Professional Association for SQL Server

Income Statement 07/01/2006 to 04/01/2007

All Accounts	Budget 2007	Budget 2008
REVENUE		
Advertising - SQL Server Standard	$ -	$ 10,000.00
Advertising - General	$ 10,000.00	$ 10,000.00
Advertising - Web	$ 3,000.00	$ -
Branding (Re-brand)	$ -	$ -
Benefits	$ -	$ -
Campaign	$ -	$ -
Cancellation Penalty	$ -	$ -
CD Recording	$ 80,000.00	
Charter Vendor	$ -	$ -
Collateral (Promotion/Events)	$ -	$ -
Conference Proceedings (Summit)	$ -	$ 4,750.00
Commission/Rebate - Summit	$ 67,250.00	$ 58,000.00
Dev Strategic Relationship (MS/CA)	$ -	$ -
Exhibit\Vendor Revenue	$ 297,710.00	$ 210,000.00
Event(2008 Summit) Total	$ -	$ 280,619.00
Founding Member	$ -	$ -
Graphic Design	$ -	$ -
Guest Program	$ -	$ -
Incentives - Brian Knight	$ -	$ -
Insurance Revenue	$ -	$ -
Interest - Miscellaneous	$ 3,000.00	$ 25,000.00
Interest - Euro Checking	$ -	$ 3,000.00
Job Target	$ 3,000.00	$ 3,000.00
Membership Individual - FY 2007	$ 210,000.00	$ -
Membership Individual - FY 2008	$ 40,000.00	$ -
Membership Individual - 2007\2008	$ -	$ 210,000.00
Membership Individual - 2008\2009	$ -	$ -
Member Dues New Individual	$ -	$ -
Member Dues New Corporate	$ -	$ -
Membership Prepaid	-$ 42,000.00	$ -
Pre-Show Mailing Expo	$ 1,500.00	$ -
Registration (Chapters)	$ -	$ -
Registration (Summit)	$ 1,090,000.00	
Registration (Summit 2007)	$ -	$ 1,358,000.00
Registration (PreCon)	$ 270,000.00	
Registration (PreCon 2007)	$ -	$ 335,750.00
Registration (European)	$ 330,073.00	$ -
Sponsorship - Summit	$ 231,183.00	$ 135,000.00
SQL Server Standard - Copy Editors	$ -	$ -
Unrealized Gain/Loss	$ -	$ -
Vendor Presentations - Summit	$ 10,000.00	$ 10,000.00
Vendor Tracks	$ 1,924.00	$ -

Vendor Forums	$	-	$	-
TOTAL REVENUE	**$**	**2,606,640.00**	**$**	**2,653,119.00**
EXPENSE				
2 European Leader Meetings	$	25,000.00	$	-
Accounting Fee	$	31,297.00	$	8,000.00
Advertising	$	5,000.00	$	5,000.00
Authors	$	-	$	3,600.00
Audio/Visual	$	69,000.00	$	92,000.00
Audio Visual (PreCon)	$	6,000.00	$	10,000.00
Audit	$	12,000.00	$	8,000.00
Bank Charges - European Account	$	-	$	-
Bank Charges	$	4,000.00	$	4,000.00
Booth/Expo	$	-	$	-
Book Review Program	$	-	$	1,000.00
Budget Exception - 2008 Research	$	7,000.00	$	-
Chapter Leaders Comps (on-site exp)	$	-	$	7,500.00
Committee/Speaker Gifts (Summit)	$	3,375.00	$	5,000.00
Communication Costs	$	500.00	$	-
Conference Proceeding (Record Fee)	$	-	$	95,000.00
Copy Editing	$	-	$	3,000.00
Credit Card Processing	$	27,700.00	$	46,000.00
Data Process/Storage	$	14,580.00	$	-
Decorator	$	30,000.00	$	40,000.00
Design	$	20,500.00	$	5,000.00
Design - Graphic	$	-	$	7,600.00
Deposit/Venue(s) 2008	$	-	$	-
Deposit/Vendors 2008	$	-	$	-
Deposit/Venue(s) 2009	$	-	$	-
Deposit/Vendors 2009	$	-	$	-
Deposit/Venue(s) 2010	$	-	$	-
Deposit/Vendors 2010	$	-	$	-
DevTeach Program	$	-	$	-
Estimated Costs	$	322,171.00	$	-
European Development	$	-	$	-
Evaluations/Surveys	$	6,600.00	$	7,500.00
Event Loan - Budget for Chapters	$	24,000.00	$	-
Event Wizard Renewal	$	5,700.00	$	-
Exhibitor Comps (Hard Costs)	$	-	$	12,500.00
Exhibitor Comps (Booth - Hard Cost)	$	-	$	5,000.00
Event (2008 Summit) Total	$	-	$	280,202.00
Facility Space Rental	$	49,000.00	$	55,000.00
Food & Beverage	$	194,590.00	$	209,000.00
Food & Beverage (Exhibitors Only)	$	1,000.00	$	1,000.00
Food & Beverage (PreCon)	$	42,840.00	$	63,750.00
Food & Beverage (Volunteer Support)	$	7,000.00	$	10,000.00
Foreign Currency Adjustment	$	-	$	-

