

OSRYPAA Advisory Council  
 Prior Year Income/Expense Comparison

	1998 OKC	1999 Tulsa	2000 Eufala	2001 Tulsa	2002 OKC	2003 Tulsa	2004 OKC
<b>Income</b>							
Other Souvenirs (Gross Sales)	0.00	0.00	0.00	0.00	381.22	62.00	
Hospitality Room Income	926.53	n/a	86.09	n/a	281.78	83.66	
Miscellaneous Income	166.25	n/a	10.00	n/a	332.14	0.00	150.28
Pre-Conf. Events Income (Gross)	2,196.23	n/a	1,564.46	n/a	5,271.81	5,198.10 (e)	3,432.93 (i)
Pre-Registration Income	0.00	n/a	966.00	n/a	2,100.00	1,620.00	1,745.30
Pre-Registration Income-Alateen	0.00	n/a	3.00	n/a	0.00	0.00	0.00
Registration Income	3,472.00	n/a	1,931.00	n/a	2,245.00	2,690.00	3,705.00
Sponsorship Income	0.00	n/a	391.00	n/a	1,133.00	170.00	275.00
District Contributions	0.00	0.00	0.00	0.00	0.00	800.00 (f)	0.00
T-Shirt Sales (Gross)	90.00	n/a	600.00	n/a	1,330.00	625.00	2,165.00
<b>Total Income</b>	<b>6,851.01</b>	<b>0.00</b>	<b>5,551.55</b>	<b>0.00</b>	<b>13,074.95</b>	<b>11,248.76</b>	<b>11,473.51</b>

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	1998 OKC	1999 Tulsa	2000 Eufala	2001 Tulsa		2002 OKC	2003 Tulsa	2004 OKC
<b>Expense</b>								
<b>Administrative</b>								
Bank Service Charges	142.00	120.00	120.00	120.00		120.00	0.00	3.25
Office Supplies	143.77	n/a	6.43	n/a		0.00	12.11	0.00
P.O Box Fee	45.00	23.00	65.00	46.00		39.00	40.00	40.00
Postage	192.00	138.60	0.00	258.28		0.00	0.00	0.00
Web Page	0.00	0.00	0.00	0.00		109.40	89.40	54.70
<b>Total Administrative</b>	<b>522.77</b>	<b>281.60</b>	<b>191.43</b>	<b>424.28</b>		<b>268.40</b>	<b>141.51</b>	<b>97.95</b>
<b>Conference Expense</b>								
<b>Hotel Expense</b>								
Coffee (from hotel)	0.00	1,114.63	0.00	3,102.00 (c)		1,190.00	1,188.10	1,190.00
Meeting Rooms	1,103.75	900.00	1,000.00	1,880.00 (b)		1,606.50	800.00	2,338.35
Misc (Setup/Mikes, Etc.)	0.00	n/a	0.00	119.26		0.00	194.25	0.00
Penalty (Room Count)	0.00	0.00	0.00	0.00		500.00	0.00	0.00
Tax Expense	n/a	n/a	n/a	n/a		121.14	0.00	130.93
<b>Total Hotel Expense</b>	<b>1,103.75</b>	<b>2,014.63</b>	<b>1,000.00</b>	<b>5,101.26</b>		<b>3,417.64</b>	<b>2,182.35</b>	<b>3,659.28</b>
<b>Hospitality - Conference</b>								
Coffee	180.87	n/a	375.17	n/a		0.00	0.00	0.00
Food/Supplies	911.00	n/a	426.09	n/a		425.43	190.00	227.81
Room Rental	0.00	225.84	0.00	n/a		458.00	0.00	249.00
Tax Expense	0.00	n/a	0.00	n/a		46.08	0.00	25.83
<b>Total Hospitality - Conference</b>	<b>1,091.87</b>	<b>225.84</b>	<b>801.26</b>	<b>0.00</b>		<b>929.51</b>	<b>190.00</b>	<b>502.64</b>
Decorations	21.67		0.00			0.00	229.75	0.00
DJ Expense	350.00	800.00	350.00	375.00		250.00	0.00	250.00
<b>Total Conference Expense</b>	<b>2,567.29</b>	<b>3,040.47</b>	<b>2,151.26</b>	<b>5,476.26</b>		<b>4,597.15</b>	<b>2,602.10</b>	<b>4,411.92</b>
<b>Hospitality - State Conference</b>								
Food/Supplies	455.72	n/a	0.00	479.48		0.00	0.00	0.00
Room Rental	451.68	n/a	0.00	660.00 (d)		0.00	250.00	0.00
<b>Total Hospitality - State Conference</b>	<b>907.40</b>	<b>0.00</b>	<b>0.00</b>	<b>1,139.48</b>		<b>0.00</b>	<b>250.00</b>	<b>0.00</b>

