

APAS
Profit & Loss
 November 2010 through October 2011

	Nov '10 - Oct 11	Nov '09 - Oct 10
Income		
Associate Contributions	0.00	1,250.00
Cost Recovery	1,747.67	542.93
Farm Progress Reception	0.00	14,050.00
Interest Income	4,594.04	12,767.99
Membership Discounts	-28,882.21	-24,684.57
Membership Income	776,354.78	658,931.60
Other Income	0.00	100.00
Registration Fees	1,525.00	1,300.00
Rent Income	5,800.00	400.00
Sponsor Revenue	16,800.00	5,800.00
Strata Member Benefits	533.66	319.09
Uncollected Membership Fee's	0.00	0.00
Total Income	778,472.94	670,777.04
Expense		
Administration		
Audit	4,406.25	4,080.00
Bank Charges and Interest	1,014.80	733.61
Capital Purchases	1,529.97	0.00
Depreciation	2,944.92	3,008.53
Insurance	1,863.00	582.74
Legal Fee's	22,622.39	87,960.65
Meeting Expenses		
AGM	18,415.02	28,487.11
Board	8,308.39	6,249.76
Coffee, Meals, Etc	502.91	4,448.71
District	378.68	0.00
Equipment Rent	602.19	1,453.82
Mid-Term	5,954.37	21,656.01
Room Rent	1,023.33	553.78
Special Meetings		
Special	0.00	1,178.71
Special Meetings - Other	889.43	0.00
Total Special Meetings	889.43	1,178.71
Total Meeting Expenses	36,074.32	64,027.90
Memberships	94,079.35	92,355.08
Miscellaneous	194.82	114.05
Office Costs		
Cable	311.40	292.94
Office Rent	70,090.82	69,870.86
Office Supplies	6,729.96	9,808.89
Phones		
Cellular	3,346.27	3,626.03
Telephone	10,344.54	8,871.79
Total Phones	13,690.81	12,497.82
Service Contracts	18,729.34	17,437.78
Total Office Costs	109,552.33	109,908.29
Staff Travel		
Meals & Motels	10,542.97	11,720.19
Mileage	12,580.34	14,347.53
Staff Travel - Other	61.00	0.00
Total Staff Travel	23,184.31	26,067.72
Staffing & Benefits		
Contract Services	16,092.55	10,059.06
CPP Expense	11,253.52	11,450.92
EI Expense	4,213.36	3,863.04
Group Benefits	8,876.09	7,058.41
Office Staff	259,396.36	256,501.14
RRSP Contributions	19,979.14	18,830.69
Staff Development	39.49	0.00
WCB	1,551.20	755.04

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Staffing & Benefits - Other	2,600.00	0.00
Total Staffing & Benefits	324,001.71	308,518.30
Total Administration	621,468.17	697,356.87
Per Diems & Travel		
Directors		
D Per Diems	29,227.50	34,973.81
D Travel		
D01-Board Meetings	13,355.74	16,474.28
D03-Committee Meetings	4,474.12	3,429.21
D04-District Meetings	166.88	290.98
D05-Ratepayer Meetings	224.39	1,067.59
D06-Council Meetings	1,474.32	3,219.47
D07-Conferences	4,374.29	3,426.77
D08-Tradeshows	421.17	1,117.93
D09-AGM/Mid-Term	1,417.19	6,433.90
D Travel - Other	3,997.12	6,733.71
Total D Travel	29,905.22	42,193.84
Directors - Other	100.87	0.00
Total Directors	59,233.59	77,167.65
President		
P Honorarium	6,500.00	2,500.02
P Per Diem	49,125.00	52,187.50
P Travel		
P01-Board Meetings	19.00	84.00
P03-Committee Meetings	515.04	256.19
P04-District Meetings	366.45	131.00
P05-Ratepayer Meetings	1,875.93	1,590.20
P06-Council Meetings	516.49	2,061.85
P07-Conferences	956.00	2,450.37
P08-Tradeshows	5.00	0.00
P09-AGM/Mid-Term Meetings	14.00	276.57
P Travel - Other	17,635.48	14,370.65
Total P Travel	21,903.39	21,220.83
Total President	77,528.39	75,908.35
Representatives		
R Per Diems	13,693.75	20,502.75
R Travel		
R01-Board Meetings	41.00	0.00
R03-Committee Meetings	1,617.07	2,888.02
R04-District Meetings	356.38	1,355.17
R05-Ratepayer Meetings	0.00	106.84
R06-Council Meetings	373.63	393.86
R07-Conferences	390.97	1,838.59
R09-AGM/Mid-Term	21,712.87	27,453.44
R Travel - Other	659.17	2,477.42
Total R Travel	25,151.09	36,513.34
Total Representatives	38,844.84	57,016.09
Vice-Presidents		
VP Per Diem	8,745.64	10,153.30
VP Travel		
VP01-Board Meetings	1,309.94	3,175.76
VP02-Executive Meetings	168.32	569.55
VP03-Committee Meetings	768.86	1,096.02
VP05-Ratepayer Meetings	0.00	96.00
VP06-Council Meetings	526.10	140.71
VP07-Conferences	585.89	168.94
VP08-Tradeshows	308.46	0.00
VP09-AGM/Mid-Term	310.92	1,875.34
VP Travel - Other	1,370.18	2,180.11

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Accrual Basis

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Total VP Travel	5,348.67	9,302.43
Vice-Presidents - Other	403.48	0.00
Total Vice-Presidents	<u>14,497.79</u>	<u>19,455.73</u>
Total Per Diems & Travel	190,104.61	229,547.82
Promotion		
Advertising	10,824.79	12,894.08
Communication Contract	623.20	0.00
Farm Progress Reception	0.00	23,956.29
Food Summit Costs	708.95	0.00
Postage & Freight	4,637.14	4,266.79
Printing Costs	513.18	1,035.95
Promotional Items	850.95	1,064.40
Publications	702.55	579.76
Registrations		
Conferences	296.60	969.50
Registrations - Other	6,348.36	5,955.93
Total Registrations	<u>6,644.96</u>	<u>6,925.43</u>
RM Rep Election Costs	4,713.84	3,577.18
Sponsorship	11,881.25	10,712.50
Trade Shows	9,101.33	5,630.72
Web Site	766.79	157.74
Total Promotion	<u>51,968.93</u>	<u>70,800.84</u>
Uncategorized Expenses	0.00	2,766.85
Total Expense	<u>863,541.71</u>	<u>1,000,472.38</u>
Net Income	<u><u>-85,068.77</u></u>	<u><u>-329,695.34</u></u>