

**NEWEA**

Profit and Loss Budget vs. Actual  
 October 2017 through June 2018 - FY2018 Q3 Report

2:17 PM  
 09/10/18



Ordinary Income/Expense	Oct '17 - Jun '18	Budget	Delta	% of Budget
				<b>RED = Unearned Budgeted Income</b>
<b>Income</b>				
Annual Conference Income				
Annual Conference - Exhibit Inc	268,815.00	266,000.00	2,815.00	101.1%
Annual Conference - General Inc	313,394.00	297,600.00	15,794.00	105.3%
Total Annual Conference Income	582,209.00	563,600.00	18,609.00	103.3%
Association Management Income				
CAWPCA Management Fee (Labor & Internal Expenses)	1,630.44	8,000.00	-6,369.56	20.4%
YOWA Mangt. Fee/Expense Riembur (NEWEA Labor/Internal Exp)	910.70	600.00	310.70	151.8%
Total Association Management Income	2,541.14	8,600.00	-6,058.86	29.5%
Certification Income				
CS Certification	14,650.00	13,000.00	1,650.00	112.7%
Lab Certification	450.00	3,000.00	-2,550.00	15.0%
Total Certification Income	15,100.00	16,000.00	-900.00	94.4%
Dues Income				
Total Dues Income	72,802.92	102,000.00	-29,197.08	71.4%
Misc. Income				
Congressional Briefing	4,300.00	3,000.00	1,300.00	143.3%
Directory Sales	400.00	0.00	400.00	100.0%
Other Misc. Revenue	413.12	750.00	-336.88	55.1%
Planning Session	0.00	0.00	0.00	0.0%
WEFTEC Reception	-15.00	2,250.00	-2,265.00	-0.7%
Total Misc. Income	5,098.12	6,000.00	-901.88	85.0%
Non NEWEA Revenue				
Total Non NEWEA Revenue	8,955.75	17,300.00	-8,344.25	51.8%
Pub/WEB/Media/Sponsor INC				
Annual Sponsorships	71,650.00	67,000.00	4,650.00	106.9%
Fundraising	0.00	1,000.00	-1,000.00	0.0%
Golf Tournament Benefit	25,540.00	28,000.00	-2,460.00	91.2%
Humanitarian Sponsorship (Humanitarian Sponsorship)	0.00	0.00	0.00	0.0%
Journal Advertising	80,280.50	86,000.00	-5,719.50	93.3%
Journal Subscriptions	200.00	200.00	0.00	100.0%
Misc. Sponsorship	0.00	0.00	0.00	0.0%
Ed Nazaretian Memorial Fund (Memorial Fund)	11,720.00			
Public Education Sponsorship (Giving Tuesday)	570.00	0.00	570.00	100.0%
Scholarship Sponsorship	0.00	0.00	0.00	0.0%
SJWP Sponsorship	0.00	3,000.00	-3,000.00	0.0%
Spring Meeting Special Sponsor (Special Event Sponsorship)	0.00	0.00	0.00	0.0%
Student Design Comp Sponsorship (Student Design Comp Spons)	0.00	1,500.00	-1,500.00	0.0%
Total Pub/WEB/Media/Sponsor INC	189,960.50	186,700.00	3,260.50	101.7%
Specialty Conference Income				
Asset Management Seminar	0.00	0.00	0.00	0.0%
Collection Systems Seminar	0.00	22,000.00	-22,000.00	0.0%
Committee Member Appreciation	305.00	875.00	-570.00	34.9%
CSO/Wetweather Issues Seminar	0.00	0.00	0.00	0.0%
Energy Seminar	0.00	0.00	0.00	0.0%
EPA PreTreatment	0.00	0.00	0.00	0.0%
Industrial Waste Seminar	4,670.00	9,560.00	-4,890.00	48.8%
Joint AM and Energy (Joint Specialty Conference)	11,185.00	14,810.00	-3,625.00	75.5%
Joint Residuals/NEBRA Seminar (Joint Specialty Conference)	35,371.00	25,780.00	9,591.00	137.2%
Lab Practices Seminar	0.00	0.00	0.00	0.0%
Microconstituents Seminar	0.00	0.00	0.00	0.0%
Plant Operations Seminar	150.00	0.00	150.00	100.0%
Plant Ops Tours	80.00	0.00	80.00	100.0%
Public Education-Teacher Train	875.00	1,400.00	-525.00	62.5%
Residuals Biosolids Seminar	0.00	0.00	0.00	0.0%
Safety Seminar	0.00	7,025.00	-7,025.00	0.0%
Small Community Outreach	0.00	5,000.00	-5,000.00	0.0%
Stormwater Seminar	26,530.00	0.00	26,530.00	100.0%
Sustainability Seminar	0.00	0.00	0.00	0.0%
Water Reuse Seminar	310.00	0.00	310.00	100.0%
Utility Management	0.00	0.00	0.00	0.0%
Watershed Management Seminar	0.00	0.00	0.00	0.0%
YP AC Summit & Lounge (YP AC Summit & Lounge)	7,700.00	3,250.00	4,450.00	236.9%
YP Community Service Proj	250.00	0.00	250.00	100.0%
YP Events	6,160.00	3,000.00	3,160.00	205.3%
Total Specialty Conference Income	93,586.00	92,700.00	886.00	101.0%
Spring Meeting Income				
Spring Meeting Exhibit Inc	0.00	10,000.00	-10,000.00	0.0%
Spring Meeting General Inc	68,460.00	60,000.00	8,460.00	114.1%
Total Spring Meeting Income	68,460.00	70,000.00	-1,540.00	97.8%
<b>Total Income</b>	<b>1,038,713.43</b>	<b>1,062,900.00</b>	<b>-24,186.57</b>	<b>97.7%</b>
				<b>RED = Unspent Budgeted Expense</b>
<b>Expense</b>				