Gift/Awards	$	4,000.00	$	2,500.00
Gratuities	$	500.00	$	-
Incentives - SQL Server Central	$	7,500.00	$	7,500.00
Incorporation	$	350.00	$	500.00
Insurance	$	14,400.00	$	15,000.00
Internet Access Center	$	33,500.00	$	35,000.00
Internet Access Centre Support(SBA)	$	21,500.00	$	-
IT - Event (e-comm/reg)	$	-	$	10,000.00
IT - Board (Election)	$	-	$	5,000.00
IT - Chapters	$	10,000.00	$	15,000.00
IT- Commuinity Summit	$	9,000.00	$	-
IT - Customize\Dev\MOSS\Supp\Lic	$	-	$	-
IT - Domain Names	$	-	$	1,000.00
IT - Hosting/Hardware	$	10,000.00	$	10,000.00
IT- Infrastructure Projects	$	10,000.00	$	-
IT - Lyris Email Blasts	$	10,000.00	$	2,200.00
IT - Member Services	$	10,500.00	$	-
IT - Requirements Gathering	$	12,000.00	$	-
IT - Marketing	$	-	$	5,000.00
IT - Membership (e-comm/content)	$	-	$	40,000.00
IT - Progam (automation)	$	-	$	10,000.00
IT - SIGS	$	-	$	10,000.00
IT - SharePoint	$	240.00	$	240.00
IT - SQL	$	-	$	-
IT- Strategy & Req./Migration Sup	$	10,000.00	$	-
IT - Surevey Monkey, Zoomerang Ect.	$	-	$	1,000.00
IT - Technology Initiatives	$	-	$	-
IT - Tech Support	$	-	$	50,000.00
IT - Volunteer Support	$	1,100.00	$	5,000.00
IT- Web Development & Migration	$	75,000.00	$	-
Legal	$	20,000.00	$	5,000.00
Magazine Expense	$	-	$	-
Mailing	$	-	$	30,000.00
Marketing-12 Month Pitch Interviews	$	29,500.00	$	-
Marketing - Brand(Re-brand Design)	$	-	$	-
Marketing - Ban. Ad Create & Resize	$	2,000.00	$	5,000.00
Marketing - Campaign	$	-	$	25,000.00
Marketing - Collateral (Promo/Evt)	$	-	$	10,000.00
Marketing - Design	$	500.00	$	10,000.00
Marketing - Dev Strategic Relations	$	-	$	10,000.00
Marketing - Interactive.pdf	$	3,500.00	$	-
Marketing - Key Mess Creation!	$	3,000.00	$	-
Marketing - Mag. Ad Design and Film	$	23,000.00	$	-
Marketing - Member Services Postage	$	15,000.00	$	-
Marketing - Tradeshow(Trav/Acc/F&B)	$	-	$	-
Marketing - Trade Show (Booth Fees)	$	-	$	-
Marketing - SIG	$	-	$	2,000.00
Marketing - Video Capture & Photo	$	-	$	10,000.00
Management Fees	$	125,000.00	$	-

Management & Staff (C&C)	$	-	$	800,000.00
Management & Staff (C&C Hard Costs)	$	-	$	-
Member Recognition	$	1,000.00	$	-
Member Surveys	$	5,000.00	$	-
Membership System Enhancements	$	-	$	-
Misc(Survey Monkey, Zoomerang ect)	$	12,000.00	$	-
Miscellaneous	$	-	$	-
MS Customer Advisory Team	$	-	$	3,500.00
MVP Comps (on-site exp)	$	-	$	7,500.00
New SIG Startup Costs	$	1,824.00	$	1,000.00
Non-SBA Staff-Time for ELM	$	5,500.00	$	-
Non-SBA Staff Time (Other)	$	21,015.00	$	-
Office Supplies	$	2,100.00	$	1,500.00
Phone, Surveys, Misc Costs	$	-	$	1,000.00
Photocopies	$	2,900.00	$	1,000.00
Placeholder - Other Costs	$	5,000.00	$	-
Placeholder-Event Financial Support	$	-	$	-
Postage/Shipping	$	13,150.00	$	9,200.00
Prepaid Expense	$	-	$	-
Printing	$	16,200.00	$	65,500.00
Printing (PreCon)	$	5,440.00	$	8,000.00
Prepaid Staff - Convention	$	16,600.00	$	-
Prepaid Staff - Program	$	-	$	-
Prepaid Staff - Registration	$	-	$	-
Prepaid Staff - Admin	$	-	$	-
Program Committee Comps	$	-	$	3,000.00
PSS Comps	$	-	$	3,200.00
PSS (travel/exp)	$	-	$	13,000.00
Reclass to Prepaid Expense	$	-	$	-
Regional Development-Latin America	$	-	$	5,000.00
Regional Development - Australia	$	-	$	5,000.00
Regional Development - Other	$	-	$	-
Regional Dev Supp-Other Markets	$	5,000.00	$	-
Regional Dev.Support-North America	$	25,000.00	$	5,000.00
Regional Development-Top 10 Markets	$	10,000.00	$	-
Registration	$	65,000.00	$	-
Registration Bags&On-Site Giveaways	$	29,000.00	$	29,100.00
SQL Server Standard Prod & Dist	$	69,000.00	$	-
Sales EMG	$	-	$	65,000.00
Security	$	9,000.00	$	10,000.00
SIG Website-Conversion to new Site	$	-	$	-
SIG Development	$	-	$	-
SIG Costs - $1000 per SIG	$	-	$	4,000.00
Speakers's - Star Program	$	-	$	-
Spaker Comps (Hard Costs)	$	-	$	2,400.00
Speaker - Keynote	$	-	$	-
Speaker Fees (PreCon)	$	26,000.00	$	37,500.00
Speaker Comps (on-site exp)	$	-	$	29,500.00
Speaker's Bureau - International	$	-	$	-

