

**SIA Central East Coast Region  
Profit & Loss Budget vs. Actual  
July 2024 - March 2025**

|  | Actual              | Budget              | % of Budget   |
|--|---------------------|---------------------|---------------|
| <b>Ordinary Income/Expense</b>                 |                     |                     |               |
| Income   |                     |                     |               |
| Fall Meeting Registration                      | 2,895.00            | 2,650.00            | 109.25%       |
| Fundraiser                                     | 243.00              |                     |               |
| Interest Income                                | 1.73                |                     |               |
| Laurel Society Lottery Board                   | 1,020.00            | 1,000.00            | 102.00%       |
| Region Dues                                    | 8,329.91            | 16,000.00           | 52.06%        |
| Services                                       | 0.00                |                     |               |
| SIA Funds LYD Region Finalist                  |                     | 16,000.00           | 0.00%         |
| Transfers from Reserves                        |                     | 20,710.00           | 0.00%         |
| Uncategorized Income                           | 0.66                |                     |               |
| <b>Total Income</b>                            | <b>\$ 12,490.30</b> | <b>\$ 56,360.00</b> | <b>22.16%</b> |
| <b>Gross Profit</b>                            | <b>\$ 12,490.30</b> | <b>\$ 56,360.00</b> | <b>22.16%</b> |
| <b>Expenses</b>                                |                     |                     |               |
| Administrative Expenses                        |                     |                     |               |
| Liability Insurance - 2 yrs                    |                     | 1,200.00            | 0.00%         |
| Office Supplies & Printing                     | 93.95               | 500.00              | 18.79%        |
| Website/TechSoup/Zoom                          | 714.18              | 660.00              | 108.21%       |
| <b>Total Administrative Expenses</b>           | <b>\$ 808.13</b>    | <b>\$ 2,360.00</b>  | <b>34.24%</b> |
| Board, Chair & Coord Expenses                  |                     |                     |               |
| SIA Convention                                 | 633.15              | 3,300.00            | 19.19%        |
| SIA Leadership Roundtable                      |                     | 350.00              | 0.00%         |
| Travel, Lodging & Meals                        | 169.29              | 10,000.00           | 1.69%         |
| <b>Total Board, Chair &amp; Coord Expenses</b> | <b>\$ 802.44</b>    | <b>\$ 13,650.00</b> | <b>5.88%</b>  |
| Fall Meeting Expense                           | 2,714.47            | 2,650.00            | 102.43%       |
| Membership Pillar                              |                     |                     |               |
| Club Membership/Public Awareness               | 100.00              | 2,000.00            | 5.00%         |
| New Club Development                           |                     | 1,000.00            | 0.00%         |
| She Dreams Big                                 |                     | 1,000.00            | 0.00%         |
| <b>Total Membership Pillar</b>                 | <b>\$ 100.00</b>    | <b>\$ 4,000.00</b>  | <b>2.50%</b>  |
| QB Processing Fees                             | 13.72               |                     |               |
| SIA Headquarters Expenses                      |                     |                     |               |
| Gift to SIA                                    |                     | 200.00              | 0.00%         |
| SIA Govnrs RndTable Fee                        |                     | 2,000.00            | 0.00%         |
| <b>Total SIA Headquarters Expenses</b>         | <b>\$ 0.00</b>      | <b>\$ 2,200.00</b>  | <b>0.00%</b>  |
| Spring Conf Awd's & LYD Exp                    |                     |                     |               |
| BJCook/Gov We Dream Big 300x3x2                |                     | 1,800.00            | 0.00%         |
| CECR LYD Awardees Trv/Lodg/Meal                |                     | 4,000.00            | 0.00%         |
| CECR LYDA Club 3 \$1000 x 2yrs                 | 3,000.00            | 6,000.00            | 50.00%        |
| CECR LYDA Region \$1000 x 2yrs                 |                     | 2,000.00            | 0.00%         |
| Membership Recruitmnt Awd 100x2                |                     | 200.00              | 0.00%         |
| SIA LYD Awards                                 |                     | 16,000.00           | 0.00%         |
| Spring Conf SIA Guests                         |                     | 1,500.00            | 0.00%         |
| <b>Total Spring Conf Awd's &amp; LYD Exp</b>   | <b>\$ 3,000.00</b>  | <b>\$ 31,500.00</b> | <b>9.52%</b>  |
| <b>Total Expenses</b>                          | <b>\$ 7,438.76</b>  | <b>\$ 56,360.00</b> | <b>13.20%</b> |
| <b>Net Operating Income</b>                    | <b>\$ 5,051.54</b>  | <b>\$ 0.00</b>      |               |
| Other Income                                   |                     |                     |               |
| Spring Conference Income                       | 6,082.68            | 28,800.00           | 21.12%        |
| <b>Total Other Income</b>                      | <b>\$ 6,082.68</b>  | <b>\$ 28,800.00</b> | <b>21.12%</b> |
| <b>Net Other Income</b>                        | <b>\$ 6,082.68</b>  | <b>\$ 28,800.00</b> | <b>21.12%</b> |
| <b>Net Income</b>                              | <b>\$ 11,134.22</b> | <b>\$ 28,800.00</b> | <b>38.66%</b> |