

American National CattleWomen, Inc.

Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L

October 2025 - September 2026

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
6000 ANCW Membership Dues				
6000.10 Associate Dues	1,050.00	2,250.00	-1,200.00	46.67 %
6000.35 Collegiate Member Dues	1,128.75	2,250.00	-1,121.25	50.17 %
6000.60 Basic Dues	21,129.32	48,000.00	-26,870.68	44.02 %
6000.65 Junior CattleWomen Dues	341.80	700.00	-358.20	48.83 %
6000.70 Lifetime Membership Dues	4,575.00	6,000.00	-1,425.00	76.25 %
6000.75 State Affiliate Dues	3,250.00	7,000.00	-3,750.00	46.43 %
6000.80 Sustaining Member Dues	4,706.00	7,600.00	-2,894.00	61.92 %
6000.85 Golden Cowbells	2,850.60		2,850.60	
Total 6000 ANCW Membership Dues	39,031.47	73,800.00	-34,768.53	52.89 %
6005 Newsletter Subscriptions	71.20	70.00	1.20	101.71 %
6010 Donations & Silent Auction				
6010.10 Donations	145.00		145.00	
Total 6010 Donations & Silent Auction	145.00		145.00	
6015 ANCW Foundation	45.00		45.00	
6020 ANCW Meetings & Conventions				
6020.10 Annual	77.25		77.25	
6020.101 Convention Tour	3,368.80	3,000.00	368.80	112.29 %
Total 6020.10 Annual	3,446.05	3,000.00	446.05	114.87 %
6020.30 Legislative Days		1,000.00	-1,000.00	
Total 6020 ANCW Meetings & Conventions	3,446.05	4,000.00	-553.95	86.15 %
6050 ANCW Event Income				
6050.60 Region 6	2,394.75		2,394.75	
6050.71 WIRED 1		7,500.00	-7,500.00	
6050.72 WIRED 2		7,500.00	-7,500.00	
6050.73 WIRED 3		7,500.00	-7,500.00	
6050.74 WIRED 4		7,500.00	-7,500.00	
6050.8 ROI Program		22,000.00	-22,000.00	
Total 6050 ANCW Event Income	2,394.75	52,000.00	-49,605.25	4.61 %
6100 ANCW Product Sales				
6100.10 Wild Rags	215.00		215.00	
6100.45 Cookbooks	6,780.95	13,500.00	-6,719.05	50.23 %
6100.50 Jewelry	2,658.20	2,500.00	158.20	106.33 %
6100.60 Other Merchandise				
6100.61 Convention/Meeting Merchandise		1,000.00	-1,000.00	
Total 6100.60 Other Merchandise		1,000.00	-1,000.00	
6100.75 Wow That Cow				
6100.7a Brochures	1,570.00	1,500.00	70.00	104.67 %
6100.7b Shipping & Handling Fees	86.98		86.98	
Total 6100.75 Wow That Cow	1,656.98	1,500.00	156.98	110.47 %
6100.9 Cotillion	14,055.00	50,000.00	-35,945.00	28.11 %

