

**N.J.M.E.A**  
**Profit & Loss**  
July 2016 through June 2017  
**Jul '16 - Jun 17**

**Ordinary Income/Expense**  
**Income**

<b>2017 All Eastern Ensembles</b>	
<b>All Eastern Housing</b>	
Picture Rebate	864.00
Recording Rebate	1,482.00
Ticket Sales	40,713.64
<b>All Eastern Housing</b>	<u>383,892.22</u>
<b>Total All Eastern Housing</b>	426,951.86
Registration Fees	23,230.00
<b>Total 2017 All Eastern Ensembles</b>	450,181.86
<b>2017 Eastern Division Conf</b>	
Compositioin Competition	735.00
Conference Registration Fee	238,971.43
Performing Ensemble Reg.	2,700.00
Promotional Rebates	10,354.00
Conference Booklet Ads	<u>7,200.00</u>
<b>Total 2017 Eastern Division Conf</b>	259,960.43
<b>Advertising in Tempo</b>	46,445.00
<b>All State Inter. Orchestra</b>	
Audition Fees	2,520.00
Participation Fees	4,500.00
Picture and CD Sales	<u>300.00</u>
<b>Total All State Inter. Orchestra</b>	7,320.00
<b>All State Revenues</b>	
<b>All State Band</b>	
Auditions Fees	9,560.00
CD & Picture sales	300.00
Housing Fees	54,848.65
Participations Fees	5,775.00
Ticket Sales	<u>2,045.10</u>
<b>Total All State Band</b>	72,528.75
<b>All State Chorus-SATB</b>	
Audtions	23,340.00
Participation Fees	12,450.00
All State Chorus-SATB - Other	<u>280.00</u>
<b>Total All State Chorus-SATB</b>	36,070.00
<b>All State Chorus-SSA</b>	
CD and picture sales	275.00
Housing Fees	42,312.88
Participation Fees	4,740.00
Ticket Sales	<u>2,045.09</u>
<b>Total All State Chorus-SSA</b>	49,372.97
<b>All State Coodinator</b>	

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CD and Picture Sales	850.00
Housing Fees	160,816.03
NJEA Payment	5,191.00
NJPAC Payment	5,940.51
Transportation Fees	11,780.00
All State Coodinator - Other	25,500.00
<b>Total All State Coodinator</b>	<b>210,077.54</b>
<b>All State Jazz Band</b>	
Participation Fees	445.00
<b>Total All State Jazz Band</b>	<b>445.00</b>
<b>All State Orchestra</b>	
Audition Fees	3,380.00
Participation Fees	4,830.00
<b>Total All State Orchestra</b>	<b>8,210.00</b>
<b>Total All State Revenues</b>	<b>376,704.26</b>
Composer Competition	180.00
Elem. Honors Choir Fest.	16,480.00
<b>February State Workshop</b>	
Booklet Advertising	275.00
Feb Exhibits	104,047.86
Feb Registration	165.00
<b>Total February State Workshop</b>	<b>104,487.86</b>
Guitar Fesitval	1,220.00
Honors Chamber Ensemble	1,650.00
Marching Band Festival	6,610.00
Middle Sch. Band Festival	4,640.00
Middle Sch. Choral Fest.	2,400.00
Middle Sch. Orchestra Festival	300.00
NAfME Rebates	60,455.00
NJEA	400.00
Opera Festival	1,340.00
Scholarship	5,795.59
Summer Workshop	8,575.00
Technology Expo	1,875.00
<b>Total Income</b>	<b>1,357,020.00</b>
<b>Expense</b>	
<b>2017 Eastern Conference</b>	
Audio/Visual	58,283.60
Board Gift	723.53
Booklet Printing	20,548.52
Executive Expenses	923.59
Guidebook	3,500.00
Hotel Public Space	5,586.35
Hotel Receptions	6,581.40