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	1998 OKC	1999 Tulsa	2000 Eufala	2001 Tulsa	2002 OKC	2003 Tulsa	2004 OKC
<b>Speaker Expense</b>							
<b>Gifts</b>	125.00	109.77	0.00	n/a	186.76	99.38	456.72
<b>Other Rooms (Advisor/Archives)</b>	0.00	82.82	0.00	0.00	0.00	76.78	0.00
<b>Speaker Meals</b>	30.00	190.77	0.00	240.00	187.31	432.00	461.81
<b>Speaker Rooms</b>	332.14	602.30	820.80	465.96	531.93	816.00	639.00
<b>Speaker Travel Expense</b>	633.00	1,671.50	1,677.19	1,272.50	917.50	1,640.78	1,680.74
<b>Tax - Speaker Rooms</b>					56.54	105.36	66.33
<b>Total Speaker Expense</b>	<u>1,120.14</u>	<u>2,657.16</u>	<u>2,497.99</u>	<u>1,978.46</u>	<u>1,880.04</u>	<u>3,170.30</u>	<u>3,304.60</u>
<b>Printing</b>							
<b>Banner</b>	77.22	n/a	0.00	0.00	74.50	0.00	0.00
<b>Conference Schedules/Badges</b>	290.53	185.44	128.17	19.41	242.41	132.47	52.02
<b>Printing and Reproduction</b>	120.29	300.00 (a)	30.04	n/a	73.34	419.22	15.17
<b>Tickets</b>	0.00	n/a	0.00	60.00	0.00	0.00	0.00
<b>Total Printing</b>	<u>488.04</u>	<u>485.44</u>	<u>158.21</u>	<u>79.41</u>	<u>390.25</u>	<u>551.69</u>	<u>67.19</u>
<b>Other</b>							
<b>Other Souvenirs</b>	0.00	0.00	0.00	0.00	243.30	0.00	0.00
<b>Free Room</b>	0.00	n/a	72.00	n/a	0.00	0.00	0.00
<b>Free Room (Tax)</b>	n/a	n/a	n/a	n/a	0.00	0.00	0.00
<b>Interpreters</b>	250.00	n/a	0.00	n/a	0.00	0.00	0.00
<b>Literature</b>	n/a	n/a	n/a	n/a	24.67	0.00	0.00
<b>Misc</b>	146.75	n/a	11.84	n/a	7.00	0.00	0.00
<b>T-Shirts</b>	517.08	2,497.62	500.00	1,191.07	722.36	515.00	1,394.79
<b>Total Other</b>	<u>913.83</u>	<u>2,497.62</u>	<u>583.84</u>	<u>1,191.07</u>	<u>997.33</u>	<u>515.00</u>	<u>1,394.79</u>
<b>Pre-Conference Events Expense</b>	0.00	0.00	1,356.39	0.00	2,744.34	0.00 (e)	0.00 (i)
<b>Total Expense</b>	<u>6,519.47</u>	<u>8,962.29</u>	<u>6,939.12</u>	<u>10,288.96</u>	<u>10,877.51</u>	<u>7,230.60</u>	<u>9,276.45</u>
<b>Net Income (Loss)</b>	<u>331.54</u>	<u>n/a</u>	<u>(1,387.57)</u>	<u>n/a</u>	<u>2,197.44</u>	<u>4,018.16</u>	<u>2,197.06</u>
<b>ACTUAL NET INCOME (LOSS)</b>	<b>331.54</b>	<b>(2,784.75)</b>	<b>(1,354.57)</b>	<b>(2,290.62)</b>			
(From Bank statement Audit - 1998-2001 Only)							

