

# Tennessee Music Education Association

## BUDGET VS. ACTUALS: FY\_2017-18 - FY18 P&L

July 2017 - June 2018

	ACTUAL	TOTAL		
		BUDGET(2015)	OVER BUDGET	% OF BUDGET
<b>Income</b>				
1.001 Band (\$55)	14,100.00	13,860.00	240.00	101.73 %
1.002 SATB Chorus (\$55)	7,920.00	9,451.00	-1,531.00	83.80 %
1.003 Orch (\$55)	9,680.00	8,690.00	990.00	111.39 %
1.004 Jazz Band (\$55)	1,045.00	1,150.00	-105.00	90.87 %
1.005 SSAA Chorale (\$55)	7,700.00	5,830.00	1,870.00	132.08 %
1.006 TTBB Chorus (\$55)	6,215.00	5,280.00	935.00	117.71 %
1.007 Misc.- T-Shirts, Plaques Rebate	2,603.12	2,000.00	603.12	130.16 %
1.008 Commissioned Work		4,000.00	-4,000.00	
1.009 All-Collegiate Ens.	1,850.00	3,500.00	-1,650.00	52.86 %
1.101 NAfME Reg. Member Dues (\$35)	41,045.00	45,930.00	-4,885.00	89.36 %
1.101a Regular Active Spousal Dues	96.00	175.00	-79.00	54.86 %
1.102 CNAfME Dues (\$4.00)	707.00	550.00	157.00	128.55 %
1.103 Affiliated Organization Dues	7,050.00	4,800.00	2,250.00	146.88 %
1.104 Introductory Active Dues 15.00	738.00	40.00	698.00	1,845.00 %
1.106 Life Member Dues	64.00	54.00	10.00	118.52 %
1.107 NAfME Refund State Off. Travel	399.96	230.00	169.96	173.90 %
1.201 Exhibit Fees	38,779.05	22,000.00	16,779.05	176.27 %
1.202a Reg (site)	6,300.00	4,000.00	2,300.00	157.50 %
1.202b Reg (pre)	15,684.82	33,000.00	-17,315.18	47.53 %
1.202c CNAfME Collegiate Registration	85.00		85.00	
1.203 AS Reg. w Student (\$75)	21,750.00	18,940.00	2,810.00	114.84 %
1.300 Treb Honor Choir (\$70)	15,865.00	10,000.00	5,865.00	158.65 %
1.301 Treble Honor Choir Auditions	105.00	2,700.00	-2,595.00	3.89 %
1.401 TM Ad Sales	29,488.56	23,000.00	6,488.56	128.21 %
1.402 TM Subscriptions	395.00	200.00	195.00	197.50 %
1.403 Conf Ad Sales	2,737.76	1,750.00	987.76	156.44 %
1.404 All State Program Ad Sales	2,640.04	75.00	2,565.04	3,520.05 %
1.405 Collegiate Hill Day Donation	1,042.06		1,042.06	
1.500 AS CD's Rebate		275.00	-275.00	
1.501 AS Video Rebate	1,690.00	1,000.00	690.00	169.00 %
1.600 Food and Beverage - Other	8,398.13		8,398.13	
1.704 State Concert Fest	13,850.00	11,500.00	2,350.00	120.43 %
1.802 Hotel Reimb (Chairs etc)		7,500.00	-7,500.00	
1.803 Misc Income	5,013.28	1,500.00	3,513.28	334.22 %
1.804 Hotel Rebate for Rooms Booked	14,468.49		14,468.49	
1.805 Mobile Application Ads	1,825.00	1,850.00	-25.00	98.65 %
1.806 State Concert Fest. Commission		500.00	-500.00	
1.807 Advocacy Fund	9,000.00		9,000.00	
1.810 Meal Card Sales- Opryland	28,868.60		28,868.60	
1.907 Reg Reimb IRS Ex. Letter Fee		3,000.00	-3,000.00	
1.910 CMA Foundation Grant	50,000.00		50,000.00	
PayPal Online Various Payments		5,000.00	-5,000.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Income</b>	<b>\$369,198.87</b>	<b>\$253,330.00</b>	<b>\$115,868.87</b>	<b>145.74 %</b>
<b>GROSS PROFIT</b>	<b>\$369,198.87</b>	<b>\$253,330.00</b>	<b>\$115,868.87</b>	<b>145.74 %</b>
Expenses				
2.001 AS Gen Chair Exp	114.00	800.00	-686.00	14.25 %
2.001h AS Vocal Gen Chair Hon	800.00	600.00	200.00	133.33 %
2.001i AS Instru Gen Chair Hon	800.00	600.00	200.00	133.33 %
