

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	1,354.10	2,250.00	-895.90	60.18 %
6000.35 Collegiate Member Dues	1,696.05	2,250.00	-553.95	75.38 %
6000.60 Basic Dues	28,031.90	48,000.00	-19,968.10	58.40 %
6000.65 Junior CattleWomen Dues	441.80	700.00	-258.20	63.11 %
6000.70 Lifetime Membership Dues	7,574.78	6,000.00	1,574.78	126.25 %
6000.75 State Affiliate Dues	6,747.84	7,000.00	-252.16	96.40 %
6000.80 Sustaining Member Dues	5,105.13	7,600.00	-2,494.87	67.17 %
6000.85 Golden Cowbelles	7,565.09		7,565.09	
Total 6000 ANCW Membership Dues	58,516.69	73,800.00	-15,283.31	79.29 %
6005 Newsletter Subscriptions	209.40	70.00	139.40	299.14 %
6010 Donations & Silent Auction				
6010.10 Donations	575.00		575.00	
Total 6010 Donations & Silent Auction	575.00		575.00	
6015 ANCW Foundation	0.20		0.20	
6020 ANCW Meetings & Conventions				
6020.10 Annual	1,867.24		1,867.24	
6020.101 Convention Tour	6,926.60	3,000.00	3,926.60	230.89 %
Total 6020.10 Annual	8,793.84	3,000.00	5,793.84	293.13 %
6020.30 Legislative Days	231.00	1,000.00	-769.00	23.10 %
Total 6020 ANCW Meetings & Conventions	9,024.84	4,000.00	5,024.84	225.62 %
6050 ANCW Event Income				
6050.20 Region 2	20.50		20.50	
6050.30 Region 3 / 7	347.68		347.68	
6050.50 Region 5	7,892.22		7,892.22	
6050.60 Region 6	18,042.02		18,042.02	
6050.71 WIRED 1	-9.56	7,500.00	-7,509.56	-0.13 %
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	26,292.86	52,000.00	-25,707.14	50.56 %
6100 ANCW Product Sales				
6100.10 Wild Rags	647.75		647.75	
6100.45 Cookbooks	8,113.28	13,500.00	-5,386.72	60.10 %
6100.50 Jewelry	3,271.79	2,500.00	771.79	130.87 %
6100.60 Other Merchandise				
6100.61 Convention/Meeting Merchandise	2,072.96	1,000.00	1,072.96	207.30 %
Total 6100.60 Other Merchandise	2,072.96	1,000.00	1,072.96	207.30 %
6100.75 Wow That Cow				
6100.7a Brochures	1,570.00	1,500.00	70.00	104.67 %

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6100.7b Shipping & Handling Fees	-7.75		-7.75	
Total 6100.75 Wow That Cow	1,562.25	1,500.00	62.25	104.15 %
6100.9 Cotillion	36,702.66	50,000.00	-13,297.34	73.41 %
6100.91 Cotillion silent/live auctions	10,722.30	10,000.00	722.30	107.22 %
Total 6100.9 Cotillion	47,424.96	60,000.00	-12,575.04	79.04 %
Total 6100 ANCW Product Sales	63,092.99	78,500.00	-15,407.01	80.37 %
6300 NBAP Revenues	0.00		0.00	
6300.10 Browning Kimball Grant	20,000.00	20,000.00	0.00	100.00 %
6300.20 NBAP Reimbursements		5,000.00	-5,000.00	
6300.30 NBAP Sponsorships	13,617.21	15,000.00	-1,382.79	90.78 %
Total 6300 NBAP Revenues	33,617.21	40,000.00	-6,382.79	84.04 %
6400 Sponsorships	2,985.21		2,985.21	
6400.15 Region Meeting Sponsors	13,941.70	13,500.00	441.70	103.27 %
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	0.00	18,500.00	-18,500.00	0.00 %
6400.50 Executive Sponsorship				
6400.51 President	6,000.00	15,500.00	-9,500.00	38.71 %
6400.53 Vice President		1,875.00	-1,875.00	
Total 6400.50 Executive Sponsorship	6,000.00	17,375.00	-11,375.00	34.53 %
6400.80 WIRED Sponsors	30,500.00	37,500.00	-7,000.00	81.33 %
6400.95 Sponsors - Other	5,000.00	20,000.00	-15,000.00	25.00 %
Total 6400 Sponsorships	61,076.91	116,875.00	-55,798.09	52.26 %
Unapplied Cash Payment Income	50.00		50.00	
Uncategorized Income	0.00	4,000.00	-4,000.00	0.00 %
Total Revenue	\$252,456.10	\$369,245.00	\$ -116,788.90	68.37 %
Cost of Goods Sold				
7000 Product Expenses				
7100 Production Costs - Wow That Cow		1,000.00	-1,000.00	
7200 Shipping & Handling	23.85	500.00	-476.15	4.77 %
Total 7000 Product Expenses	23.85	1,500.00	-1,476.15	1.59 %
Total Cost of Goods Sold	\$23.85	\$1,500.00	\$ -1,476.15	1.59 %
GROSS PROFIT	\$252,432.25	\$367,745.00	\$ -115,312.75	68.64 %
Expenditures				
8030 Bank Charges & Fees	2,489.06	4,000.00	-1,510.94	62.23 %
8040 Committee Expenses				
8040.15 Membership Committee Supplies		1,500.00	-1,500.00	
8040.20 Awards & Recognition	1,487.24	1,000.00	487.24	148.72 %
8040.25 Communications Committee	186.23	505.00	-318.77	36.88 %
8040.40 Education Committee		500.00	-500.00	