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<b>Hotel Rooms-Sheraton</b>	4,585.39
<b>Internet</b>	7,775.00
<b>Keynote Session</b>	138.84
<b>Lanyards</b>	1,521.00
<b>Music</b>	576.00
<b>Next year's start-up</b>	20,000.00
<b>Piano rental</b>	4,455.66
<b>Printing</b>	193.71
<b>Registration Materials</b>	2,650.85
<b>Shuttle Buses</b>	5,535.00
<b>Staff Meetings</b>	726.38
<b>Staff rooms-Bally's</b>	2,584.00
<b>Stipend</b>	25,000.00
<b>Truck Rental</b>	310.04
<b>2017 Eastern Conference - Other</b>	1,713.12
<b>Total 2017 Eastern Conference</b>	<u>173,911.98</u>
<b>AC Eastern Division</b>	
<b>Convention Center</b>	73,032.50
<b>Fall Board Meeting</b>	7,964.30
<b>Planning Session</b>	784.77
<b>Website Management</b>	3,000.00
<b>AC Eastern Division - Other</b>	549.44
<b>Total AC Eastern Division</b>	<u>85,331.01</u>
<b>All-State Band</b>	
<b>Auditions</b>	
<b>Judges Meals</b>	1,700.00
<b>Total Auditions</b>	<u>1,700.00</u>
<b>Busses</b>	4,095.00
<b>Co-Ordinators Expenses</b>	31.55
<b>Conductors</b>	
<b>Expenses</b>	1,972.87
<b>Honorarium</b>	3,000.00
<b>Total Conductors</b>	<u>4,972.87</u>
<b>Hotel</b>	
<b>Food</b>	18,599.19
<b>Housing</b>	22,370.63
<b>Total Hotel</b>	<u>40,969.82</u>
<b>Meals-AS Weekend</b>	
<b>Rutgers</b>	9,316.00
<b>Saturday's Luncheon</b>	7,549.55
<b>Total Meals-AS Weekend</b>	<u>16,865.55</u>
<b>Medals</b>	1,091.25
<b>Music</b>	1,005.78
<b>Nurse</b>	600.00

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Percussion Rental	927.30
Performance Chair Exp. (Board)	283.16
Printing	
Programs	444.26
Total Printing	444.26
Procedures Meeting Mileage(3)	2,374.50
Student Registration	231.67
Volunteer Staff Travel Reimb.	351.65
<b>Total All-State Band</b>	<b>75,944.36</b>
<b>All-State Chamber Ensemble</b>	
Conductor Honorarium	913.40
Music	37.98
All-State Chamber Ensemble - Other	37.50
<b>Total All-State Chamber Ensemble</b>	<b>988.88</b>
<b>All-State Chorus</b>	
<b>All-State Chorus-SATB</b>	
Conductor	
Concert Dinner	418.55
Expenses	374.68
Honorarium	1,750.00
<b>Total Conductor</b>	<b>2,543.23</b>
Music	5,936.25
Piano Accompanist	
Expenses	208.00
Honorarium	500.00
<b>Total Piano Accompanist</b>	<b>708.00</b>
Volunteer mileage reimbursement	359.00
<b>Total All-State Chorus-SATB</b>	<b>9,546.48</b>
<b>All-State Chorus-SSA</b>	
Busses	1,940.00
Conductor	
Expenses	44.92
Honorarium	1,650.01
<b>Total Conductor</b>	<b>1,694.93</b>
Hotel	
Food	13,522.62
Rooms	14,952.28
<b>Total Hotel</b>	<b>28,474.90</b>
Manager's Expenses	82.16
Meals	
Rutgers	4,632.00
Saturday's luncheon	5,830.96
<b>Total Meals</b>	<b>10,462.96</b>

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Music	2,440.35
Nurse	600.00
Piano Accompanist	
Honorarium	500.00
Total Piano Accompanist	500.00
Pins	1,116.90
Printing	444.27
Student Registration	231.67
Total All-State Chorus-SSA	47,988.14
Auditions	
Food	2,527.00
Judges Fees	3,000.00
Manager's Expenses	270.47
Auditions - Other	657.50
Total Auditions	6,454.97
Learning CD's	3,174.00
Miscellaneous	361.90
Performance Chair Expenses	951.54
Procedures Meeting Travel Reimb	1,478.50
Rehearsal Breakfasts	370.43
Total All-State Chorus	70,325.96
All-State COJ	
Awards	2,906.70
Co-Ordinators' Exp.	
Operating Expenses	1,601.95
Total Co-Ordinators' Exp.	1,601.95
Housing	
Co-Ordinator's Exp.	
Copying, printing	429.98
Total Co-Ordinator's Exp.	429.98
Hotel	
Food	97,762.08
Rooms	62,391.18
Hotel - Other	248.09
Total Hotel	160,401.35
Total Housing	160,831.33
Meals	14,625.00
Nurses	1,200.00
Piano Rental	3,335.00
Printing	2,098.00
Riser Rental	10,642.00
Student Registration	508.14
Transportation	
Busses to AC	13,075.00