Speakers's Bureau - US	$	-	$	14,000.00
Sponsorship Expense	$	25,000.00	$	30,000.00
Server Standard Prod & Dist	$	-	$	-
Staff Support - Admin	$	255,079.00	$	-
Staff Support - Convention	$	115,150.00	$	-
Staff Support - Marketing	$	172,919.00	$	-
Staff Support - Program	$	70,978.00	$	-
Staff Support - Registration	$	31,894.00	$	-
Staff Support - Web	$	12,100.00	$	-
Staff Support-Trade Show Incentive	$	88,170.00	$	-
Storage	$	1,250.00	$	1,500.00
SWAG (Chapter Marketing Kits)	$	12,000.00	$	-
Tax Payment	$	-	$	-
Teleconference	$	-	$	-
Tech Editors	$	-	$	1,800.00
Telephone/Fax	$	15,550.00	$	7,500.00
Temps	$	13,000.00	$	-
Temps - General	$	-	$	15,000.00
Temps - Convention	$	-	$	12,000.00
Temps - Registration	$	-	$	-
Tradeout Comps (Hard Costs)	$	-	$	2,500.00
Tradeshows (Booth Fees)	$	-	$	-
Training	$	5,000.00	$	-
Tradeshows (Trav/Accom/F&B)	$	-	$	-
Travel - Executive/MS Mtgs Seatle	$	-	$	8,000.00
Travel - Leadership	$	60,000.00	$	60,000.00
Travel - Speaker	$	-	$	-
Travel - Staff	$	15,500.00	$	7,500.00
Travel/Hotel PASS(Site Inspect)2008	$	-	$	2,500.00
Travel/Hotel PASS(Site Inspect)2009	$	-	$	2,000.00
Travel/Hotel PASS(Site Inspect)2010	$	-	$	2,000.00
Travel/Hotel C&C	$	10,000.00	$	7,500.00
Travel/Hotel EMG	$	-	$	-
Travel/Hotel PASS	$	3,500.00	$	3,000.00
Travel Speaker (PreCon)	$	4,000.00	$	2,000.00
Travel Speaker (Summit)	$	-	$	-
Travel - Board Support Chapters	$	5,000.00	$	-
Vendor Fees	$	80,000.00	$	-
Vol.Coach Sess-1/2 Day Workshop/Ses	$	3,000.00	$	-
Volunteer Training	$	-	$	-
Volunteer Training Program-Summit	$	20,000.00	$	17,500.00
Volunteer Comps (on-site exp)	$	-	$	7,500.00
WIT Lunch	$	-	$	1,000.00
Virtual Event (SQL Mag/SQ)	$	-	$	-
TOTAL EXPENSE	**$**	**2,734,762.00**	**$**	**2,631,292.00**
NET INCOME	**-$**	**128,122.00**	**$**	**21,827.00**

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Department Summary	Budget 2007	Budget 2008
REVENUE		
Corporate Administration - 110	$ 3,000.00	$ 25,000.00
Information Technology - 111	$ -	$ -
Board Support - 112	$ -	$ -
Member Services - 114	$ 211,000.00	$ 213,000.00
General Marketing - 115	$ 3,000.00	$ -
SQL Server Standards - 116	$ -	$ 10,000.00
Chapters - 120	$ -	$ -
Volunteer Support - 130	$ -	$ -
Advocacy - 140	$ -	$ -
Webcasts - 170	$ -	$ -
Live Web casts - 180	$ -	$ -
Community Summit - 210	$ 1,237,250.00	$ 1,420,750.00
Futures, 2008 and Beyond - 211	$ -	$ -
Community Summit Expo - 220	$ 396,500.00	$ 365,000.00
Special Interest Groups - 240	$ -	$ -
Summit Program - 250	$ -	$ -
PreCon Program - 255	$ 270,000.00	$ 335,750.00
Education - 305	$ -	$ -
European Event - 310	$ 485,890.00	$ 283,619.00
Partner Events - 370	$ -	$ -
Deferred Membership - 901	$ -	$ -
TOTAL REVENUE	**$ 2,606,640.00**	**$ 2,653,119.00**
EXPENSE		
Corporate Administration - 110	$ 239,092.00	$ 294,000.00
Information Technology - 111	$ 137,640.00	$ 194,440.00
Board Support - 112	$ 119,748.00	$ 86,500.00
Member Services - 114	$ 119,914.00	$ 163,000.00
General Marketing - 115	$ 92,848.00	$ 202,500.00
SQL Server Standards - 116	$ 77,709.00	$ 88,000.00
Chapters - 120	$ 120,490.00	$ 39,000.00
Volunteer Support - 130	$ 22,160.00	$ 19,000.00
Advocacy - 140	$ -	$ -
Webcasts - 170	$ -	$ -
Live Web casts - 180	$ 6,028.00	$ -
Community Summit - 210	$ 986,034.00	$ 741,600.00
Futures, 2008 and Beyond - 211	$ 5,115.00	$ 6,500.00
Community Summit Expo - 220	$ 169,370.00	$ 229,500.00
Special Interest Groups - 240	$ 55,839.00	$ 10,000.00
Summit Program - 250	$ 72,233.00	$ 153,400.00
PreCon Program - 255	$ 92,616.00	$ 123,650.00
Education - 305	$ -	$ -
European Event - 310	$ 399,394.00	$ 280,202.00
Partner Events - 370	$ 18,532.00	$ -
Deferred Membership - 901	$ -	$ -
TOTAL EXPENSE	**$ 2,734,762.00**	**$ 2,631,292.00**
NET INCOME	**-$ 128,122.00**	**$ 21,827.00**

