N S F R E

Eastern Iowa Chapter
2000 Mid American Fund Raising Conference
Collins Plaza Hotel, Cedar Rapids, IA
May 6 - 9, 2001

BUDGET WORKSHEET As of 03/31/00

| INCOME | 1999 Budgeted | | 1999 Actual | | 2001 Proposed | | Notes |
|---|---|---|---|---|---|---|---|
| **Seed Money** | | $ 8,700.00 | | $ 6,300.00 | | $ 6,300.00 | |
| **Registrations** (200 @$225. 72 actually attended) | | $45,000.00 | | $ 36,154.00 | | $57,000.00 | (assumes 200 @ $285) |
| **Exhibitors** (30 @ $275) | | $ 8,250.00 | | $ 3,985.36 | | $ 8,850.00 | (30 exhibitors at $295 or 33 @ $275) |
| **Sponsors** | $5,000.00 | | | $ 2,600.00 | | | |
| Sunday Reception (1 @ $1000) | | | | | $ 1,000.00 | | |
| Monday Night (1 @ $2,000) | | | | | $ 2,000.00 | | (Althought SD budgeted $5000, |
| Breakfasts (2 @500) | | | | | $ 1,000.00 | | they put this together. $2600 in |
| Lunch (2 @ $1000) | | | | | $ 2,000.00 | | sponsorships was actually raised) |
| Breaks (4 @ $300) | | | | | $ 1,200.00 | | |
| Conference Brochure Sponsor (1 @ 1,500) | | | | | $ 1,500.00 | | |
| **Total Sponsors** | | $ 5,000.00 | | | | $ 8,700.00 | |
| **Web Advertising** | | | | | | $ 500.00 | |
| **Interest** | | | | $ 372.55 | | | |
| **TOTAL INCOME** | | **$66,950.00** | | **$ 49,411.91** | | **$81,350.00** | |
| **EXPENSES** | | | | | | | |
| **Seed Money** | | $ 8,700.00 | | $ 6,300.00 | | $ 6,300.00 | |
| **Meals** | | | | | | | |
| Breaks ($3 ea. for 230; $690 X 4) | $2,760.00 | | | | $ 5,290.00 | | ($5.75 ea.) |
| Breakfasts ($6 ea. for 230; $1380 x 2) | $2,760.00 | | | | $ 5,290.00 | | ($11.50 ea) |
| Lunches ($10 ea. for 230; $2300 x 2) | $4,600.00 | | | | $ 6,900.00 | | ($15.00 ea.) |
| Breakfast for Certification (30 persons @$6) | $ 180.00 | | | | $ 345.00 | | ($11.50 ea.) |
| **Total Meals** | | $10,300.00 | | $ 10,664.81 | | $17,825.00 | (If we spent as much per person |
| **Special Events** | | | | | | | as SD, $31,401) |
| Sunday Reception ($10 ea.) | $2,300 | | | | $ 3,450.00 | | ($15 ea.) |
| Monday Special Event ($24.34 ea.) | $5,600.00 | | | | $ 8,050.00 | | ($35 ea) |
| **Total Special Events** | | $7,900 | | $ 4,813.32 | | $11,500.00 | |
| **Marketing/PR Expenses** | | | | | | | |
| **Program Notebook** | | | | | | | |
| Binders | $ 600.00 | | | | $ 1,000.00 | | |
| Copies | $ 600.00 | | | | $ 1,400.00 | | |
| **Subtotal** | | $ 1,200.00 | | | | $ 2,400.00 | |
| **Brochures, Programs, Artwork** | | $ 4,000.00 | | | | $ 4,326.00 | |
| **Misc.** (NSFRE First Aid Kits) | | $ 300.00 | | | | $ 400.00 | |
| **Web Page** | | | | | | $ 1,895.00 | |

| EXPENSES CONT. | 1999 Budgeted | | 1999 Actual | | 2001 Proposed | | Notes |
|---|---|---|---|---|---|---|---|
| **Mailings** | | | | | | | |
| Postage | $1,500.00 | | | | $ 1,600.00 | | |
| Labels | $ 500.00 | | | | $ 500.00 | | |
| **Subtotal** | | $ 2,000.00 | | | | $ 2,100.00 | |
| **Total Marketing PR** | | | $ 5,238.00 | | | | |
| **Registration** | | | | | | | |
| Name tags | | | | | | $ 22.00 | |
| **Speakers** | | | | | | | |
| Fees | $6,000.00 | | | | $ 9,000.00 | | |
| Travel & Lodging | $4,000.00 | | | | $ 4,000.00 | | |
| **Speaker Total** | | $10,000.00 | $ 8,604.00 | | | $13,000.00 | |
| Survey Course fees to payable to National | | | | | | $ 2,500.00 | (20 people @ $125 each) |
| **Misc. Committee Expense** | | $ 1,000.00 | | | | $ 500.00 | |
| **Exhibitor Expenses** (mailings, etc.) | | $ 1,500.00 | $ 704.22 | | | $ 900.00 | |
| **Sponsorship Recognition** | | | | | | $500 | |
| **Bank Charges** | | | $ 10.44 | | | | |
| **TOTAL EXPENSES** | | **$46,900.00** | **$ 36,334.79** | | | **$64,168.00** | |
| **PROJECTED NET INCOME** | | **$20,050.00** | **$ 13,077.12** | | | **$17,182.00** | |