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<b>Manager's Expenses</b>	166.90
<b>Total Transportation</b>	13,241.90
<b>Truck Rental</b>	1,948.80
<b>Total All-State COJ</b>	212,938.82
<b>All-State Jazz Band</b>	
<b>Conductor</b>	
<b>Expenses</b>	710.37
<b>Honorarium</b>	1,750.00
<b>Total Conductor</b>	2,460.37
<b>Pins</b>	301.50
<b>Total All-State Jazz Band</b>	2,761.87
<b>All-State Orchestra</b>	
<b>Auditions</b>	
<b>Food</b>	36.98
<b>Total Auditions</b>	36.98
<b>Conductor</b>	
<b>Conductor Dinner</b>	418.55
<b>Expenses</b>	579.55
<b>Honorarium</b>	1,750.00
<b>Total Conductor</b>	2,748.10
<b>Percussion Rental</b>	3,345.00
<b>Performance Chair - Board</b>	155.48
<b>Procedures Comm. Mileage</b>	714.50
<b>Rehearsal Food</b>	197.39
<b>Volunteer Staff Mileage</b>	527.50
<b>Total All-State Orchestra</b>	7,724.95
<b>All Eastern Ensembles</b>	
<b>Accompanist Honorarium</b>	1,250.00
<b>AV/Equipment</b>	2,131.74
<b>Buses</b>	8,170.00
<b>Chairperson's Expenses</b>	657.36
<b>Conductor Honorariums</b>	9,750.00
<b>Conductor Plaques</b>	424.75
<b>Conductors expenses</b>	3,005.18
<b>Hotel/Rooms</b>	161,331.43
<b>Lanyards</b>	886.50
<b>Meals</b>	217,403.14
<b>Music</b>	8,478.87
<b>Name Tags</b>	584.97
<b>Nurses Honorarium</b>	2,400.00
<b>Office supplies</b>	763.87
<b>Online auditions</b>	288.00
<b>Percussion Rental Fee</b>	650.00
<b>Piano rental</b>	2,500.00

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Piano tuning	135.00
Program Printing	4,168.43
Riser rental	5,191.00
Selection Meeting	570.00
Staff Expenses	514.09
Staff Stipends	11,000.00
T-Shirts	4,992.38
Truck Rental	963.96
Water	287.13
<b>Total All Eastern Ensembles</b>	<b>448,497.80</b>
<b>All State Interm. Orchestra</b>	
Auditions	58.64
Conductor	
Dinner	342.10
Expenses	50.00
Honorarium	750.00
<b>Total Conductor</b>	<b>1,142.10</b>
Manager's Expenses	13.88
Miscellaneous	42.00
Music	1,361.22
Rehearsal Food	412.94
Site Fee	42.00
Volunteer Staff Travel	151.00
<b>Total All State Interm. Orchestra</b>	<b>3,223.78</b>
Bank Fee	1.09
Board Meeting Meals	5,528.83
Board Mileage	5,663.50
Board of Directors	
Executive	
Operating Expenses	
Accountant	2,400.00
Ballot	214.11
Filing Fee	105.00
General	319.80
Group E-mails	1,228.97
Insurance	8,184.00
Internet Cable Lines	878.93
Miscellaneous-Flowers, Gifts,et	500.00
Office Equipment	2,915.93
Office Supplies	1,482.40
Phone	3,006.34
Postage	390.20
<b>Total Operating Expenses</b>	<b>21,625.68</b>
<b>Total Executive</b>	<b>21,625.68</b>

