

SOUTHEAST BOOKSELLERS ASSOCIATION, INC.
Profit & Loss Budget Overview
January through December 2013

	<u>Jan - Dec 13</u>
Income	
DUES	
ASSOCIATE MEMBER	1,000.00
CORE MEMBER BOOKSTORES	11,000.00
EXHIBITOR MEMBER	13,000.00
Total DUES	<u>25,000.00</u>
NON-DUES	
ADVERTISING	
CATALOGS	98,500.00
Book Awards	8,500.00
ADVERTISING - Other	128,500.00
Total ADVERTISING	<u>235,500.00</u>
TRADE SHOW	
BADGES/ON SITE REGS	13,500.00
FOOD AND BEVERAGE	17,000.00
TABLE RENTAL	87,500.00
Total TRADE SHOW	<u>118,000.00</u>
Total NON-DUES	<u>353,500.00</u>
Total Income	378,500.00
Expense	
ENDS	
BOOK AWARDS	2,800.00
EDUCATION	1,900.00
TRADE SHOW EXPENSE	
A/V	9,000.00
FEES/RENTAL	8,000.00
FOOD/BEVERAGE	45,000.00
HOTEL	4,000.00
PRINTING	7,700.00
STAFF SUPPORT	7,500.00
SUPPLIES	1,500.00
TRANSPORTATION	5,000.00
Total TRADE SHOW EXPENSE	<u>87,700.00</u>
ESIBA	<u>40,000.00</u>
Total ENDS	132,400.00
GOVERNANCE	
PROFESSIONAL FEES	13,000.00

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	<u>Jan - Dec 13</u>
BOARD MEETINGS	16,000.00
INFO GATHERING/MONITORING	6,000.00
TRAINING	5,000.00
Total GOVERNANCE	<u>40,000.00</u>
OPERATIONS	
STAFF	
EXECUTIVE DIRECTOR'S SALARY	
CEO SALARY	81,387.00
CEO SEP	20,347.00
Total EXECUTIVE DIRECTOR'S SALARY	<u>101,734.00</u>
Payroll Expenses	7,000.00
Total STAFF	<u>108,734.00</u>
ACCOUNTING	4,800.00
BANK SERVICE CHARGE	4,000.00
COMPUTER SUPPORT	1,000.00
INSURANCE	2,000.00
MARKETING	62,066.00
OFFICE SUPPLIES	3,500.00
OFFICE SUPPORT	10,000.00
POSTAGE	3,500.00
REGIONALS	3,000.00
TELEPHONE	2,500.00
DEPRECIATION	1,000.00
Total OPERATIONS	<u>206,100.00</u>
Total Expense	<u>378,500.00</u>
Net Income	<u><u>0.00</u></u>