

**Water And Sanitation Rotarian Action Group**  
**Profit & Loss Budget vs. Actual**  
 January through December 2017

|                               | Jan - Dec 17 | Budget    |
|-------------------------------|--------------|-----------|
| Ordinary Income/Expense       |              |           |
| Income                        |              |           |
| All Unrestrictrd Income       |              |           |
| Direct Public Support         |              |           |
| Corporate Contributions       |              |           |
| RC of Owosso                  | 1,000.00     |           |
| Wallace Genetics              | 50,000.00    |           |
| Total Corporate Contributions | 51,000.00    | 50,000.00 |
| Total Direct Public Support   | 51,000.00    | 50,000.00 |
| Event Income                  |              |           |
| World Water Summit            |              |           |
| Other Revenue                 |              |           |
| Sale of Ties                  | 25.00        |           |
| WASRAG Ambassadors' Dinner    | 1,200.00     |           |
| Total Other Revenue           | 1,225.00     | 0.00      |
| Sponsorships                  |              |           |
| Assist International          | 500.00       |           |
| CARE                          | 500.00       |           |
| Cascade                       | 500.00       |           |
| CAWST                         | 500.00       |           |
| Clearwater International      | 500.00       |           |
| Days for Girls                | 500.00       |           |
| DesignOutreach                | 500.00       |           |
| Emory U.                      | 500.00       |           |
| EWB                           | 500.00       |           |
| Freshwater Project            | 500.00       |           |
| Global Water Challenge        | 500.00       |           |
| Helen Keller Institute        | 500.00       |           |
| Improve International         | 500.00       |           |
| Kohler Co.                    | 10,000.00    |           |
| Medentech                     | 5,000.00     |           |
| MWA                           | 2,500.00     |           |
| One Drop                      | 2,500.00     |           |
| Proctor and Gamble            | 10,000.00    |           |
| PWW                           | 500.00       |           |
| Sawyer Filters                | 2,500.00     |           |
| SKYJUICE                      | 500.00       |           |
| SPLASH                        | 2,500.00     |           |
| UNICEF                        | 500.00       |           |
| Vestagaard                    | 2,500.00     |           |
| Water Missions                | 5,000.00     |           |
| World Vision                  | 500.00       |           |
| Sponsorships - Other          | 0.00         | 45,000.00 |

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| Total Sponsorships                    | 51,000.00    | 45,000.00  |
| WWS Registrations                     | 19,697.60    | 20,000.00  |
| Total World Water Summit              | 71,922.60    | 65,000.00  |
| Total Event Income                    | 71,922.60    | 65,000.00  |
| Membership                            |              |            |
| Memberships - Annual & Charter        | 12,250.00    | 14,500.00  |
| Total Membership                      | 12,250.00    | 14,500.00  |
| Other Types of Income                 |              |            |
| Miscellaneous Revenue                 |              |            |
| Bank Service Charge Cr - CDN          | 0.04         |            |
| Total Miscellaneous Revenue           | 0.04         | 0.00       |
| Total Other Types of Income           | 0.04         | 0.00       |
| Total All Unrestrictrd Income         | 135,172.64   | 129,500.00 |
| Total Income                          | 135,172.64   | 129,500.00 |
| Gross Profit                          | 135,172.64   | 129,500.00 |
| Expense                               |              |            |
| All Restricted Expenses               |              |            |
| Program Expenses (Restricted)         |              |            |
| WGF Circuit Rider Program             | 15,000.00    |            |
| Total Program Expenses (Restricted)   | 15,000.00    | 0.00       |
| Total All Restricted Expenses         | 15,000.00    | 0.00       |
| All Unrestricted Expenses             |              |            |
| Event Expenses                        |              |            |
| Annual Mgmt Meeting - San Diego       |              |            |
| Facilities and Rooms                  | 3,032.60     | 6,000.00   |
| Meals                                 | 432.31       | 2,000.00   |
| Travel                                | 3,106.23     | 4,500.00   |
| Total Annual Mgmt Meeting - San Diego | 6,571.14     | 12,500.00  |
| Honorariums                           | -185.00      | 0.00       |
| RI Intl Convention                    |              |            |
| Ambassadors Reception                 |              |            |
| Ambassador Lapel Pins                 | 225.11       |            |

