

**Virginia Regional Convention Corporation**  
**Statement of Revenues and Expenses by Class - Cash Basis**  
**Completed Convention**

	<b>35th AVCNA</b>
<b>Unrestricted Net Assets:</b>	
<b>Revenue</b>	
Fundraising Income	6,535.44
Merchandise Income	8,700.54
Registration Income	38,364.80
<b>Total Revenue</b>	53,600.78
<b>Cost of Goods Sold</b>	
Merchandise Purchases	8,107.51
<b>Total COGS</b>	8,107.51
<b>Gross Profit</b>	45,493.27
<b>Expense</b>	
<b>Program Expenses</b>	
Arts and Graphics	664.04
Convention Expense	6,272.30
Entertainment	2,951.19
Equip Rental and Maintenance	265.10
Hospitality and Hotel	14,315.59
Postage, Mailing Service	246.61
Printing and Copying	1,126.22
Programs	797.92
Registration	5,673.48
Rent, Parking, Utilities	525.00
Supplies	695.30
<b>Total Program Expenses</b>	33,532.75
<b>Supporting Services</b>	
Bank Charges	63.00
Retreat	2,722.58
Storage	1,739.40
<b>Total Supporting Services</b>	4,524.98
<b>Total Expense</b>	38,057.73
<b>Excess Revenues over Expenses</b>	7,435.54

Preliminary Profit and Loss  
 AVCNA 36

Committee	Expenses	Deposits	Budget	Over/Under
Convention Info	197.06		650	452.94
Arts and Graphics	2051.96		2900	848.04
Executive	787.74		1050	262.26
Additional Needs	180		650	470
Programming	2910.39		5800	2889.61
Entertainment	1250		2000	750
Preconvention	4266.8	7305.21	5000	733.2
Merchandise	6712.03	5579.2	6450	-262.03
Hospitality	1318.35		1750	431.65
Registration	4024.83	16937.54	5750	1725.17
Hotel	795.75			
Newcomer		341.36		
Audio		5.56		
<b>Totals</b>	<b>24494.91</b>	<b>30168.87</b>	<b>32000</b>	<b>5673.96</b>

## Convention Operating Expenses

	<b>34th Convention</b>	<b>35th Convention</b>	<b>36th Convention</b>
Subcommittee	Amount Spent	Amount Spent	Amount Spent
Additional Needs	635.00	607.04	180.00
Arts & Graphics	1,937.73	2,764.40	2,051.96
Convention Information	528.82	423.57	197.06
Entertainment	3,197.00	967.95	1,250.00
Executive Committee	224.14	636.21	787.74
Hospitality	1,583.96	1,643.73	1,318.35
Merchandise	5,868.75	5,868.00	6,712.03
Preconvention	2,480.94	5,876.19	4,266.80
Programming	5,079.54	5,735.97	3,706.14
Registration	4,859.36	6,321.01	4,024.83
<b>Total Expenses</b>	<b>26,395.24</b>	<b>30,844.07</b>	<b>24,494.91</b>

## 37th AVCNA Proposed Budget

Committee	Line Item	Previous	New	Change
Additional Needs	Signer	500.00	Signer	500.00
	<b>\$650</b> Walkie Talkie	150.00	Walkie Talkie	150.00
Arts and Graphics	Banner	750.00	Banner	750.00
	<b>\$2,900</b> Supplies	25.00	Supplies	25.00
	Posters	20.00	Storage	20.00
	Signage	55.00	Signage	55.00
	Storage/Transport	2,050.00	Storage/Transport	2,050.00
Convention Info	Misc.	100.00	Misc	75.00
	<b>\$550</b> Flyers	250.00	Flyers	225.00
	Mailing	250.00	Mailing	225.00
	Press Packets	50.00	Press Packets	25.00
Entertainment	Friday	800.00	Friday	800.00
	<b>\$2,000</b> Saturday	800.00	Saturday	800.00
	Other	400.00	Other	400.00
Executive	Postage	100.00	Postage	100.00
	<b>\$900</b> Meeting space/rent	750.00	Meeting space/rent	700.00
	Telephone	100.00	Telephone	0.00
	Copying	100.00	Copying	150.00
Hospitality	Food	1,600.00	Food	1,600.00
	<b>\$1,750</b> Beverage	150.00	Beverage	150.00
Merchandise	Product	6,000.00	Product	6,000.00
	<b>\$6,450</b> Online Sale	250.00	Online Sale	250.00
	Operating System	200.00	Operating System	200.00
Preconvention		5,000.00		5,000.00
<b>\$5,000</b>				
Programming	Printing	600.00	Printing	550.00
	<b>\$5,500</b> Travel	1,000.00	Travel	1,000.00
	Registration	150.00	Registration	150.00
	Lodging	600.00	Lodging	600.00
	Phone	50.00	Phone	50.00
	A/V	2,600.00	A/V	2,300.00
	Misc	50.00	Misc	50.00
	Literature	750.00	Literature	750.00
Registration	Supplies	300.00	Supplies	300.00
	<b>\$5,300</b> Packets	5,450.00	Packets	5,000.00
<b>Total Convention Budget</b>		<b>\$32,000.00</b>		<b>\$31,000.00</b>