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Corporate Administration - 110	Budget 2007	Budget 2008
REVENUE		
Interest	$ 3,000.00	$ 25,000.00
Unrealized Gain/Loss	$ -	$ -
TOTAL REVENUE	**$ 3,000.00**	**$ 25,000.00**
EXPENSE		
Accounting Fee	$ 31,297.00	$ 8,000.00
Audit	$ 12,000.00	$ 8,000.00
Bank Charges	$ 4,000.00	$ 4,000.00
Insurance	$ 5,000.00	$ 5,000.00
Legal	$ 20,000.00	$ 5,000.00
Management & Staff (C&C)	$ -	$ 250,000.00
Management Fees	$ 125,000.00	$ -
Miscellaneous	$ -	$ -
Office Supplies	$ 750.00	$ -
Photocopies	$ 1,000.00	$ -
Postage/Shipping	$ 1,500.00	$ 1,500.00
Staff Support - Admin	$ 32,295.00	$ -
Storage	$ 1,250.00	$ 1,500.00
Tax Payment	$ -	$ -
Telephone/Fax	$ 5,000.00	$ 3,000.00
Travel - Executive/MS Mtgs Seattle	$ -	$ 8,000.00
TOTAL EXPENSE	**$ 239,092.00**	**$ 294,000.00**
NET INCOME	**-$ 236,092.00**	**-$ 269,000.00**

PASS Board Owner: Executive Committee
C&C Owner: Judy Christianson

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Information Technology - 111	Budget 2007	Budget 2008
REVENUE		
Revenue	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
IT - Board (Election)	$ -	$ 5,000.00
IT - Chapters (Event/Mtg Mgmt)	$ -	$ 15,000.00
IT - Event (e-comm/reg)	$ -	$ 10,000.00
IT - Marketing	$ -	$ 5,000.00
IT - Membership (e-comm/content)	$ -	$ 40,000.00
IT - Program (automation)	$ -	$ 10,000.00
IT - SIGS	$ -	$ 10,000.00
IT - Volunteers	$ -	$ 5,000.00
IT - Domain Names	$ -	$ 1,000.00
IT - Hosting/Hardware	$ 10,000.00	$ 10,000.00
IT- Infrastructure Projects	$ 10,000.00	$ -
IT - Lyris Email Blasts	$ 10,000.00	$ 2,200.00
IT - Requirements Gathering	$ 12,000.00	$ -
IT - SharePoint	$ 240.00	$ 240.00
IT- Strategy & Req./Migration Sup	$ 10,000.00	$ -
IT - Surevy Monkey, Zoomerang Ect.	$ -	$ 1,000.00
IT - Technology Initiatives	$ -	$ -
IT - Tech Support	$ -	$ 50,000.00
IT- Web Development & Migration	$ 75,000.00	$ -
Management & Staff (C&C)	$ -	$ 30,000.00
Staff Support - Web	$ 10,400.00	$ -
TOTAL EXPENSE	**$ 137,640.00**	**$ 194,440.00**
NET INCOME	**-$ 137,640.00**	**-$ 194,440.00**

PASS Board Owner: Rushabh Mehta
C&C Owner: Lesley MacDonald/Judy Christianson

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Board Support - 112	Budget 2007	Budget 2008
REVENUE		
Revenue	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
Audio/Visual	$ 1,000.00	$ 2,000.00
Food & Beverage	$ 15,300.00	$ 15,000.00
Gift/Awards	$ 1,000.00	$ 1,000.00
Photocopies	$ 1,000.00	$ 500.00
Postage/Shipping	$ 1,000.00	$ 500.00
Management & Staff (C&C)	$ -	$ -
Staff Support - Admin	$ 24,448.00	$ -
Staff Support - Convention	$ -	$ -
Teleconference	$ -	$ -
Telephone/Fax	$ 1,000.00	$ -
Training	$ 5,000.00	$ -
Travel - Leadership	$ 60,000.00	$ 60,000.00
Travel/Hotels C&C	$ 10,000.00	$ 7,500.00
TOTAL EXPENSE	**$ 119,748.00**	**$ 86,500.00**
NET INCOME	**-$ 119,748.00**	**-$ 86,500.00**