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6100.91 Cotillion silent/live auctions		10,000.00	-10,000.00	
Total 6100.9 Cotillion	14,055.00	60,000.00	-45,945.00	23.43 %
Total 6100 ANCW Product Sales	25,366.13	78,500.00	-53,133.87	32.31 %
6300 CBAP Revenues	10,000.00		10,000.00	
6300.10 Browning Kimball Grant		20,000.00	-20,000.00	
6300.20 CBAP Reimbursements		5,000.00	-5,000.00	
6300.30 CBAP Sponsorships	21,250.00	15,000.00	6,250.00	141.67 %
Total 6300 CBAP Revenues	31,250.00	40,000.00	-8,750.00	78.13 %
6400 Sponsorships	1,500.00		1,500.00	
6400.15 Region Meeting Sponsors		13,500.00	-13,500.00	
6400.151 Region Meeting Travel		3,500.00	-3,500.00	
6400.20 Awards & Recognition Sponsors		1,500.00	-1,500.00	
6400.30 Education & Training Sponsors	2,650.00	5,000.00	-2,350.00	53.00 %
6400.45 Organization Sponsors	10,000.00	18,500.00	-8,500.00	54.05 %
6400.50 Executive Sponsorship				
6400.51 President		15,500.00	-15,500.00	
6400.53 Vice President		1,875.00	-1,875.00	
Total 6400.50 Executive Sponsorship		17,375.00	-17,375.00	
6400.80 WIRED Sponsors	8,000.00	37,500.00	-29,500.00	21.33 %
6400.95 Sponsors - Other	5,000.00	20,000.00	-15,000.00	25.00 %
Total 6400 Sponsorships	27,150.00	116,875.00	-89,725.00	23.23 %
Uncategorized Income		4,000.00	-4,000.00	
Total Revenue	\$128,899.60	\$369,245.00	\$ -240,345.40	34.91 %
Cost of Goods Sold				
7000 Product Expenses				
7100 Production Costs - Wow That Cow		1,000.00	-1,000.00	
7200 Shipping & Handling		500.00	-500.00	
Total 7000 Product Expenses		1,500.00	-1,500.00	
Total Cost of Goods Sold	\$0.00	\$1,500.00	\$ -1,500.00	0.00%
GROSS PROFIT	\$128,899.60	\$367,745.00	\$ -238,845.40	35.05 %
Expenditures				
8030 Bank Charges & Fees	2,387.56		2,387.56	
8040 Committee Expenses				
8040.15 Membership Committee Supplies		1,500.00	-1,500.00	
8040.20 Awards & Recognition		1,000.00	-1,000.00	
8040.25 Communications Committee		505.00	-505.00	
8040.40 Education Committee		500.00	-500.00	
8040.45 Legislation Committee		500.00	-500.00	
8040.50 Nominating Committee		350.00	-350.00	
Total 8040 Committee Expenses		4,355.00	-4,355.00	
8060 Contracted Services				

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8060.05 Contract Staff	10,500.00	42,000.00	-31,500.00	25.00 %
8060.10 Audit Expense		10,000.00	-10,000.00	
8060.15 Membership Online Database		2,000.00	-2,000.00	
8060.20 Staff Support Services	192.00		192.00	
8060.90 Web Site Design & Maintenance	3,116.08	100.00	3,016.08	3,116.08 %
Total 8060 Contracted Services	13,808.08	54,100.00	-40,291.92	25.52 %
8075 Association Dues and Publications	1,500.00	6,840.00	-5,340.00	21.93 %
8080 Fundraising/Ways & Means Expense				
8080.30 Materials Production	2,886.90	6,500.00	-3,613.10	44.41 %
8080.40 Other Direct Costs		1,150.00	-1,150.00	
8080.50 Travel Expenses		2,000.00	-2,000.00	
Total 8080 Fundraising/Ways & Means Expense	2,886.90	9,650.00	-6,763.10	29.92 %
8200 Insurance				
8200.05 Director's Liability		2,400.00	-2,400.00	
8200.15 General Liability	358.00	400.00	-42.00	89.50 %
8200.20 Cyber Insurance		1,369.00	-1,369.00	
Total 8200 Insurance	358.00	4,169.00	-3,811.00	8.59 %
8300 Leadership/Officer Expenses				
8300.10 President Expenses	3,659.31	22,000.00	-18,340.69	16.63 %
8300.20 President Elect Expenses	931.56	13,000.00	-12,068.44	7.17 %
8300.30 Vice President Expenses		6,000.00	-6,000.00	
8300.50 Secretary Expenses		1,000.00	-1,000.00	
8300.60 Treasurer Expenses		1,000.00	-1,000.00	
8300.80 Parliamentary Expenses		1,000.00	-1,000.00	
8300.90 BOD Chair Expenses		1,000.00	-1,000.00	
8300.91 Region Directors		7,000.00	-7,000.00	
8300.99 Leadership Retreat		14,000.00	-14,000.00	
Total 8300 Leadership/Officer Expenses	4,590.87	66,000.00	-61,409.13	6.96 %
8325 Legal Fees and Services		1,000.00	-1,000.00	
8350 Meeting/ Convention Expense				
8350.05 Audio/Visual Expense		10,000.00	-10,000.00	
8350.10 Education and Training		500.00	-500.00	
8350.15 Facilities, Food & Function		2,500.00	-2,500.00	
8350.20 General Expense		1,500.00	-1,500.00	
8350.30 Convention Tour		2,056.00	-2,056.00	
8350.60 Speaker Expenses		2,500.00	-2,500.00	
8350.70 Tradeshow Booth		2,500.00	-2,500.00	
8350.71 Cotillion Expenses		50,000.00	-50,000.00	
8350.80 Region Meeting Expense		13,500.00	-13,500.00	
8350.81 Legislative Days	577.77	1,000.00	-422.23	57.78 %
Total 8350 Meeting/ Convention Expense	577.77	86,056.00	-85,478.23	0.67 %
8450 Merchant Service Fees	25.00	4,000.00	-3,975.00	0.63 %