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8040.45 Legislation Committee		500.00	-500.00	
8040.50 Nominating Committee		350.00	-350.00	
Total 8040 Committee Expenses	1,673.47	4,355.00	-2,681.53	38.43 %
8060 Contracted Services				
8060.05 Contract Staff	28,000.00	42,000.00	-14,000.00	66.67 %
8060.10 Audit Expense	4,000.00	10,000.00	-6,000.00	40.00 %
8060.15 Membership Online Database		2,000.00	-2,000.00	
8060.20 Staff Support Services	192.00		192.00	
8060.90 Website Design & Maintenance	3,190.89	100.00	3,090.89	3,190.89 %
Total 8060 Contracted Services	35,382.89	54,100.00	-18,717.11	65.40 %
8075 Association Dues and Publications	7,505.00	6,840.00	665.00	109.72 %
8080 Fundraising/Ways & Means Expense				
8080.30 Materials Production	4,341.90	6,500.00	-2,158.10	66.80 %
8080.40 Other Direct Costs	479.97	1,150.00	-670.03	41.74 %
8080.50 Travel Expenses		2,000.00	-2,000.00	
Total 8080 Fundraising/Ways & Means Expense	4,821.87	9,650.00	-4,828.13	49.97 %
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	7,738.47	22,000.00	-14,261.53	35.17 %
8300.20 President Elect Expenses	5,151.41	13,000.00	-7,848.59	39.63 %
8300.30 Vice President Expenses	3,062.25	6,000.00	-2,937.75	51.04 %
8300.50 Secretary Expenses	938.22	1,000.00	-61.78	93.82 %
8300.60 Treasurer Expenses		1,000.00	-1,000.00	
8300.80 Parliamentarian Expenses		1,000.00	-1,000.00	
8300.90 BOD Chair Expenses	500.00	1,000.00	-500.00	50.00 %
8300.91 Region Directors	1,000.00	7,000.00	-6,000.00	14.29 %
8300.96 Other Costs	618.43		618.43	
8300.99 Leadership Retreat	15,462.96	14,000.00	1,462.96	110.45 %
Total 8300 Leadership/Officer Expenses	34,471.74	66,000.00	-31,528.26	52.23 %
8325 Legal Fees and Services	895.00	1,000.00	-105.00	89.50 %
8350 Meeting/ Convention Expense				
8350.05 Audio/Visual Expense		10,000.00	-10,000.00	
8350.10 Education and Training	184.58	500.00	-315.42	36.92 %
8350.15 Facilities, Food & Function	96.54	2,500.00	-2,403.46	3.86 %
8350.20 General Expense	2,377.72	1,500.00	877.72	158.51 %
8350.30 Convention Tour	2,600.57	2,056.00	544.57	126.49 %
8350.60 Speaker Expenses	101.15	2,500.00	-2,398.85	4.05 %
8350.70 Tradeshow Booth	277.25	2,500.00	-2,222.75	11.09 %