PASS Board Owner: Executive Committee
C&C Owner: Judy Christianson

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Member Services - 114	Budget 2007	Budget 2008
REVENUE		
Benefits	0.00	$ -
Individual Membership - FY 2007	$ 210,000.00	$ -
Individual Membership - FY 2008	$ 40,000.00	$ -
Individual Membership 2007/2008	$ -	$ 210,000.00
Individual Membership 2008-2009	$ -	$ -
Job Target	3,000.00	$ 3,000.00
Prepaid Membership	-$ 42,000.00	$ -
TOTAL REVENUE	**$ 211,000.00**	**$ 213,000.00**
EXPENSE		
Credit Card Processing	$ 2,600.00	$ 1,000.00
Data Process/Storage	$ 14,580.00	$ -
Design	$ 500.00	$ -
IT - Member Services	$ 10,500.00	$ -
Management & Staff (C&C)	$ -	$ 160,000.00
Marketing - Member Services Postage	$ 15,000.00	$ -
Member Recognition	$ 1,000.00	$ -
Member Surveys	$ 5,000.00	$ -
Membership System Enhancements		$ -
Postage/Shipping	$ 250.00	$ -
Printing	$ 6,000.00	$ 1,000.00
Staff Support - Admin	$ 57,624.00	$ -
Staff Support - Marketing	$ 4,360.00	$ -
Telephone/Fax	$ 2,500.00	$ 1,000.00
TOTAL EXPENSE	**$ 119,914.00**	**$ 163,000.00**
NET INCOME	**$ 91,086.00**	**$ 50,000.00**

PASS Board Owner - Lynda Rab
C&C Owner - Lesley MacDonald

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

General Marketing - 115	Budget 2007	Budget 2008
REVENUE		
Advertising - Web	$ 3,000.00	$ -
TOTAL REVENUE	**$ 3,000.00**	**$ -**
EXPENSE		
Marketing-12 Month Pitch Interviews	$ 29,500.00	$ -
Marketing - Brand(Re-brand Design)	$ -	$ -
Marketing - Ban. Ad Create & Resize	$ 2,000.00	$ 5,000.00
Marketing - Campaign	$ -	$ 25,000.00
Marketing - Collateral (Promo/Evt)	$ -	$ 10,000.00
Marketing - Design	$ 500.00	$ 10,000.00
Marketing - Dev Strategic Relations	$ -	$ 10,000.00
Marketing - Interactive.pdf	$ 3,500.00	$ -
Marketing - Key Mess Creation!	$ 3,000.00	$ -
Marketing - Mag. Ad Design and Film	$ 3,000.00	$ -
Marketing - Tradeshow(Trav/Acc/F&B)	$ -	$ -
Marketing - Trade Show (Booth Fees)	$ -	$ -
Marketing - Video Capture & Photo	$ -	$ 10,000.00
Management & Staff (C&C)	$ -	$ 125,000.00
MVP Comps (on-site exp)	$ -	$ 7,500.00
Non-SBA Staff Time (Other)	$ -	$ -
Photocopies	$ 100.00	$ -
Staff Support - Admin	$ 5,112.00	$ -
Staff Support - Marketing	$ 42,636.00	$ -
Telephone/Fax	$ 500.00	$ -
Vol.Coach Sess-1/2 Day Workshop/Ses	$ 3,000.00	$ -
TOTAL EXPENSE	**$ 92,848.00**	**$ 202,500.00**
NET INCOME	**-$ 89,848.00**	**-$ 202,500.00**

PASS Board Owner: Wayne Snyder
C&C Owner: Lesley MacDonald

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

SQL Server Standards - 116	Budget 2007	Budget 2008
REVENUE		
Advertising - SQL Server Standard	$ -	$ 10,000.00
TOTAL REVENUE	**$ -**	**$ 10,000.00**
EXPENSE		
Authors	$ -	$ 3,600.00
Copy Editing	$ -	$ 3,000.00
Graphic Design	$ -	$ 7,600.00
IT - SQL	$ -	$ -
Mailing	$ -	$ 30,000.00
Management & Staff (C&C)	$ -	$ -
Printing	$ -	$ 42,000.00
SQL Server Standard Prod & Dist	$ 68,000.00	$ -
Staff Support - Admin	$ 4,736.00	$ -
Staff Support - Marketing	$ 4,973.00	$ -
Tech Editors	$ -	$ 1,800.00
TOTAL EXPENSE	**$ 77,709.00**	**$ 88,000.00**
NET INCOME	**-$ 77,709.00**	**-$ 78,000.00**

PASS Board Owner: Chuck Heinzelman
C&C Owner: Lesley MacDonald

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Chapters - 120	Budget 2007	Budget 2008
REVENUE		
Registration (Chapters)	$ -	$ -
Sponsorship	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
Chapter Leaders Comps (on-site exp)	$ -	$ 7,500.00
Evaluations/Surveys	$ 350.00	$ -
European Development	$ -	$ -
Food & Beverage	$ 10,000.00	$ -
IT - Chapters	$ 10,000.00	$ -
Incorporation	$ 350.00	$ 500.00
Management & Staff (C&C)	$ -	$ -
Photocopies	$ 100.00	$ -
Postage/Shipping	$ 1,200.00	$ 1,200.00
Regional Dev Supp-Other Markets	$ 5,000.00	$ -
Regional Dev.Support-North America	$ 25,000.00	$ 5,000.00
Regional Development-Top 10 Markets	$ 10,000.00	$ -
Regional Development-Latin America	$ -	$ 5,000.00
Regional Development - Australia	$ -	$ 5,000.00
Regional Development - Other	$ -	$ -
Speaker's - Star Program	$ -	$ -
Speaker's Bureau - International	$ -	$ -
Speaker's Bureau - US	$ -	$ 14,000.00
Staff Support - Admin	$ 40,990.00	$ -
Staff Support - Web	$ -	$ -
SWAG (Chapter Marketing Kits)	$ 12,000.00	$ -
Travel - Board Support Chapters	$ 5,000.00	$ -
Telephone/Fax	$ 500.00	$ 800.00
TOTAL EXPENSE	**$ 120,490.00**	**$ 39,000.00**
NET INCOME	**-$ 120,490.00**	**-$ 39,000.00**

