

Tennessee Music Education Association
Budget vs. Actuals: Budget 2018-19 - FY19 P&L
 July 2018 - June 2019

	Actual	Budget	Total over Budget	% of Budget
Income				
1.001 Band (\$55)	14,190.00	14,100.00	90.00	100.64%
1.002 SATB Chorus (\$55)	7,975.00	7,920.00	55.00	100.69%
1.003 Orch (\$55)	9,460.00	9,680.00	-220.00	97.73%
1.004 Jazz Band (\$55)	935.00	1,045.00	-110.00	89.47%
1.005 SSAA Chorale (\$55)	7,755.00	7,700.00	55.00	100.71%
1.006 TTBB Chorus (\$55)	6,380.00	6,215.00	165.00	102.65%
1.007 Misc.- T-Shirts, Plaques Rebate	2,839.09	2,603.12	235.97	109.06%
1.009 All-Collegiate Ens.	4,800.00	3,500.00	1,300.00	137.14%
1.101 NAFME Reg. Member Dues (\$35)	37,661.00	41,045.00	-3,384.00	91.76%
1.101a Regular Active Spousal Dues	142.00	96.00	46.00	147.92%
1.102 CNAfME Dues (\$4.00)	919.00	707.00	212.00	129.99%
1.103 Affiliated Organization Dues	6,600.00	7,050.00	-450.00	93.62%
1.104 Introductory Active Dues 15.00	538.00	738.00	-200.00	72.90%
1.106 Life Member Dues	70.00	64.00	6.00	109.38%
1.107 NAFME Refund State Off. Travel	1,794.00	400.00	1,394.00	448.50%
1.201 Exhibit Fees	39,192.25	30,000.00	9,192.25	130.64%
1.202a Reg (site)	9,532.00	5,500.00	4,032.00	173.31%
1.202b Reg (pre)	15,531.81	16,000.00	-468.19	97.07%
1.202c CNAfME Collegiate Registration	-750.00	85.00	-835.00	-882.35%
1.203 AS Reg. w Student (\$75)	21,900.00	21,750.00	150.00	100.69%
1.300 Treb Honor Choir (\$70)	12,330.00	14,000.00	-1,670.00	88.07%
1.301 Treble Honor Choir Auditions	2,460.00	2,700.00	-240.00	91.11%
1.401 TM Ad Sales	42,512.28	27,000.00	15,512.28	157.45%
1.402 TM Subscriptions	400.00	395.00	5.00	101.27%
1.403 Conf Ad Sales	280.00	2,738.00	-2,458.00	10.23%
1.404 All State Program Ad Sales	280.00	2,640.00	-2,360.00	10.61%
1.405 Collegiate Hill Day Donation		500.00	-500.00	0.00%
1.501 AS Video Rebate	1,630.00	1,500.00	130.00	108.67%
1.600 Food and Beverage - Other	7,066.25	8,000.00	-933.75	88.33%
1.704 State Concert Fest	14,200.00	14,000.00	200.00	101.43%
1.802 Hotel Reimb (Chairs etc)	335.95	5,000.00	-4,664.05	6.72%
1.803 Misc Income	8,181.44	1,200.00	6,981.44	681.79%
1.804 Hotel Rebate for Rooms Booked	619.96		619.96	
1.805 Mobile Application Ads	1,550.00	1,850.00	-300.00	83.78%
1.807 Advocacy Fund	19,451.00	9,000.00	10,451.00	216.12%
1.810 Meal Card Sales- Opryland	26,982.11	28,868.00	-1,885.89	93.47%
1.910 CMA Foundation Grant	30,000.00	30,000.00	0.00	100.00%
Total Income	\$ 355,743.14	\$ 325,589.12	\$ 30,154.02	109.26%
Gross Profit	\$ 355,743.14	\$ 325,589.12	\$ 30,154.02	109.26%

Expenses

2.001 AS Inst and Vocal Chair Exp	359.54		359.54	
2.001h AS Vocal Gen Chair Hon	800.00	800.00	0.00	100.00%
2.001i AS Instru Gen Chair Hon	800.00	800.00	0.00	100.00%
2.003 AS Music	1,731.87	800.00	931.87	216.48%
2.004 AS Conductor Hotel Room		2,520.00	-2,520.00	0.00%
2.0044a AS Jazz Band Sound System		400.00	-400.00	0.00%
2.005 AS Chairs Hotel Rooms	319.95	3,600.00	-3,280.05	8.89%
2.006 AS Rehearsal Space		6,000.00	-6,000.00	0.00%
2.006a AS Audio		1,300.00	-1,300.00	0.00%
2.006b AS Pianos	5,400.00	2,042.00	3,358.00	264.45%