2.003 AS Music	777.52	800.00	-22.48	97.19 %
2.004 AS Conductor Hotel Room		2,520.00	-2,520.00	
2.005 AS Chairs Hotel Rooms		3,600.00	-3,600.00	
2.006 AS Rehearsal Space		6,000.00	-6,000.00	
2.006a AS Audio		1,300.00	-1,300.00	
2.006b AS Pianos		1,645.00	-1,645.00	
2.007 AS Perf Hall		4,500.00	-4,500.00	
2.008 AS Patches	1,032.23	1,200.00	-167.77	86.02 %
2.009 AS Equip Truck Rental	998.39	2,000.00	-1,001.61	49.92 %
2.011 AS Concert Band Ch (11-12) Exp	132.71	200.00	-67.29	66.36 %
2.011a AS Concert Band Ch. (9-10) Exp	265.41	200.00	65.41	132.71 %
2.011b Band Accompanist Hon.	150.00		150.00	
2.011c AS Concert Band (9-10)Chair Hon	800.00		800.00	
2.012 AS Concert Band(11-12) Cond Hon	2,000.00	1,800.00	200.00	111.11 %
2.012a AS Concert Band (9-10) Cond Hon	2,000.00	1,800.00	200.00	111.11 %
2.013 AS Concert Band(11-12) Cond Exp	523.30	700.00	-176.70	74.76 %
2.013a AS Concert Band(9-10) Cond Exp	291.96	700.00	-408.04	41.71 %
2.014 Choral Inst Spec Support		100.00	-100.00	
2.015 CMA Foundation Grant Expense	6,824.10		6,824.10	
2.016 Commissioned		4,000.00	-4,000.00	
2.016a Composer Travel Expenses		350.00	-350.00	
2.016b Composer Travel Exp- Commission		460.00	-460.00	
2.020 AS SATB Chair Hon	400.00		400.00	
2.021 AS SATB Chair Exp	118.04	200.00	-81.96	59.02 %
2.022 SATB Cond Hon	2,000.00	1,800.00	200.00	111.11 %
2.023 SATB Cond Exp	482.64	700.00	-217.36	68.95 %
2.024 AS SATB Chorus Accomp Hon	750.00	500.00	250.00	150.00 %
2.025 AS SATB Chorus Accomp Exp		200.00	-200.00	
2.026 AS Symphony Orch (11-12) Ch Hon	400.00		400.00	
2.030 All State String Orch (9-10) Chair Hon	400.00		400.00	
2.031 AS Symphony Orch (11-12) Ch Exp	132.71	200.00	-67.29	66.36 %
2.031a AS String Orch (9-12) Ch Exp	132.71	200.00	-67.29	66.36 %
2.032 AS Symphony Orch(11-12)Cond Hon	2,000.00	1,800.00	200.00	111.11 %
2.032a AS String Orch (9-10) Cond Hon	2,000.00	1,800.00	200.00	111.11 %
2.033 AS Symphony Orch(11-12)Cond Exp	511.70	700.00	-188.30	73.10 %
2.033a AS String Orch (9-10) Cond Exp	494.30	700.00	-205.70	70.61 %
2.040 AS Jazz Band Chair Hon	400.00		400.00	
2.041 AS Jazz Band Chair Exp	300.00	200.00	100.00	150.00 %
2.042 AS Jazz Band Cond Hon	2,000.00	1,800.00	200.00	111.11 %
2.043 AS Jazz Band Cond Exp	210.00	700.00	-490.00	30.00 %
2.044 AS Jazz Band Auditions	2,617.71	1,850.00	767.71	141.50 %
2.045 SSAA Chair Hon	400.00		400.00	
2.046 Vocal Equipment Chair Hon	400.00		400.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
2.051 AS SSAA Chair Exp	118.04	200.00	-81.96	59.02 %
2.052 AS SSAA Cond Hon	2,000.00	1,800.00	200.00	111.11 %
2.053 AS SSAA Cond Exp	310.00	700.00	-390.00	44.29 %
2.054 AS SSAA Accomp Hon	750.00	500.00	250.00	150.00 %
2.055 AS SSAA Accomp Exp		200.00	-200.00	
2.060 AS TTBB Chair Hon	400.00		400.00	
2.061 AS TTBB Chair Exp	118.06	200.00	-81.94	59.03 %
2.062 AS TTBB Chor Cond Hon	2,000.00	1,800.00	200.00	111.11 %
2.063 AS TTBB Chor Cond Exp	680.12	700.00	-19.88	97.16 %
2.064 AS TTBB Chor Accomp Hon	750.00	500.00	250.00	150.00 %
2.065 AS TTBB Chor Accomp Exp		200.00	-200.00	