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8350.71 Cotillion Expenses	7,922.92	50,000.00	-42,077.08	15.85 %
8350.80 Region Meeting Expense		13,500.00	-13,500.00	
8350.801 Region 1	2,000.00		2,000.00	
8350.803 Region 3	2,000.00		2,000.00	
8350.805 Region 5	10,242.58		10,242.58	
8350.806 Region 6	38,499.38		38,499.38	
Total 8350.80 Region Meeting Expense	52,741.96	13,500.00	39,241.96	390.68 %
8350.81 Legislative Days	344.17	1,000.00	-655.83	34.42 %
Total 8350 Meeting/ Convention Expense	66,646.86	86,056.00	-19,409.14	77.45 %
8450 Merchant Service Fees	25.00	0.00	25.00	
8650 Newsletter Expense				
8650.05 Newsletter hosting site (Issuu)		250.00	-250.00	
8650.10 Postage	1,030.42	1,500.00	-469.58	68.69 %
8650.15 Printing - Subcontracted	2,471.70	3,000.00	-528.30	82.39 %
Total 8650 Newsletter Expense	3,502.12	4,750.00	-1,247.88	73.73 %
8675 Office Supplies and Expense	1,963.94	500.00	1,463.94	392.79 %
8775 WIRED PROGRAM				
8775.1 WIRED 1		9,500.00	-9,500.00	
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	2,948.21	9,150.00	-6,201.79	32.22 %
8775.7 WIRED Other Expenses	3,907.73	20,100.00	-16,192.27	19.44 %
8775.8 WIRED Meals		250.00	-250.00	
Total 8775 WIRED PROGRAM	6,855.94	67,500.00	-60,644.06	10.16 %
8780 Program Expenses-NBAP				
8780.05 Collateral and Shipping		500.00	-500.00	
8780.15 Direct Costs	803.08	850.00	-46.92	94.48 %
8780.20 Events & Promotions Expense	111.90	5,000.00	-4,888.10	2.24 %
8780.50 Other Expense	495.20		495.20	
8780.55 Scholarships/Prizes	315.00	6,600.00	-6,285.00	4.77 %
8780.70 Registration Expense	2,030.89	3,675.00	-1,644.11	55.26 %
8780.80 Training Expenses		2,500.00	-2,500.00	
8780.85 Travel	5,872.15	20,875.00	-15,002.85	28.13 %
Total 8780 Program Expenses-NBAP	9,628.22	40,000.00	-30,371.78	24.07 %
8781.00 ROI Program Expenses		7,455.00	-7,455.00	
8800 Postage				
8800.05 General Office	72.01	500.00	-427.99	14.40 %
8800.10 Membership		120.00	-120.00	
Total 8800 Postage	72.01	620.00	-547.99	11.61 %
8900 Rent Expense				
8900.10 NCBA Staff Services		150.00	-150.00	

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Total 8900 Rent Expense		150.00	-150.00	
8950 Staff Travel Expense				
8950.05 Airfare and Car Rental	1,805.41	5,000.00	-3,194.59	36.11 %
8950.40 Registration	341.65		341.65	
8950.50 Lodging	4,753.40	4,000.00	753.40	118.84 %
8950.60 Meals and Per Diem	110.81		110.81	
8950.80 Taxis, Tolls, Mileage & Parking	5.00	200.00	-195.00	2.50 %
Total 8950 Staff Travel Expense	7,016.27	9,200.00	-2,183.73	76.26 %
9000 Taxes and Fees	11.98		11.98	
9000.05 Licenses & Fees	335.90	1,200.00	-864.10	27.99 %
Total 9000 Taxes and Fees	347.88	1,200.00	-852.12	28.99 %
9100 Telephone & Communications		200.00	-200.00	
QuickBooks Payments Fees	19.18		19.18	
Total Expenditures	\$183,674.45	\$367,745.00	\$ -184,070.55	49.95 %
NET OPERATING REVENUE	\$68,757.80	\$0.00	\$68,757.80	0.00%
NET REVENUE	\$68,757.80	\$0.00	\$68,757.80	0.00%