000.00	\$ 3,700.00	\$ (11,300.00)			\$ -	Moving this line item into the new LPLP 2016-17 program
5460	Lightspeed Product Revenue	\$ 5,000.00	\$ 26,822.56	\$ 21,822.56	\$ 20,000.00	\$ 14,392.57	\$ (5,607.43)	Deferred Revenue per Lightspeed Reseller
5175	MTASCD	\$ 6,000.00	\$ 6,000.00	\$ -	\$ 6,000.00	\$ 1,500.00	\$ (4,500.00)	\$500 per month for services
5847	Mentor Program Enrollments	\$ 15,000.00	\$ 11,500.00	\$ (3,500.00)			\$ -	Moving this line item into the new LPLP 2016-17 program
	Affiliate Support of SAM			\$ -			\$ -	
5780	SAM LPLP	\$ 30,000.00	\$ 21,000.00	\$ (9,000.00)	\$ 80,000.00	\$ 32,500.00	\$ (47,500.00)	LPLP 2017-18 - 40 @ \$500 + \$20K Sponsors + \$40K Title II
9999	Recon Revenue			\$ -			\$ -	
<b>TOTAL</b>		\$ 515,580.00	\$ 526,109.39	\$ 10,529.39	\$ 562,420.00	\$ 305,255.57	\$ (257,164.43)	

<b>EXPENSE</b>								
6560 TTL	Payroll Expenses TTL							
	Salaries	\$ 247,736.00	\$ 254,827.41	\$ 7,091.41	\$ 268,000.00	\$ 72,593.97	\$ (195,406.03)	Full staffing for 2017-18 4 FTE (+15,000)
6050	SEP Pension Contribution	\$ 28,773.00	\$ 26,484.76	\$ (2,288.24)	\$ 31,400.00	\$ 7,812.93	\$ (23,587.07)	10% of Salary and Benefit (+2000)
6560	Payroll Taxes	\$ 28,773.00	\$ 21,185.08	\$ (7,587.92)	\$ 31,400.00	\$ 11,606.46	\$ (19,793.54)	10% of Salary and Benefit (+2000)
6210	Benefit - Health & Life Ins	\$ 41,000.00	\$ 40,280.04	\$ (719.96)	\$ 46,250.00	\$ 7,673.64	\$ (38,576.36)	In lieu of additional Benefits (+5250)
	Compensated Absence Liability			\$ -			\$ -	
6215	Insurance General	\$ 4,000.00	\$ 3,622.00	\$ (378.00)	\$ 4,000.00	\$ 1,344.00	\$ (2,656.00)	SAM share of property & liability Ins
6220	Interest			\$ -			\$ -	
6270	Contract Services	\$ 8,000.00	\$ 11,550.76	\$ 3,550.76	\$ 8,000.00	\$ 4,468.06	\$ (3,531.94)	\$6000 Audit & \$5000 MemberClicks in 16-17. Audit + in 17-18
6350	Repairs-maintenance	\$ 1,000.00	\$ 45.00	\$ (955.00)	\$ 1,000.00		\$ (1,000.00)	
6370	Property Taxes	\$ 450.00	\$ 377.82	\$ (72.18)	\$ 400.00		\$ (400.00)	
6410	Association (Condo) Fees	\$ 15,375.00	\$ 15,386.64	\$ 11.64	\$ 15,375.00	\$ 3,846.66	\$ (11,528.34)	No Increase
6450	Janitor	\$ 1,020.00	\$ 765.00	\$ (255.00)	\$ 500.00		\$ (500.00)	Done by SAM office team in 2017-18
6500	Telephone & Internet	\$ 4,800.00	\$ 2,424.01	\$ (2,375.99)	\$ 3,400.00	\$ 599.50	\$ (2,800.50)	Charter Internet & Cell Phones
6600	Postage	\$ 2,000.00	\$ 2,446.82	\$ 446.82	\$ 2,000.00	\$ 244.65	\$ (1,755.35)	
6510	Web Maintenance		\$ 44.15	\$ 44.15	\$ 4,300.00		\$ (4,300.00)	MemberClicks Service Costs (\$355/Month)
6700	Office Supplies & Printing	\$ 15,000.00	\$ 13,728.70	\$ (1,271.30)	\$ 13,000.00	\$ 2,212.97	\$ (10,787.03)	Upgrade tech equipment - Copier will be paid for
6720	Gifts & Awards	\$ 800.00	\$ 255.00	\$ (545.00)	\$ 600.00	\$ 1,204.68	\$ 604.68	
6800	Dues & Subscriptions	\$ 800.00	\$ 1,524.00	\$ 724.00	\$ 1,300.00	\$ 75.00	\$ (1,225.00)	