2.066 AS Program	6,515.95	2,000.00	4,515.95	325.80 %
2.067 Hotel for AS Accomp		360.00	-360.00	
2.068 AS Percussion Equip. Coordinator	400.00		400.00	
2.069 AS Equipment Chair Hon	800.00		800.00	
2.070 AS Instr Equip Chair Hon		900.00	-900.00	
2.070a AS Equip Move Exp		1,200.00	-1,200.00	
2.071 AS Choral Equip Chair Hon		450.00	-450.00	
2.072 AS Equip Assistant	500.00	1,000.00	-500.00	50.00 %
2.073 All Collegiate Ensemble		4,500.00	-4,500.00	
2.073a All Collegiate Ens Cond Exp	468.94		468.94	
2.073b All Collegiate Ens. Cond. Hon.	1,500.00	1,500.00	0.00	100.00 %
2.073c All Collegiate Ens Accomp. Hon	375.00		375.00	
2.074 Collegiate Hill Day Expense	3,834.32		3,834.32	
2.100 Treble Hon Choir Cond Hon	1,300.00	1,200.00	100.00	108.33 %
2.101 Treble Choir Cond Exp	326.44	700.00	-373.56	46.63 %
2.102 Treble Choir Exp	5,181.89	7,500.00	-2,318.11	69.09 %
2.102a Treble Choir- Shirts	2,561.88		2,561.88	
2.103 Treble Hon Choir Accomp Hon	375.00	300.00	75.00	125.00 %
2.104 Gen Mus-Treble Honor Choir Exp	2,245.57	100.00	2,145.57	2,245.57 %
2.105 General Music Session Presenter	364.50		364.50	
2.106 NAFME National Leadership Assemb. Exp.	739.71		739.71	
2.200 Exhibit Food Service		2,200.00	-2,200.00	
2.201 Exhibit Decorator	4,076.00	3,800.00	276.00	107.26 %
2.202 Exhibit Chair Exp	945.40	600.00	345.40	157.57 %
2.203 Exhibit Exp		2,544.00	-2,544.00	
2.204 Conf Reg Exp	5,856.03	1,300.00	4,556.03	450.46 %
2.205 Conf Reg Chair Exp	119.00	600.00	-481.00	19.83 %
2.206 Conf Reg Hon	2,400.00	2,400.00	0.00	100.00 %
2.210 Conf Liability Ins	2,017.44	500.00	1,517.44	403.49 %
2.210b Insurance- Bonding- Crime	252.00	275.00	-23.00	91.64 %
2.210c Conference Vehicle Liab Ins.	177.00		177.00	
2.211 Conf Equip Truck Rental	602.36	600.00	2.36	100.39 %
2.212 Conference Audio Visual	14,017.90	10,000.00	4,017.90	140.18 %
2.213 Conference Stage and Public Address Sys.	1,500.00		1,500.00	
2.214 Convention Center		39,742.00	-39,742.00	
2.214d Conference Center Deposit	65,421.75	6,800.00	58,621.75	962.08 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
2.215 Conference Exp	18,682.53	3,000.00	15,682.53	622.75 %
2.215a Guest NAFME		850.00	-850.00	
2.216 Conference Piano Rent	4,085.00	1,500.00	2,585.00	272.33 %
2.217 Conf Chair Exp	123.96	400.00	-276.04	30.99 %
2.217a Conference Manager Hon	1,600.00		1,600.00	
2.218b Conf. Equip Assist.		400.00	-400.00	
2.219 Conf Printing Program	4,624.84	3,700.00	924.84	125.00 %
2.220 Conference Food Service		500.00	-500.00	
2.221 Conf Piano Tuning & Misc.	1,100.00	300.00	800.00	366.67 %
2.222 Meal Cards (Marriott)	28,630.00		28,630.00	
2.223 Audition Committee Exp	984.32	500.00	484.32	196.86 %
2.224 CNAfME (CMENC)	246.14	1,500.00	-1,253.86	16.41 %
2.300 State Concert Festival	6,080.07	13,000.00	-6,919.93	46.77 %
2.300a State Concert Fest Adjud Hon	5,600.00		5,600.00	
2.300b State Concert Fest Adjud Exp	1,376.60		1,376.60	
2.300c State Concert Fest Chair Exp	434.87		434.87	
2.300d State Concert Festival Recording Exp.	1,516.71		1,516.71	
2.401 Ad Manager Exp		100.00	-100.00	
