

Texas Jewelers Association

STATEMENT OF ACTIVITY % OF TOTAL REVENUE

September 2015 - August 2016

| | TOTAL | |
|---------------------------------------|---------------------|-----------------|
| | SEP 2015 - AUG 2016 | % OF REVENUE |
| REVENUE | | |
| 1101 Membership Dues | 6,005.00 | 4.86 % |
| 1102 Associate Dues | 3,135.00 | 2.54 % |
| 1103 Scholarship Contributions | 315.00 | 0.25 % |
| 1104 Sponsorships of Association | 5,096.00 | 4.12 % |
| 1106 Magazine Advertising Income | 17,822.00 | 14.42 % |
| 1107 Email Advertising Income | 3,600.00 | 2.91 % |
| 1108 Special Event Sponsorship | 14,972.00 | 12.11 % |
| 1113 Convention Registration Income | 7,365.00 | 5.96 % |
| 1114 Convention Booth Sales | 55,272.00 | 44.72 % |
| 1115 Convention Sponsorship Income | 2,500.00 | 2.02 % |
| 1117 Design Competition Entry Fees | 740.00 | 0.60 % |
| 1118 Convention Dinner Sales | 350.00 | 0.28 % |
| Sales | 5,253.00 | 4.25 % |
| Uncategorized Income | 1,171.95 | 0.95 % |
| Total Revenue | \$123,596.95 | 100.00 % |
| GROSS PROFIT | \$123,596.95 | 100.00 % |
| EXPENDITURES | | |
| 1202 Postage | 87.55 | 0.07 % |
| 1206 Staff Travel | 1,128.94 | 0.91 % |
| 1207 E-Newsletter Production | 1,115.00 | 0.90 % |
| 1208 Magazine Production | 8,012.96 | 6.48 % |
| 1209 Board Meeting Expense | 660.27 | 0.53 % |
| 1210 D & O Insurance | 0.00 | 0.00 % |
| 1212 Legal & Accounting | 1,890.00 | 1.53 % |
| 1214 Website Maintenance | 795.00 | 0.64 % |
| 1215 Bank Charges | 190.00 | 0.15 % |
| 1216 CC & PayPal Fees | 1,506.75 | 1.22 % |
| 1220 Office Supplies & Software | 199.92 | 0.16 % |
| 2100 Special Event Expense | 12,798.01 | 10.35 % |
| 2101 Convention Exhibit Set-Up Tables | 811.69 | 0.66 % |
| 2107 Convention Hotel Expense | 39,825.14 | 32.22 % |
| 2109 Convention Misc Expense | 1,434.16 | 1.16 % |
| 2110 Convention Speaker Fee | 1,787.41 | 1.45 % |
| 2112 Convention Equipment Rental/Fees | 10,938.66 | 8.85 % |
| 2113 Convention Exhibit Security | 2,870.00 | 2.32 % |
| 2117 Sponsorship Commission | 1,812.60 | 1.47 % |
| 2120 Photography | 450.00 | 0.36 % |
| 2121 Management Fee | 40,441.52 | 32.72 % |
| Total Expenditures | \$128,755.58 | 104.17 % |
| NET OPERATING REVENUE | \$ -5,158.63 | -4.17 % |
| OTHER REVENUE | | |

| | TOTAL | |
|---------------------------------|---------------------|----------------|
| | SEP 2015 - AUG 2016 | % OF REVENUE |
| 1109 Interest | 44.13 | 0.04 % |
| Total Other Revenue | \$44.13 | 0.04 % |
| OTHER EXPENDITURES | | |
| Prior Period Adjustments | 0.00 | 0.00 % |
| Total Other Expenditures | \$0.00 | 0.00 % |
| NET OTHER REVENUE | \$44.13 | 0.04 % |
| NET REVENUE | \$ -5,114.50 | -4.14 % |