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Code	Account Name	2016-17 Budget	Actual as of 6/30/2017	Variance	2017-18 Adopted	Actual as of 9/30/2017	Variance	Notes
6810	MQEC	\$ 4,000.00	\$ 4,000.00	\$ -	\$ 4,000.00	\$ 4,000.00	\$ -	
6850	Accounting	\$ 6,000.00	\$ 2,975.00	\$ (3,025.00)	\$ 5,000.00	\$ 750.00	\$ (4,250.00)	YHAdvisors @ \$250/mo + 1200 Taxes
6900	Miscellaneous	\$ 500.00	\$ 2,102.39	\$ 1,602.39	\$ 1,200.00	\$ 1,514.95	\$ 314.95	
6950	Depreciation	\$ 3,500.00		\$ (3,500.00)	\$ 3,500.00		\$ (3,500.00)	Calculated one time in June
7000	Committee Meeting	\$ 250.00	\$ 97.70	\$ (152.30)	\$ 200.00		\$ (200.00)	
7040	Delegate Assembly	\$ 500.00	\$ 41.20	\$ (458.80)	\$ 500.00		\$ (500.00)	
7020	Partners Meeting Expense	\$ 200.00	\$ 221.25	\$ 21.25	\$ 200.00		\$ (200.00)	
7030	Meeting/Training	\$ 250.00		\$ (250.00)	\$ 200.00		\$ (200.00)	
7050	SAM Board Meeting	\$ 3,000.00	\$ 1,069.45	\$ (1,930.55)	\$ 3,000.00		\$ (3,000.00)	
7090	Regional Expense			\$ -			\$ -	
7100	Travel	\$ 2,000.00	\$ 1,695.83	\$ (304.17)	\$ 2,000.00	\$ 372.90	\$ (1,627.10)	Office staff travel to meetings and conferences
7110	SAM Office Mileage	\$ 5,000.00	\$ 2,973.42	\$ (2,026.58)	\$ 4,000.00	\$ 1,234.79	\$ (2,765.21)	Office staff travel to meetings and conferences
7300	SAM Administrators Institute	\$ 27,000.00	\$ 25,452.87	\$ (1,547.13)	\$ 27,000.00	\$ 31,153.56	\$ 4,153.56	Estimate of 2016-17 is \$27K
7742	Instructional Leadership			\$ -			\$ -	
7253	Da Rud Cup		\$ 3,536.29	\$ 3,536.29	\$ 1,500.00		\$ (1,500.00)	Will find sponsors - break even with revenue
7350	MCEL Conf	\$ 15,000.00	\$ 10,002.19	\$ (4,997.81)	\$ 13,500.00	\$ 5,000.00	\$ (8,500.00)	
7450	New Leaders Conf	\$ 6,000.00	\$ 3,007.46	\$ (2,992.54)	\$ 4,000.00		\$ (4,000.00)	Break Even with Revenue
7150	ASE Expense	\$ 2,000.00	\$ 2,789.65	\$ 789.65	\$ 2,800.00	\$ 2,907.41	\$ 107.41	ASE Lobby Mtg, EdNW Mtg, Summer
7740	Workshops			\$ -			\$ -	
7850	Legislative	\$ 500.00	\$ 1,748.25	\$ 1,248.25	\$ 1,000.00	\$ 333.43	\$ (666.57)	Zoby Poll, GREAT V
7960	Youth Endowment Distributions	\$ 10,000.00	\$ 9,250.00	\$ (750.00)	\$ 10,000.00		\$ (10,000.00)	
	RESERVES			\$ -			\$ -	
7780	Sponsorship Expenses			\$ -	\$ 1,000.00		\$ (1,000.00)	
	Reconciliation Discrepancies			\$ -			\$ -	
6580	Professional Development			\$ -			\$ -	
	Interest			\$ -			\$ -	
7271	State Executive Conference	\$ 2,000.00	\$ 2,261.22	\$ 261.22	\$ 2,000.00		\$ (2,000.00)	State Exec NAESP/NASSP Meeting in May
	Day of Advocacy	\$ 5,000.00	\$ 475.00	\$ (4,525.00)	\$ 1,000.00		\$ (1,000.00)	MT-PEC Caucus Day and DOA 2017, MT-PEC Expenses
7800	Legal Assistance	\$ 1,000.00		\$ (1,000.00)	\$ 1,000.00		\$ (1,000.00)	
7910	Lightspeed Systems Expense			\$ -			\$ -	Created Deferred Revenue new in 2015-16
	Evening of Excellence	\$ 4,000.00	\$ 4,946.00	\$ 946.00	\$ 5,000.00		\$ (5,000.00)	
6570	Mentor Program	\$ 15,000.00		\$ (15,000.00)			\$ -	New SAM LPLP 2016-17 Program
	21st Century Leadership Inst.	\$ 15,000.00		\$ (15,000.00)			\$ -	New SAM LPLP 2016-17 Program
	SAM Leaders PL Program	\$ 100,000.00	\$ 101,471.36	\$ 1,471.36	\$ 120,000.00	\$ 12,310.91	\$ (107,689.09)	\$100K stipends 16-17, \$100K stipends + \$20K travel
<b>TOTAL</b>	<b>TOTAL</b>	<b>\$ 627,227.00</b>	<b>\$ 575,063.72</b>	<b>\$ (52,163.28)</b>	<b>\$ 644,525.00</b>	<b>\$ 173,260.47</b>		
<b>NET Profit (Loss)</b>		<b>\$ (111,647.00)</b>	<b>\$ (48,954.33)</b>	<b>\$ 62,692.67</b>	<b>\$ (82,105.00)</b>	<b>\$ 131,995.10</b>	<b>\$ (257,164.43)</b>	

Total Net Worth

\$ 266,294.36

\$ 355,792.16