2.007 AS Perf Hall		4,500.00	-4,500.00	0.00%
2.008 AS Patches	1,079.35	1,200.00	-120.65	89.95%
2.009 AS Equip Truck Rental	934.04	2,000.00	-1,065.96	46.70%
2.011 AS Concert Band Ch (11-12) Exp	335.40	200.00	135.40	167.70%
2.011a AS Concert Band Ch. (9-10) Exp		200.00	-200.00	0.00%
2.011b Band Accompanist Hon.		150.00	-150.00	0.00%
2.011c AS Concert Band (9-10)Chair Hon	400.00	400.00	0.00	100.00%
2.011d AS Concert Band (11-12)Chair Hon	400.00	400.00	0.00	100.00%
2.012 AS Concert Band(11-12) Cond Hon	2,000.00	2,000.00	0.00	100.00%
2.012a AS Concert Band (9-10) Cond Hon	2,000.00	2,000.00	0.00	100.00%
2.013 AS Concert Band(11-12) Cond Exp	482.52	700.00	-217.48	68.93%
2.013a AS Concert Band(9-10) Cond Exp	298.61	700.00	-401.39	42.66%
2.014 Choral Inst Spec Support		100.00	-100.00	0.00%
2.015 CMA Foundation Grant Expense	2,500.00	6,824.10	-4,324.10	36.63%
2.017 Concert Band (11-12) Accomp Hon	250.00	150.00	100.00	166.67%
2.020 AS SATB Chair Hon	400.00	400.00	0.00	100.00%
2.021 AS SATB Chair Exp		200.00	-200.00	0.00%
2.022 SATB Cond Hon	2,000.00	2,000.00	0.00	100.00%
2.023 SATB Cond Exp		700.00	-700.00	0.00%
2.024 AS SATB Chorus Accomp Hon	750.00	750.00	0.00	100.00%
2.026 AS Symphony Orch (11-12) Ch Hon	2,400.00	400.00	2,000.00	600.00%
2.030 All State String Orch (9-10) Ch		400.00	-400.00	0.00%
2.031 AS Symphony Orch (11-12) Ch Exp		200.00	-200.00	0.00%
2.031a AS String Orch (9-12) Ch Exp		200.00	-200.00	0.00%
2.031b AS String Orch (9-10) Chair Hon	400.00	400.00	0.00	100.00%
2.032 AS Symphony Orch(11-12)Cond Hon		2,000.00	-2,000.00	0.00%
2.032a AS String Orch (9-10) Cond Hon	2,000.00	2,000.00	0.00	100.00%
2.033 AS Symphony Orch(11-12)Cond Exp	463.30	700.00	-236.70	66.19%
2.033a AS String Orch (9-10) Cond Exp	237.96	700.00	-462.04	33.99%
2.034 AS Symphony Orch (11-12) Accompanist	250.00	150.00	100.00	166.67%
2.040 AS Jazz Band Chair Hon	400.00	400.00	0.00	100.00%
2.041 AS Jazz Band Chair Exp	150.00	200.00	-50.00	75.00%
2.042 AS Jazz Band Cond Hon	2,000.00	2,000.00	0.00	100.00%
2.043 AS Jazz Band Cond Exp	263.40	700.00	-436.60	37.63%
2.044 AS Jazz Band Auditions	2,490.10	2,600.00	-109.90	95.77%
2.044a AS Jazz Band Sound System Rental	200.00	600.00	-400.00	33.33%
2.045 SSAA Chair Hon	400.00	400.00	0.00	100.00%
2.046 Vocal Equipment Chair Hon	800.00	400.00	400.00	200.00%
2.051 AS SSAA Chair Exp		200.00	-200.00	0.00%
2.052 AS SSAA Cond Hon	2,000.00	2,000.00	0.00	100.00%
2.053 AS SSAA Cond Exp	304.60	700.00	-395.40	43.51%
2.054 AS SSAA Accomp Hon	750.00	750.00	0.00	100.00%
2.060 AS TTBB Chair Hon	400.00	400.00	0.00	100.00%
2.061 AS TTBB Chair Exp		200.00	-200.00	0.00%
2.062 AS TTBB Choir Cond Hon	2,000.00	2,000.00	0.00	100.00%

2.063 AS TTBB Choir Cond Exp	462.70	700.00	-237.30	66.10%
2.064 AS TTBB Choir Accomp Hon	750.00	750.00	0.00	100.00%
2.066 AS Program	8,399.98	6,515.00	1,884.98	128.93%
2.067 Hotel for AS Accomp		360.00	-360.00	0.00%
2.068 AS Percussion Equip. Coordinato	300.00	350.00	-50.00	85.71%
2.069 AS Equipment Chair Hon	800.00	800.00	0.00	100.00%