2.402 Ad Sales Com	3,683.90	2,200.00	1,483.90	167.45 %
2.403 TM Printing Exp	17,566.16	17,000.00	566.16	103.33 %
2.403b TM Design Fees	3,839.95		3,839.95	
2.404 Graphic Artist Fees	3,520.00	100.00	3,420.00	3,520.00 %
2.405 Tenn. Musician Postage	3,029.33	2,500.00	529.33	121.17 %
2.405a TM Mailing Processing Fee		400.00	-400.00	
2.406 Website Tech/Software	1,703.80	400.00	1,303.80	425.95 %
2.407 Webmaster Exp	59.85	300.00	-240.15	19.95 %
2.501 Board Meeting Exp	3,058.10	3,000.00	58.10	101.94 %
2.502 Council Meetings	2,321.76	3,000.00	-678.24	77.39 %
2.504 Conference Calls	149.90	175.00	-25.10	85.66 %
2.508 Charter Filing Fee		22.00	-22.00	
2.601 Executive Director Salary	12,474.00	10,998.12	1,475.88	113.42 %
2.602 Tenn Musician Editor Hon	3,600.00	2,400.00	1,200.00	150.00 %
2.603 Exhibit Chair Hon	4,145.00	2,500.00	1,645.00	165.80 %
2.604 Email Newsletter Exp.	2,082.18		2,082.18	
2.606 Convention Manager Hon		600.00	-600.00	
2.607 Conf Equip Chair Hon	800.00	800.00	0.00	100.00 %
2.701 President Travel	1,135.64	1,800.00	-664.36	63.09 %
2.702 Pres-Elect Travel	908.36	1,800.00	-891.64	50.46 %
2.703 Executive Dir Travel	1,393.87	1,800.00	-406.13	77.44 %
2.704a Past-Pres Travel	1,123.21	1,800.00	-676.79	62.40 %
2.704b Award Plaques etc.	1,048.56	1,000.00	48.56	104.86 %
2.705 Tenn Musician Editor Exp	2,044.37	500.00	1,544.37	408.87 %
2.706 Tenn Musician Editors Travel	763.71	1,200.00	-436.29	63.64 %
2.707 State Chair Travel		500.00	-500.00	
2.708 Presidents Discretionary Fund	221.99	1,000.00	-778.01	22.20 %
2.709 Government Relations Chair Travel	677.06		677.06	
2.801 Expendable Items Serv	106.68	1,500.00	-1,393.32	7.11 %
2.802 Pres. Election Exp	265.42	800.00	-534.58	33.18 %
2.803 Business Update		400.00	-400.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
2.804 TN Arts Coalition Exp	40.07		40.07	
2.805 Tenn for the Arts Ed Dues		50.00	-50.00	
2.806 Accounting IRS / State Gov	1,395.47	3,500.00	-2,104.53	39.87 %
2.807 Software Purchase and Support	3,020.91	2,000.00	1,020.91	151.05 %
2.809 Postage	644.54	300.00	344.54	214.85 %
2.900 Misc Expenses	7,431.58	2,500.00	4,931.58	297.26 %
2.901 Bank Fees		180.00	-180.00	
2.903 Payroll Taxes SS & Med. - Ex Dr	3,036.29	1,330.00	1,706.29	228.29 %
2.905 Marriott Rewards Membership Fee	45.00	45.00	0.00	100.00 %
2.906 Tennessee Arts Academy Ad	270.00	270.00	0.00	100.00 %
2.908 NAFME Conference Registration		660.00	-660.00	
2.910 Lobbyist	24,300.00		24,300.00	
<b>Total Expenses</b>	<b>\$352,651.43</b>	<b>\$246,176.12</b>	<b>\$106,475.31</b>	<b>143.25 %</b>
<b>NET OPERATING INCOME</b>	<b>\$16,547.44</b>	<b>\$7,153.88</b>	<b>\$9,393.56</b>	<b>231.31 %</b>
Other Income				
1.909 Credit Card Credit	681.90		681.90	
<b>Total Other Income</b>	<b>\$681.90</b>	<b>\$0.00</b>	<b>\$681.90</b>	<b>0.00%</b>
<b>NET OTHER INCOME</b>	<b>\$681.90</b>	<b>\$0.00</b>	<b>\$681.90</b>	<b>0.00%</b>
<b>NET INCOME</b>	<b>\$17,229.34</b>	<b>\$7,153.88</b>	<b>\$10,075.46</b>	<b>240.84 %</b>

**Note**

The Budget amounts are from FY 2015. The last time amounts were adjusted.