PASS Board Owner: Paul Neilson
C&C Owner: Lesley MacDonald

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Volunteer Support - 130	Budget 2007	Budget 2008
REVENUE		
Revenue	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
Food & Beverage - Volunteer Support	$ 7,000.00	$ 10,000.00
Gift/Awards	$ 3,000.00	$ 1,500.00
IT - Volunteer Support	$ 1,100.00	$ -
Management & Staff (C&C)	$ -	$ -
Staff Support - Admin	$ 11,060.00	$ -
Training	$ -	$ -
Volunteer Comps (on-site exp)	$ -	$ 7,500.00
TOTAL EXPENSE	**$ 22,160.00**	**$ 19,000.00**
NET INCOME	**-$ 22,160.00**	**-$ 19,000.00**

PASS Board Owner: Lynda Rab
C&C Owner: Lesley MacDonald

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Advocacy - 140	Budget 2007	Budget 2008
REVENUE		
Revenue		
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
Management & Staff (C&C)	$ -	$ -
Telephone/Fax	$ -	$ -
TOTAL EXPENSE	**$ -**	**$ -**
NET INCOME	**$ -**	**$ -**

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Webcasts - 170	Budget 2007	Budget 2008
REVENUE		
Revenue	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
Management & Staff (C&C)	$ -	$ -
TOTAL EXPENSE	**$ -**	**$ -**
NET INCOME	**$ -**	**$ -**

PASS Board Owner:
C&C Owner:

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

LIVE Web casts - 180	Budget 2007	Budget 2008
REVENUE		
Revenue	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
Management & Staff (C&C)	$ -	$ -
Staff Support - Marketing	$ 994.00	$ -
Staff Support - Program	$ 5,034.00	$ -
TOTAL EXPENSE	**$ 6,028.00**	**$ -**
NET INCOME	**-$ 6,028.00**	**$ -**

PASS Board Owner: Randy Dyess
C&C Owner: Lesley MacDonald

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Community Summit - 210	Budget 2007	Budget 2008
REVENUE		
Cancellation Penalty	$ -	$ -
CD Recording	$ 80,000.00	
Conference Proceedings		$ 4,750.00
Commission/Rebate	$ 67,250.00	$ 58,000.00
Guest Program	$ -	$ -
Insurance Revenue	$ -	$ -
Registration (Summit)	$ 1,090,000.00	
Registration (Summit 2007)	$ -	$ 1,358,000.00
TOTAL REVENUE	**$ 1,237,250.00**	**$ 1,420,750.00**
EXPENSE		
Advertising	$ 5,000.00	$ 5,000.00
Audio/Visual	$ 68,000.00	$ 90,000.00
Credit Card Processing	$ 22,100.00	$ 40,000.00
Design	$ 18,000.00	$ 5,000.00
Evaluations/Surveys	$ 6,250.00	$ 7,500.00
Facility Space Rental	$ 49,000.00	$ 55,000.00
Food & Beverage	$ 169,290.00	$ 194,000.00
Gratuities	$ 500.00	$ -
Incentives - SQL Server Central	$ 7,500.00	$ 7,500.00
Insurance	$ 9,400.00	$ 10,000.00
Internet Access Center	$ 33,500.00	$ 35,000.00
Internet Access Centre Support(SBA)	$ 21,500.00	$ -
IT - Community Summit	$ 9,000.00	$ -
Management & Staff (C&C)	$ -	$ 185,000.00
Management & Staff (C&C Hard Costs)	$ -	$ -
Office Supplies	$ 1,000.00	$ 1,500.00
Photocopies	$ 500.00	$ 500.00
Postage/Shipping	$ 5,700.00	$ 3,500.00
Prepaid Staff - Convention	$ 16,600.00	$ -
Prepaid Staff - Program	$ -	$ -
Prepaid Staff - Registration	$ -	$ -
Printing	$ 8,200.00	$ 20,000.00
Reclass to Prepaid Expense	$ -	$ -
Registration	$ 65,000.00	$ -
Registration Bags & On-Site Giveaways	$ 29,000.00	$ 29,100.00
Staff Support - Admin	$ 76,534.00	$ -
Staff Support - Convention	$ 110,035.00	$ -
Staff Support - Marketing	$ 94,481.00	$ -
Staff Support - Program	$ -	$ -
Staff Support - Registration	$ 31,894.00	$ -
Staff Support - Web	$ -	$ -