2.070 AS Instr Equip Chair Hon		900.00	-900.00	0.00%
2.070a AS Equip Move Exp	895.22	1,200.00	-304.78	74.60%
2.071 AS Choral Equip Chair Hon		450.00	-450.00	0.00%
2.072 AS Equip Assistant	500.00	500.00	0.00	100.00%
2.073 All Collegiate Ensemble	-649.84	4,500.00	-5,149.84	-14.44%
2.073a All Collegiate Ens Cond Exp	525.57	500.00	25.57	105.11%
2.073b All Collegiate Ens. Cond. Hon.	1,500.00	1,500.00	0.00	100.00%
2.073c All Collegiate Ens Accomp. Hon		375.00	-375.00	0.00%
2.074 Collegiate Hill Day Expense	2,442.57	3,000.00	-557.43	81.42%
2.100 Treble Hon Choir Cond Hon	1,300.00	1,300.00	0.00	100.00%
2.101 Treble Choir Cond Exp	418.25	700.00	-281.75	59.75%
2.102 Treble Choir Exp	3,107.35	7,500.00	-4,392.65	41.43%
2.102a Treble Choir- Shirts	1,488.75	2,600.00	-1,111.25	57.26%
2.103 Treble Hon Choir Accomp Hon	375.00	375.00	0.00	100.00%
2.104 Gen Mus-Treble Honor Choir Exp		2,300.00	-2,300.00	0.00%
2.105 General Music Session Presenter	1,069.51	1,000.00	69.51	106.95%
2.106 NAfME National Leadership Assem	1,354.20	750.00	604.20	180.56%
2.107 Office Space Rental	8,085.17	8,340.00	-254.83	96.94%
2.108 Office Equipment	199.99	500.00	-300.01	40.00%
2.109 Keynote Speaker Honorarium	3,500.00	3,000.00	500.00	116.67%
2.200 Exhibit Food Service		2,200.00	-2,200.00	0.00%
2.201 Exhibit Decorator	8,104.97	4,000.00	4,104.97	202.62%
2.202 Exhibit Chair Exp	431.46	1,000.00	-568.54	43.15%
2.203 Exhibit Exp	1,270.00	2,544.00	-1,274.00	49.92%
2.204 Conf Reg Exp	227.57	2,000.00	-1,772.43	11.38%
2.205 Conf Reg Chair Exp	1,495.53	300.00	1,195.53	498.51%
2.206 Conf Reg Hon	2,400.00	2,400.00	0.00	100.00%
2.210 Conf Liability Ins	1,675.44	1,675.00	0.44	100.03%
2.210b Insurance- Bonding- Crime	252.00	275.00	-23.00	91.64%
2.210c Conference Vehicle Liab Ins.		200.00	-200.00	0.00%
2.210d Insurance- General Liability	638.00	638.00	0.00	100.00%
2.211 Conf Equip Truck Rental	550.15	600.00	-49.85	91.69%
2.212 Conference Audio Visual	14,113.89	14,000.00	113.89	100.81%
2.213 Conference Stage and Public Add	12,000.00	1,500.00	10,500.00	800.00%
2.214d Conference Center Deposit	81,027.19		81,027.19	
2.215 Conference Exp		19,000.00	-19,000.00	0.00%
2.215a Guest NAfME		850.00	-850.00	0.00%
2.216 Conference Piano Rent	5,400.00	11,000.00	-5,600.00	49.09%
2.217 Conf Chair Exp		400.00	-400.00	0.00%
2.217a Conference Manager Hon	800.00	800.00	0.00	100.00%
2.218b Conf. Equip Assist.		400.00	-400.00	0.00%
2.219 Conf Printing Program	3,899.98	4,600.00	-700.02	84.78%
2.219a Conference Program Shipping		800.00	-800.00	0.00%
2.220 Conference Food Service		500.00	-500.00	0.00%
2.221 Conf Piano Tuning & Misc.		1,100.00	-1,100.00	0.00%
2.222 Meal Cards (Marriott)	28,160.00	28,000.00	160.00	100.57%
2.223 Audition Committee Exp		1,000.00	-1,000.00	0.00%
2.224 CNAfME (CMENC)	520.73	1,500.00	-979.27	34.72%
2.300 State Concert Festival	2,141.10	6,100.00	-3,958.90	35.10%
2.300a State Concert Fest Adjud Hon	5,600.00	5,600.00	0.00	100.00%

2.300b State Concert Fest Adjud Exp	4,320.55	1,400.00	2,920.55	308.61%