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Ordinary Income/Expense	Oct '17 - Jun '18	Budget	Delta	% of Budget
Annual Conference Exp. (Conference Expenses)	274,215.21	262,000.00	12,215.21	104.7%
Association Management Expense (Expenses Paid by NEWEA)				
CAWPCA Management Expense (NEWEA Paid Outside Expenses)	269.38	500.00	-230.62	53.9%
YOWA Mangmt. Expenses (NEWEA Paid Expenses)	29.69	150.00	-120.31	19.8%
Total Association Management Expense (Expenses Paid by NEWEA)	299.07	650.00	-350.93	46.0%
Capital Expenses (Expenses not categorized else)				
AMS Development Support	0.00	2,500.00	-2,500.00	0.0%
Consulting - Marketing	3,937.50	7,000.00	-3,062.50	56.3%
Water Champions Campaign	1,350.00	4,000.00	-2,650.00	33.8%
Total Capital Expenses (Expenses not categorized else)	5,287.50	13,500.00	-8,212.50	39.2%
Committee Council Directors EXP				
Ad-Hoc Council				
Innovation Task Force	0.00	0.00	0.00	0.0%
Veterans Workforce Development	573.00	750.00	-177.00	76.4%
Total Ad-Hoc Council	573.00	750.00	-177.00	76.4%
Collection Syst/Water Resources				
Collections Systems	1,457.01	1,500.00	-42.99	97.1%
CS Certification	495.95	1,000.00	-504.05	49.6%
CSO/Wet Weather Issues	652.50	600.00	52.50	108.8%
Industrial Waste	108.00	200.00	-92.00	54.0%
Stormwater Committee	1,416.00	1,750.00	-334.00	80.9%
Sustainability Advisory	250.00	600.00	-350.00	41.7%
Water Reuse	0.00	200.00	-200.00	0.0%
Watershed Management	348.00	400.00	-52.00	87.0%
Total Collection Syst/Water Resources	4,727.46	6,250.00	-1,522.54	75.6%
Communications Council				
Journal	387.00	400.00	-13.00	96.8%
Newsletter	0.00	0.00	0.00	0.0%
Public Awareness Committee	290.50	500.00	-209.50	58.1%
Website	0.00	100.00	-100.00	0.0%
Total Communications Council	677.50	1,000.00	-322.50	67.8%
Management Review Council				
Assessment & Development	78.44	250.00	-171.56	31.4%
Awards and Trophies	10,359.51	11,500.00	-1,140.49	90.1%
Bylaws	0.00	50.00	-50.00	0.0%
Committee Member Appreciation	0.00	0.00	0.00	0.0%
Finance	0.00	100.00	-100.00	0.0%
Management Review	0.00	0.00	0.00	0.0%
Nominating	0.00	0.00	0.00	0.0%
Sponsor	180.00	400.00	-220.00	45.0%
Total Management Review Council	10,617.95	12,300.00	-1,682.05	86.3%
Meeting Management Council				
Conference Arrangements	0.00	200.00	-200.00	0.0%
Exhibits and Awards	0.00	1,400.00	-1,400.00	0.0%
Program	0.00	350.00	-350.00	0.0%
Registration	93.31	100.00	-6.69	93.3%
Total Meeting Management Council	93.31	2,050.00	-1,956.69	4.6%
Outreach Committee Council				
Government Affairs	0.00	250.00	-250.00	0.0%
Humanitarian Assistance	0.00	0.00	0.00	0.0%
Membership	12.45	150.00	-137.55	8.3%
Public Education	161.00	1,000.00	-839.00	16.1%
Safety	218.96	500.00	-281.04	43.8%
Scholarship Comm.	0.00	75.00	-75.00	0.0%
Student Activities & AC Events	370.00	850.00	-480.00	43.5%
Water For People Committee	152.76	300.00	-147.24	50.9%
YP	447.01	500.00	-52.99	89.4%
Total Outreach Committee Council	1,362.18	3,625.00	-2,262.82	37.6%
Treatment, System, Ops Managmt				
Asset Management	870.00	500.00	370.00	174.0%
Energy	652.50	845.00	-192.50	77.2%
Lab Practices	-5.21	750.00	-755.21	-0.7%
MicroCons	160.00	200.00	-40.00	80.0%
Operations Challenge	1,121.56	3,000.00	-1,878.44	37.4%
Plant Operations	645.00	750.00	-105.00	86.0%
Residuals Management	285.63	350.00	-64.37	81.6%
Small Community Outreach	381.00	400.00	-19.00	95.3%
Utility Management	0.00	175.00	-175.00	0.0%
Total Treatment, System, Ops Managmt	4,110.48	6,970.00	-2,859.52	59.0%
Total Committee Council Directors EXP	22,161.88	32,945.00	-10,783.12	67.3%
Dues Reimbursement Expense				
Total Dues Reimbursement Expense	28,239.33	32,500.00	-4,260.67	86.9%
Misc. Expenses				