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| Ambassadors Reception - Other         | 3,152.43         | 2,000.00         |
| <b>Total Ambassadors Reception</b>    | <b>3,377.54</b>  | <b>2,000.00</b>  |
| <b>Booth Expenses</b>                 |                  |                  |
| CCCD Networks-Booth Wiring            | 3,299.36         |                  |
| Freeman Repairs Atlanta               | 288.26           |                  |
| <b>Total Booth Expenses</b>           | <b>3,587.62</b>  |                  |
| Contingencies                         | 0.00             | 3,000.00         |
| <b>Marketing</b>                      |                  |                  |
| Promotional Products                  | 1,042.16         | 3,000.00         |
| Marketing - Other                     | 90.35            |                  |
| <b>Total Marketing</b>                | <b>1,132.51</b>  | <b>3,000.00</b>  |
| Promotion Booth                       | 0.00             | 1,000.00         |
| <b>WASRAG Members Reception</b>       |                  |                  |
| WASRAG World Water Day Awards         | 333.85           |                  |
| WASRAG Members Reception - Other      | 14,583.70        | 13,000.00        |
| <b>Total WASRAG Members Reception</b> | <b>14,917.55</b> | <b>13,000.00</b> |
| <b>Total RI Intl Convention</b>       | <b>23,015.22</b> | <b>22,000.00</b> |
| <b>World Water Summit</b>             |                  |                  |
| <b>Contingencies</b>                  |                  |                  |
| GWCC eCommerce                        | 1,430.00         |                  |
| On Site Audio Visual                  | 4,422.61         |                  |
| Contingencies - Other                 | 0.00             | 5,000.00         |
| <b>Total Contingencies</b>            | <b>5,852.61</b>  | <b>5,000.00</b>  |
| <b>Facility Expenses</b>              |                  |                  |
| Food & Beverages                      | 7,165.40         | 6,830.00         |
| General Liability Insurance-WWS       | 250.00           |                  |
| Rental                                | 2,875.00         | 3,550.00         |
| <b>Total Facility Expenses</b>        | <b>10,290.40</b> | <b>10,380.00</b> |
| <b>Material &amp; Supplies</b>        |                  |                  |
| Federal Express                       | 68.90            |                  |
| Staples                               | 663.39           |                  |
| Uline Supplies                        | 154.29           |                  |
| Material & Supplies - Other           | 508.72           | 1,000.00         |
| <b>Total Material &amp; Supplies</b>  | <b>1,395.30</b>  | <b>1,000.00</b>  |
| Site Evaluation                       | 0.00             | 1,120.00         |

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| <b>Speakers</b>                           |              |           |
| Honorariums                               | 0.00         | 1,500.00  |
| Hotel Expenses                            | 4,212.50     |           |
| RITS Fees                                 | 220.87       |           |
| Sponsors' Dinner Event                    | 1,740.61     |           |
| Speakers - Other                          | 0.00         | 5,000.00  |
| <b>Total Speakers</b>                     | 6,173.98     | 6,500.00  |
| <b>WWS On-Line Registration Fees</b>      | 1,838.64     | 1,000.00  |
| <b>Total World Water Summit</b>           | 25,550.93    | 25,000.00 |
| <b>Total Event Expenses</b>               | 54,952.29    | 59,500.00 |
| <b>Finance &amp; Administration</b>       |              |           |
| Accountant                                | 1,900.00     | 2,000.00  |
| Admin- Executive Secretary                | 22,600.00    | 22,600.00 |
| Admin Support                             |              |           |
| Recordkeeper-Office Assistant             | 412.50       | 5,000.00  |
| Admin Support - Other                     | 0.00         | 1,000.00  |
| <b>Total Admin Support</b>                | 412.50       | 6,000.00  |
| Bank Charges                              | 62.80        | 1,250.00  |
| Citrix / GoToMeeting                      | 0.00         | 400.00    |
| Constant Contact                          | 0.00         | 1,800.00  |
| Credit Card Fees                          | 1,662.62     | 3,000.00  |
| Currency Exchange Rates                   | 193.68       |           |
| DB Software (Form Stack)                  | 156.00       | 0.00      |
| Domestic Incoming Wiring Fees             | 75.00        |           |
| Fees, Licenses, and Taxes                 | 20.00        | 100.00    |
| Liability, D&O Ins                        | 501.00       | 1,000.00  |
| Regonline (surveys, etc.)                 | 59.40        | 0.00      |
| Regonline fees (membership)               | 39.10        | 0.00      |
| Supplies (Postage Equip Etc)              | 0.00         | 2,000.00  |
| Telephone, Telecom                        | 225.01       | 0.00      |
| <b>Total Finance &amp; Administration</b> | 27,907.11    | 40,150.00 |
| <b>Membership expenses</b>                |              |           |
| On Line Processing Fees                   | 580.04       | 550.00    |
| <b>Total Membership expenses</b>          | 580.04       | 550.00    |
| <b>Technology Support</b>                 |              |           |
| Club Runner                               | 3,835.00     |           |
| Constant Contact                          | 3,900.00     | 3,600.00  |
| Contingencies                             | 0.00         | 3,000.00  |
| DNH GoDaddy.Com                           | 479.88       |           |

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Accrual Basis

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|  | Jan - Dec 17      | Budget            |
|--|-------------------|-------------------|
| Registration Services                  | 0.00              | 1,000.00          |
| Social Media                           | 0.00              | 2,000.00          |
| Web Platform                           | 1,500.00          | 7,200.00          |
| <b>Total Technology Support</b>        | <b>9,714.88</b>   | <b>16,800.00</b>  |
| <b>Total All Unrestricted Expenses</b> | <b>93,154.32</b>  | <b>117,000.00</b> |
| <b>Fund Development</b>                |                   |                   |
| Travel                                 | 0.00              | 10,000.00         |
| <b>Total Fund Development</b>          | <b>0.00</b>       | <b>10,000.00</b>  |
| <b>Total Expense</b>                   | <b>108,154.32</b> | <b>127,000.00</b> |
| <b>Net Ordinary Income</b>             | <b>27,018.32</b>  | <b>2,500.00</b>   |
| <b>Net Income</b>                      | <b>27,018.32</b>  | <b>2,500.00</b>   |