2.300c State Concert Fest Chair Exp	68.28	500.00	-431.72	13.66%
2.300d State Concert Festival Recordin	1,563.32	1,550.00	13.32	100.86%
2.401 Ad Manager Exp		100.00	-100.00	0.00%
2.402 Ad Sales Com	4,038.50	3,680.00	358.50	109.74%
2.403 TM Printing Exp	16,301.88	17,600.00	-1,298.12	92.62%
2.403b TM Design Fees	7,152.50	7,152.50	0.00	100.00%
2.405 Tenn. Musician Postage	2,674.57	2,600.00	74.57	102.87%
2.406 Website Tech/Software	99.50	1,725.00	-1,625.50	5.77%
2.407 Webmaster Exp	347.79	300.00	47.79	115.93%
2.501 Board Meeting Exp	1,913.44	1,913.44	0.00	100.00%
2.502 Council Meetings	3,628.03	3,628.03	0.00	100.00%
2.504 Conference Calls	149.90	175.00	-25.10	85.66%
2.506 Board Members Conf Housing	639.90	6,600.00	-5,960.10	9.70%
2.508 Charter Filing Fee		22.00	-22.00	0.00%
2.601 Executive Director Salary	14,742.00	13,608.00	1,134.00	108.33%
2.602 Tenn Musician Editor Hon	3,600.00	3,600.00	0.00	100.00%
2.603 Exhibit Chair Hon	4,200.00	4,200.00	0.00	100.00%
2.604 Email Newsletter Exp.	1,139.39	1,140.00	-0.61	99.95%
2.606 Conference Schedule Manager Hon	800.00	800.00	0.00	100.00%
2.607 Conf Equip Chair Hon	800.00	800.00	0.00	100.00%
2.701 President Travel	1,359.71	1,800.00	-440.29	75.54%
2.702 Pres-Elect Travel	1,174.73	1,800.00	-625.27	65.26%
2.703 Executive Dir Travel	1,508.10	1,800.00	-291.90	83.78%
2.704a Past-Pres Travel	834.44	1,800.00	-965.56	46.36%
2.704b Award Plaques etc.	1,324.31	1,100.00	224.31	120.39%
2.705 Tenn Musician Editor Exp	1,115.32	2,050.00	-934.68	54.41%
2.706 Tenn Musician Editors Travel	1,519.03	1,200.00	319.03	126.59%
2.707 State Chair Travel		500.00	-500.00	0.00%
2.708 Presidents Discretionary Fund		1,000.00	-1,000.00	0.00%
2.709 Government Relations Chair Trav	1,249.83	700.00	549.83	178.55%
2.801 Expendable Items Serv	441.10	1,500.00	-1,058.90	29.41%
2.802 Pres. Election Exp		800.00	-800.00	0.00%
2.803 Business Update		400.00	-400.00	0.00%
2.804 TN Arts Coalition Exp		50.00	-50.00	0.00%
2.805 Tenn for the Arts Ed Dues		50.00	-50.00	0.00%
2.806 Accounting IRS / State Gov	5,070.47	2,500.00	2,570.47	202.82%
2.807 Software Purchase and Support	2,887.54	3,100.00	-212.46	93.15%
2.809 Postage	480.61	650.00	-169.39	73.94%
2.810 TNSMTE Symposium	698.66	600.00	98.66	116.44%
2.900 Misc Expenses	7,989.02	7,500.00	489.02	106.52%
2.901 Bank Fees		180.00	-180.00	0.00%
2.903 Payroll Taxes SS & Med. - Ex Dr	3,209.79	3,123.04	86.75	102.78%
2.905 Marriott Rewards Membership Fee	45.00	45.00	0.00	100.00%
2.906 Tennessee Arts Academy Ad		270.00	-270.00	0.00%
2.907 Charge Back Check Debit- Bad Ch	16.00		16.00	
2.908 NAFME Conference Registration		660.00	-660.00	0.00%
2.910 Lobbyist	26,300.00	24,300.00	2,000.00	108.23%
2.911 Southern Division (NAFME) Meeti	1,538.40		1,538.40	
Total Expenses	\$ 375,624.68	\$ 362,855.11	\$ 12,769.57	103.52%
Net Operating Income	-\$ 19,881.54	-\$ 37,265.99	\$ 17,384.45	53.35%
Other Income				
1.909 Credit Card Credit	4.39		4.39	
Total Other Income	\$ 4.39	\$ 0.00	\$ 4.39	
Net Other Income	\$ 4.39	\$ 0.00	\$ 4.39	
Net Income	-\$ 19,877.15	-\$ 37,265.99	\$ 17,388.84	53.34%