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Congressional Briefing	9,365.15	8,000.00	1,365.15	117.1%
Directory Sales (NEWEA Directory)	0.00	0.00	0.00	0.0%
Planning Session Exp.	0.00	0.00	0.00	0.0%
State Leg Briefings	1,019.08	3,500.00	-2,480.92	29.1%
WEFMAX Hosting	0.00	0.00	0.00	0.0%
WEFTEC Reception	0.00	5,000.00	-5,000.00	0.0%
<b>Total Misc. Expenses</b>	<b>10,384.23</b>	<b>16,500.00</b>	<b>-6,115.77</b>	<b>62.9%</b>
Non NEWEA Expenses				
<b>Total Non NEWEA Expenses</b>	<b>6,880.35</b>	<b>11,300.00</b>	<b>-4,419.65</b>	<b>60.9%</b>
Pub/WEB/Media/Sponsors EXP				
Golf Tournament Benefit	21,083.33	20,000.00	1,083.33	105.4%
Journal-Edit, Desgn, Prnt, Post	57,468.00	74,000.00	-16,532.00	77.7%
Public Ed Outreach Materials	1,425.00	2,000.00	-575.00	71.3%
Student Design Comp (Student Design Comp)	300.00	1,500.00	-1,200.00	20.0%
Web Support - IT & Graphics	259.98	500.00	-240.02	52.0%
<b>Total Pub/WEB/Media/Sponsors EXP</b>	<b>80,536.31</b>	<b>98,000.00</b>	<b>-17,463.69</b>	<b>82.2%</b>
Scholarship & Awards Expense				
Humanitarian	0.00	1,500.00	-1,500.00	0.0%
Kowsz Scholarship	0.00	250.00	-250.00	0.0%
Ops Teams Travel to WEFTEC	0.00	16,400.00	-16,400.00	0.0%
Operator Exchange (Operator Exch Travel Exp)	70.00	1,800.00	-1,730.00	3.9%
Scholarships	3,150.00	3,000.00	150.00	105.0%
SJWP Expense	444.90	3,000.00	-2,555.10	14.8%
WE&RF Contribution	0.00	500.00	-500.00	0.0%
WFP Donation Minus Expenses (Donation after expenses)	0.00	5,200.00	-5,200.00	0.0%
<b>Total Scholarship &amp; Awards Expense</b>	<b>3,664.90</b>	<b>31,650.00</b>	<b>-27,985.10</b>	<b>11.6%</b>
Specialty Conference Exp.				
Asset Management Seminar	0.00	0.00	0.00	0.0%
Collection Systems Seminar	500.00	7,300.00	-6,800.00	6.8%
Committee Member Appr. Event	0.00	9,875.00	-9,875.00	0.0%
CSO/Wet Weather Issues	0.00	0.00	0.00	0.0%
Energy Seminar	0.00	0.00	0.00	0.0%
EPA PreTreatment Exp.	0.00	0.00	0.00	0.0%
Industrial Waste Seminar	85.00	5,375.00	-5,290.00	1.6%
Joint AM and Energy (Joint Specialty Conference)	3,411.15	8,794.00	-5,382.85	38.8%
Joint Collection Sustainability (Joint Specialty Conference)	0.00	0.00	0.00	0.0%
Joint EPA UM Workshop	0.00	0.00	0.00	0.0%
Joint Residuals/NEBRA Seminar (Joint Specialty Conference)	26,605.86	19,700.60	6,905.26	135.1%
Lab Practices Seminar	0.00	0.00	0.00	0.0%
Microconstituents Seminar	0.00	0.00	0.00	0.0%
Plant Operations Seminar	0.00	0.00	0.00	0.0%
Plant Ops Tours	0.00	0.00	0.00	0.0%
Public Education -Teacher Train (Teacher Training)	90.00	1,200.00	-1,110.00	7.5%
Residuals Biosolids Seminar	0.00	0.00	0.00	0.0%
Safety Seminar	0.00	5,324.00	-5,324.00	0.0%
Small Community Outreach	0.00	3,000.00	-3,000.00	0.0%
Stormwater Seminar	15,660.38	0.00	15,660.38	100.0%
Sustainability Seminar	0.00	0.00	0.00	0.0%
Utility Management Seminar	0.00	0.00	0.00	0.0%
Water Reuse Seminar	35.00	0.00	35.00	100.0%
Watershed Management Seminar	70.00	0.00	70.00	100.0%
YP AC Summit & Lounge (YP AC Summit & Lounge)	13,464.00	4,700.00	8,764.00	286.5%
YP Community Service Proj	48.72	0.00	48.72	100.0%
YP Events	4,467.94	3,000.00	1,467.94	148.9%
<b>Total Specialty Conference Exp.</b>	<b>64,438.05</b>	<b>68,268.60</b>	<b>-3,830.55</b>	<b>94.4%</b>
Spring Meeting Expense	13,466.82	65,000.00	-51,533.18	20.7%
Staff, Mngmt, Office & Officer				
General Office				
Special Projects	70.00	500.00	-430.00	14.0%
AMS Annual Software	4,800.00	4,800.00	0.00	100.0%
Bank Charges & Fees	23,015.60	25,000.00	-1,984.40	92.1%
Dues & Subscription	2,815.00	3,000.00	-185.00	93.8%
EC/Officer Extrodinary	0.00	0.00	0.00	0.0%
D&O/Disable/WorkmsComp/BusOwn	4,620.50	4,900.00	-279.50	94.3%
Ex Com Meetings & Chair Gifts	2,068.99	3,000.00	-931.01	69.0%
Equipment/Computers/Software	2,534.02	1,800.00	734.02	140.8%
Postage & Delivery	209.05	3,000.00	-2,790.95	7.0%
Office Supplies	16,365.54	13,000.00	3,365.54	125.9%
Utilities - Tel, Internet & Web	4,253.51	8,000.00	-3,746.49	53.2%
Professional Bus. Services				
Audit Fees & Taxers	8,000.00	8,500.00	-500.00	94.1%
CPA	2,782.50	5,000.00	-2,217.50	55.7%
Computer/Server Support	921.25	500.00	421.25	184.3%