Telephone/Fax	$ 3,550.00	$ 1,000.00
Temps - General	$ -	$ 15,000.00
Temps - Registration	$ -	$ 12,000.00
Temps	$ 13,000.00	$ -
Travel - Staff	$ 11,500.00	$ 7,500.00
Vendor Fees	$ 80,000.00	$ -
Volunteer Training	$ -	$ -
Volunteer Training Program-Summit	$ 20,000.00	$ 17,500.00
TOTAL EXPENSE	**$ 986,034.00**	**$ 741,600.00**
NET INCOME	**$ 251,216.00**	**$ 679,150.00**

PASS Board Owner: Rick Heiges
C&C Owner: Judy Christianson

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Futures, 2008 and Beyond - 211	Budget 2007	Budget 2008
REVENUE		
Revenue	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
Management & Staff (C&C)	$ -	$ -
Staff Support - Convention	$ 5,115.00	$ -
Travel/Hotel PASS(Site Inspect) 2008	$ -	$ 2,500.00
Deposit/Venue(s) 2008	$ -	$ -
Deposit/Vendors 2008	$ -	$ -
Travel/Hotel PASS(Site Inspect) 2009	$ -	$ 2,000.00
Deposit/Venue(s) 2009	$ -	$ -
Deposit/Vendors 2009	$ -	$ -
Travel/Hotel PASS(Site inspect) 2010	$ -	$ 2,000.00
Deposit/Venue(s) 2010	$ -	$ -
Deposit/Vendors 2010	$ -	$ -
TOTAL EXPENSE	**$ 5,115.00**	**$ 6,500.00**
NET INCOME	**-$ 5,115.00**	**-$ 6,500.00**

PASS Board Owner: Executive Committee
C&C Owner: Judy Christianson

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Community Summit Expo - 220	Budget 2007	Budget 2008
REVENUE		
Advertising	$ 10,000.00	10,000.00
Exhibit\Vendor Revenue	$ 240,000.00	210,000.00
Pre-Show Mailing	$ 1,500.00	0.00
Sponsorship	$ 135,000.00	135,000.00
Vendor Presentations	$ 10,000.00	10,000.00
TOTAL REVENUE	**$ 396,500.00**	**$ 365,000.00**
EXPENSE		
Credit Card Processing	$ 3,000.00	$ 5,000.00
Decorator	$ 30,000.00	$ 40,000.00
Design	$ 2,000.00	$ -
Exhibitor Comps (Hard Costs)	$ -	$ 12,500.00
Exhibitor Comps (Booth - Hard Cost)	$ -	$ 5,000.00
Food & Beverage (Exhibitors Only)	$ 1,000.00	$ 1,000.00
Management & Staff (C&C)	$ -	$ 50,000.00
Office Supplies	$ 200.00	$ -
Photocopies	$ 100.00	$ -
Postage/Shipping	$ 2,500.00	$ 2,500.00
Printing	$ 2,000.00	$ 2,500.00
Sales EMG	$ -	$ 65,000.00
Security	$ 9,000.00	$ 10,000.00
Sponsorship Expense	$ 25,000.00	$ 30,000.00
Staff Support - Web	$ 1,700.00	$ -
Staff Support-Trade Show Incentive	$ 88,170.00	
Telephone/Fax	$ 1,200.00	$ 500.00
Tradeout Comps (Hard Costs)	$ -	$ 2,500.00
Travel/Hotel EMG	$ -	$ -
Travel/Hotel PASS	$ 3,500.00	$ 3,000.00
TOTAL EXPENSE	**$ 169,370.00**	**$ 229,500.00**
NET INCOME	**$ 227,130.00**	**$ 135,500.00**

PASS Board Owner: Rick Heiges
C&C Owner: Judy Christianson

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Special Interest Groups - 240	Budget 2007	Budget 2008
REVENUE		
Revenue	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
Book Review Program	$ -	$ 1,000.00
Magazine Ad Design and Film	$ 20,000.00	$ -
SQL Server Standard Prod & Dist	$ 1,000.00	$ -
Management & Staff (C&C)	$ -	$ -
Marketing - SIG	$ -	$ 2,000.00
Misc(Survey Monkey, Zoomerang etc.)	$ 12,000.00	$ -
New SIG Startup Costs	$ 1,824.00	$ 1,000.00
Non-SBA Staff Time (Other)	$ 20,015.00	$ -
Phone, Surveys, Misc Costs	$ -	$ 1,000.00
Postage/Shipping	$ 1,000.00	$ -
Printing		$ -
SIG Website-Conversion to new Site	$ -	$ -
SIG Development	$ -	$ -
SIG Costs - $1000 per SIG	$ -	$ 4,000.00
Staff Support - Program	$ -	$ -
Staff Support - Web	$ -	$ -
Telephone/Fax	$ -	$ -
WIT Lunch	$ -	$ 1,000.00
TOTAL EXPENSE	**$ 55,839.00**	**$ 10,000.00**
NET INCOME	**-$ 55,839.00**	**-$ 10,000.00**