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8650 Newsletter Expense				
8650.05 Newsletter hosting site (Issuu)		250.00	-250.00	
8650.10 Postage	676.54	1,500.00	-823.46	45.10 %
8650.15 Printing - Subcontracted	1,606.19	3,000.00	-1,393.81	53.54 %
Total 8650 Newsletter Expense	2,282.73	4,750.00	-2,467.27	48.06 %
8675 Office Supplies and Expense		500.00	-500.00	
8775 WIRED PROGRAM				
8775.1 WIRED 1	2,000.00	9,500.00	-7,500.00	21.05 %
8775.2 WIRED 2		9,500.00	-9,500.00	
8775.3 WIRED 3		9,500.00	-9,500.00	
8775.4 WIRED 4		9,500.00	-9,500.00	
8775.6 WIRED Travel		9,150.00	-9,150.00	
8775.7 WIRED Other Expenses		20,100.00	-20,100.00	
8775.8 WIRED Meals		250.00	-250.00	
Total 8775 WIRED PROGRAM	2,000.00	67,500.00	-65,500.00	2.96 %
8780 Program Expenses-CBAP				
8780.05 Collateral and Shipping		500.00	-500.00	
8780.15 Direct Costs	550.56	850.00	-299.44	64.77 %
8780.20 Events & Promotions Expense	111.90	5,000.00	-4,888.10	2.24 %
8780.55 Scholarships/Prizes		6,600.00	-6,600.00	
8780.70 Registration Expense		3,675.00	-3,675.00	
8780.80 Training Expenses		2,500.00	-2,500.00	
8780.85 Travel	1,930.53	20,875.00	-18,944.47	9.25 %
Total 8780 Program Expenses-CBAP	2,592.99	40,000.00	-37,407.01	6.48 %
8781.00 ROI Program Expenses		7,455.00	-7,455.00	
8800 Postage				
8800.05 General Office	9.82	500.00	-490.18	1.96 %
8800.10 Membership		120.00	-120.00	
Total 8800 Postage	9.82	620.00	-610.18	1.58 %
8900 Rent Expense				
8900.10 NCBA Staff Services		150.00	-150.00	
Total 8900 Rent Expense		150.00	-150.00	
8950 Staff Travel Expense				
8950.05 Airfare and Car Rental	1,262.28	5,000.00	-3,737.72	25.25 %
8950.50 Lodging	968.65	4,000.00	-3,031.35	24.22 %
8950.60 Meals and Per Diem	53.78		53.78	
8950.80 Taxis, Tolls, Mileage & Parking		200.00	-200.00	
Total 8950 Staff Travel Expense	2,284.71	9,200.00	-6,915.29	24.83 %
9000 Taxes and Fees				
9000.05 Licenses & Fees	150.00	1,200.00	-1,050.00	12.50 %
Total 9000 Taxes and Fees	150.00	1,200.00	-1,050.00	12.50 %
9100 Telephone & Communications		200.00	-200.00	

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Total Expenditures	\$35,454.43	\$367,745.00	\$ -332,290.57	9.64 %
NET OPERATING REVENUE	\$93,445.17	\$0.00	\$93,445.17	0.00%
NET REVENUE	\$93,445.17	\$0.00	\$93,445.17	0.00%