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	Oct '17 - Jun '18	Budget	Delta	% of Budget
Ordinary Income/Expense				
Investment Fees	0.00	2,500.00	-2,500.00	0.0%
Legal Services	0.00	0.00	0.00	0.0%
Total Professional Bus. Services	11,703.75	16,500.00	-4,796.25	70.9%
Rent	31,651.53	41,000.00	-9,348.47	77.2%
Total General Office	104,107.49	124,500.00	-20,392.51	83.6%
Officer				
Extraordinary Officer/Travel	465.89	1,000.00	-534.11	46.6%
Officer Expense				
Total Officer Expense	7,147.80	16,000.00	-8,852.20	44.7%
Total Officer	7,613.69	17,000.00	-9,386.31	44.8%
Staff				
Total Staff	208,514.50	285,645.23	-77,130.73	73.0%
WEF Delegate Expense				
Total WEF Delegate Expense	2,096.47	5,750.00	-3,653.53	36.5%
Total Staff, Mngmt, Office & Officer	322,332.15	432,895.23	-110,563.08	74.5%
Total Expense	831,905.80	1,065,208.83	-233,303.03	78.1%
Net Ordinary Income	206,807.63	-2,308.83	209,116.46	-8,957.2%
Other Income/Expense				
Other Income				
Interest/Dividend Income	0.00	2,500.00	-2,500.00	0.0%
Total Other Income	0.00	2,500.00	-2,500.00	0.0%
Net Other Income	0.00	2,500.00	-2,500.00	0.0%
<b>Net Income</b>	<b>206,807.63</b>	<b>191.17</b>	<b>206,616.46</b>	<b>108,180.0%</b>

Fiscal Year Cash and Investments					
	DATE	10/1/17	6/30/18	\$ Delta	% Change
	<u>Merrill Lynch</u>				
	Investment Portfolio	\$575,925.59	\$595,522.99	\$19,597.40	3.40%
	<u>Citizens</u>				
	Checking	\$195,520.27	\$236,051.06	\$40,530.79	20.73%
	Money Market Savings	\$151,637.48	\$151,660.00	\$22.52	0.01%
	<b>Total Cash and Investments</b>	<b>\$923,083.34</b>	<b>\$983,234.05</b>	<b>\$60,150.71</b>	<b>6.52%</b>