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	1998 OKC	1999 Tulsa	2000 Eufala	2001 Tulsa	2002 OKC	2003 Tulsa	2004 OKC
<b>Overview/Summary Calculations</b>							
Net Registration(w/sponsorship)	3,472.00	n/a	3,291.00	n/a	5,478.00	4,480.00 <b>(e)</b>	5,725.30
Registration Cost	12.00	12.00	12.00	13.00	15.00	15.00	15.00
People (Reg. Income/Reg Cost)	289	n/a	274	n/a	365	299 <b>(f)</b>	382
Net Pre-Conference Income	2,196.23	n/a	208.07	n/a	2,527.47	5,198.10 <b>(e)</b>	3,432.93
Other Souvenirs Cost	0.00	0.00	0.00	0.00	243.30	0.00 <b>(g)</b>	0.00
Number of Other Souvenirs	0	0	0	0	50	0	0.00
Cost per Other Souvenir	0.00	0.00	0.00	0.00	4.87 Coffee Cups	#DIV/0! Book Covers	#DIV/0!
Other Souvenirs Sales Profit (Loss)	0.00	0.00	0.00	0.00	137.92	62.00	0.00
Other Souvenirs Profit (Loss) per item					2.76	#DIV/0!	#DIV/0!
T-Shirt Cost	517.08	2,497.62	500.00	1,191.07	722.36	515.00 <b>(g)</b>	1,394.79
Number of T-Shirts	n/a	275	144	150	100	65	150.00
Cost per T-Shirt	n/a	9.08	3.47	7.94	7.22	7.92	9.30
T-Shirt Sales Profit (Loss)	n/a	n/a	100.00	n/a	607.64	110.00	770.21
T-Shirt Profit (Loss) per shirt	n/a	n/a	0.69	n/a	6.08	1.69	5.13
Hotel Room Rate (without Tax)	50.00	49.00	72.00	67.00	75.99 - 85.99	68.00	71.00 - 81.00
Total Paid to Hotel	1,435.89	2,925.59	1,892.80	5,567.22	4,510.19 <b>(h)</b>	3,180.49	4,639.44
	Bricktown Plaza			Marriott	Hilton	Marriott	Hilton

**NOTES:**

**No Profit and Loss available for 1999 or 2001. "KNOWN" numbers were entered to assist in future analysis of costs**

- (a)** 1999 Flyers estimated cost. No actual cost found
- (b)** 2001 Conference hotel cost was based on 160 hotel nights, for \$600 plus audio visual. This was not met  
Contract was "disputed" due to coffee costs. For analysis,used amount of \$1,880, per contract  
This indicates the charge if 40-59% of the rooms were used. Contract called for 160 rooms, this would assume we had 64-95 rooms used.
- (c)** 2001 Coffee cost was actually \$4,357.45 , but credits for 1,255.45 were received from hotel
- (d)** Hospitality cost includes \$410 in damage
- (e)** 2003 - OKC Pre-Events did NOT break out pre-registration income, thus pre-events overstated, registration understated. Also, 2003 only reported NET income for pre-events - did not include expenses incurred in pre-events.
- (f)** 2003 got 800 in "one-time" donations from two districts. This number is separate, as it is one-time. Could count as 53 additional in "people count"
- (g)** Cost for T-Shirts and book covers were added together. Thus, no cost available for Book Covers. T-Shirt Cost may be overstated.
- (h)** Includes \$500 penalty for not making room block

9/10/2004

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OKC	Tulsa	Eufala	Tulsa	OKC	Tulsa	OKC

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(i) 2004 only reported NET income for pre-events, did not include expenses incurred in pre-events.