PASS Board Owner: Lynda Rab
C&C Owner: Judy Christianson

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Summit Program - 250	Budget 2007	Budget 2008
REVENUE		
Conference Proceedings (Summit)	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
MS Customer Advisory Team	$ -	$ 3,500.00
Committee/Speaker Gifts (Summit)	$ 3,375.00	$ 5,000.00
Conference Proceedings (Record Fee)	$ -	$ 95,000.00
Event Wizard Renewal	$ 5,700.00	$ -
Management & Staff (C&C)	$ -	$ -
Office Supplies	$ 150.00	$ -
Photocopies	$ 100.00	$ -
Program Committee Comps	$ -	$ 3,000.00
PSS Comps	$ -	$ 3,200.00
PSS (travel/exp)	$ -	$ 13,000.00
Speaker Comps (on-site exp)	$ -	$ 29,500.00
Staff Support - Program	$ 57,708.00	$ -
Staff Support - Web	$ -	$ -
Telephone/Fax	$ 1,200.00	$ 1,200.00
Training	$ -	$ -
Travel - Speaker (Summit)	$ -	$ -
Travel - Staff	$ 4,000.00	$ -
TOTAL EXPENSE	**$ 72,233.00**	**$ 153,400.00**
NET INCOME	**-$ 72,233.00**	**-$ 153,400.00**

PASS Board Owner: Bill Graziano
C&C Owner: Lesley MacDonald

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

PreCon Program - 255	Budget 2007	Budget 2008
REVENUE		
Registration (PreCon)	$ 270,000.00	
Registration (PreCon 2007)	$ -	$ 335,750.00
TOTAL REVENUE	**$ 270,000.00**	**$ 335,750.00**
EXPENSE		
Audio/Visual (PreCon)	$ 6,000.00	$ 10,000.00
Food & Beverage (PreCon)	$ 42,840.00	$ 63,750.00
Management & Staff (C&C)	$ -	$ -
Postage/Shipping	$ -	$ -
Printing (PreCon)	$ 5,440.00	$ 8,000.00
Speaker Comps (Hard Costs)		$ 2,400.00
Speaker Fees (PreCon)	$ 26,000.00	$ 37,500.00
Staff Support - Program	$ 8,236.00	$ -
Telephone/Fax	$ 100.00	$ -
Travel - Speaker (PreCon)	$ 4,000.00	$ 2,000.00
TOTAL EXPENSE	**$ 92,616.00**	**$ 123,650.00**
NET INCOME	**$ 177,384.00**	**$ 212,100.00**

PASS Board Owner: Bill Graziano
C&C Owner: Lesley MacDonald

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Education - 305	Budget 2007	Budget 2008
REVENUE		
Revenue	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
Management & Staff (C&C)	$ -	$ -
TOTAL EXPENSE	**$ -**	**$ -**
NET INCOME	**$ -**	**$ -**

PASS Board Owner: Randy Dyess
C&C Owner: Lesley MacDonald

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

European Event - 310	Budget 2007	Budget 2008
REVENUE		
Exhibit Vendor Sales	$ 57,710.00	$ -
Euro Checking Account Interest	$ -	$ 3,000.00
Event (2008 Summit) Total	$ -	$ 280,619.00
Registration	$ 330,073.00	$ -
Sponsorship	$ 96,183.00	$ -
Vendor Tracks	$ 1,924.00	$ -
TOTAL REVENUE	**$ 485,890.00**	**$ 283,619.00**
EXPENSE		
2 European Leader Meetings	$ 25,000.00	$ -
ABN Amro Bank Fees	$ -	$ -
Budget Exception - 2008 Research	$ 7,000.00	$ -
Communication Costs	$ 500.00	$ -
Estimated Costs	$ 322,171.00	$ -
Event Loan - Budget for Chapters	$ 24,000.00	$ -
Event (2008 Summit) Total	$ -	$ 280,202.00
Foreign Currency Adjustment	$ -	$ -
Management & Staff (C&C)	$ -	$ -
Non-SBA Staff Time for ELM	$ 5,500.00	$ -
Non-SBA Staff Time (Other)	$ 1,000.00	$ -
Prepaid Expense	$ -	$ -
Prepaid Staff - Admin	$ -	$ -
Staff Support - Admin	$ 2,280.00	$ -
Staff Support - Marketing	$ 11,943.00	$ -
Travel - Speaker	$ -	$ -
TOTAL EXPENSE	**$ 399,394.00**	**$ 280,202.00**
NET INCOME	**$ 86,496.00**	**$ 3,417.00**

PASS Board Owner: Christoph Stotz
C&C Owner: Judy Christianson/Lesley MacDonald

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Partner Events - 370	Budget 2007	Budget 2008
REVENUE		
Revenue	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
DevTeach Program	$ -	$ -
Management & Staff (C&C)	$ -	$ -
Placeholder - Other Costs	$ 5,000.00	$ -
Staff Support - Marketing	$ 13,532.00	$ -
Virtual Event (SQL Mag/SQ)	$ -	$ -
TOTAL EXPENSE	**$ 18,532.00**	**$ -**
NET INCOME	**-$ 18,532.00**	**$ -**

PASS Board Owner: Executive Committee
C&C Owner: Judy Christianson/Lesley MacDonald

Professional Association for SQL Server

Departmental Income Statement 07/01/2006 to 04/01/2007

Deferred Membership - 901	Budget 2007	Budget 2008
REVENUE		
Revenue		
Charter Vendor	$ -	$ -
Founding Member	$ -	$ -
TOTAL REVENUE	**$ -**	**$ -**
EXPENSE		
Management & Staff (C&C)	$ -	$ -
TOTAL EXPENSE	**$ -**	**$ -**
NET INCOME	**$ -**	**$ -**

PASS Board Owner: N/A
C&C Owner: Judy Christianson