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Past President	1,353.45
President	4,503.00
President Elect	3,117.51
Presidential Projects	885.96
Secretary-Treasurer	2,224.27
Secretary-Treasurer/Salary	850.00
Summer Prof. Dev. Workshop	9,469.54
Website	1,080.00
<b>Total Board of Directors</b>	<b>45,109.41</b>
Collegiate Chapters	902.19
Eastern Division Planning Meeti	
President-Elect Expenses	920.54
Eastern Division Planning Meeti - Other	4,394.28
<b>Total Eastern Division Planning Meeti</b>	<b>5,314.82</b>
Elementary Honors Choirs	13,787.97
Governor's Awards in Art Educat	150.00
Guitar Festival	843.00
Marching Band	5,184.63
Middle School Band Festival	2,612.85
Middle School Choral Festival	1,952.63
Middle School Orchestra Fesitva	200.00
NAfME Summer Leadership	7,348.81
NJRMEA	136.55
November Convention	
Chairperson's Expenses	
Travel, meals, etc.	78.50
<b>Total Chairperson's Expenses</b>	<b>78.50</b>
November Convention - Other	595.00
<b>Total November Convention</b>	<b>673.50</b>
Office Space	
Rent	18,966.95
Office Space - Other	80.00
<b>Total Office Space</b>	<b>19,046.95</b>
Opera	1,087.52
Payroll Tax Expense	4,581.98
Reconciliation Discrepancies	42.08
Salaries and Wages	29,916.74
Scripps-BeeBee Scholarship	500.00
State Conference	
Awards	529.07
Clinicians	
Expenses	
Honorariums	5,625.00
<b>Total Expenses</b>	<b>5,625.00</b>



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<b>Total Clinicians</b>	5,625.00
<b>Credit Card Fees</b>	823.13
<b>Entertainment</b>	
<b>Lighting &amp; Sound</b>	1,395.00
<b>Performer</b>	37,000.00
<b>Total Entertainment</b>	<u>38,395.00</u>
<b>Exhibits</b>	
<b>Credit Card Fees</b>	2,693.87
<b>Hospitality</b>	10,197.93
<b>Manager's Expenses</b>	
<b>Office Supplies</b>	9.63
<b>Postage</b>	59.69
<b>Manager's Expenses - Other</b>	1,008.40
<b>Total Manager's Expenses</b>	<u>1,077.72</u>
<b>Pipe &amp; Drape</b>	22,470.00
<b>Exhibits - Other</b>	842.64
<b>Total Exhibits</b>	<u>37,282.16</u>
<b>Gifts</b>	
<b>Members</b>	852.53
<b>Total Gifts</b>	<u>852.53</u>
<b>Hotel</b>	
<b>Audio Visual</b>	0.00
<b>Banquets/Hospitality</b>	8,491.92
<b>Total Hotel</b>	<u>8,491.92</u>
<b>Manager's Expenses</b>	
<b>Office Supplies</b>	372.57
<b>Travel, meals, etc.</b>	826.59
<b>Total Manager's Expenses</b>	<u>1,199.16</u>
<b>NAfME Memberships</b>	123.00
<b>Total State Conference</b>	<u>93,320.97</u>
<b>Tech Expo</b>	1,629.19
<b>TEMPO</b>	
<b>Addressing</b>	1,713.50
<b>Credit Card Fees</b>	103.47
<b>Editors expense</b>	
<b>Conference Expenses</b>	1,098.47
<b>Office Equipment</b>	2,415.02
<b>Office Supplies</b>	1,163.85
<b>Phone</b>	1,100.84
<b>Postage</b>	19.75
<b>Editors expense - Other</b>	45.00
<b>Total Editors expense</b>	<u>5,842.93</u>
<b>Honorarium</b>	0.00
<b>Postage</b>	4,594.58

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Tempo Printing	31,735.00
Total TEMPO	43,989.48
Uncategorized Expenses	0.00
Total Expense	1,371,174.10
Net Ordinary Income	-14,154.10
Other Income/Expense	
Other Income	
Interest Income	579.75
Total Other Income	579.75
Other Expense	
Credit Card Fees	1,067.66
Employer Federal Withholdings	6,565.28
Total Other Expense	7,632.94
Net Other Income	-7,053.19
Net Income	<u><u>-21,207.29</u></u>