

Company name: American National CattleWomen, Inc.

Budget name: Budget\_FY26\_P&L

Budget type: Profit and loss

Period: FY 2026 (Oct 2025 - Sep 2026)

Consolidated

Accounts	Budget totals
Income	
6000 ANCW Membership Dues	
6000.10 Associate Dues	\$2250.00
6000.35 Collegiate Member Dues	\$2250.00
6000.60 Basic Dues	\$48000.00
6000.65 Junior CattleWomen Dues	\$700.00
6000.70 Lifetime Membership Dues	\$6000.00
6000.75 State Affiliate Dues	\$7000.00
6000.80 Sustaining Member Dues	\$7600.00
6000.85 Golden Cowbelles	
<b>Total 6000 ANCW Membership Dues</b>	<b>\$73800.00</b>
6005 Newsletter Subscriptions	\$70.00
6010 Donations & Silent Auction	
6010-70 Silent Auction	
6010.10 Donations	
6010.50 Give-Get Program	
<b>Total 6010 Donations &amp; Silent Auction</b>	<b>\$0.00</b>
6015 ANCW Foundation	
6020 ANCW Meetings & Conventions	
6020.10 Annual	
6020.101 Convention Tour	\$3000.00
6020.102 Airbnb Income	
<b>Total 6020.10 Annual</b>	<b>\$3000.00</b>
6020.20 Summer	
6020.201 Airbnb Income	
6020.202 Summer Business Meeting Event	
<b>Total 6020.20 Summer</b>	<b>\$0.00</b>
6020.30 Legislative Days	\$1000.00
6020.301 Airbnb Income	
<b>Total 6020.30 Legislative Days</b>	<b>\$1000.00</b>
6020.95 Airbnb Income	
<b>Total 6020 ANCW Meetings &amp; Conventions</b>	<b>\$4000.00</b>
6050 ANCW Event Income	
6050.10 Region 1	
6050.20 Region 2	
6050.30 Region 3 / 7	
6050.40 Region 4	
6050.50 Region 5	
6050.60 Region 6	
6050.71 WIRED 1	\$7500.00
6050.72 WIRED 2	\$7500.00
6050.73 WIRED 3	\$7500.00
6050.74 WIRED 4	\$7500.00
6050.75 WIRED 5	\$7500.00
6050.8 ROI Program	\$22000.00
6050.81 MT WIRED	
6050.82 CA /NV WIRED	
6050.83 MN WIRED	
6050.84 NE WIRED	
<b>Total 6050 ANCW Event Income</b>	<b>\$52000.00</b>
6100 ANCW Product Sales	

Accounts	Budget totals
6100.10 Wild Rags	
6100.11 Logo Merchandise	
6100.12 Leather Slide	
6100.30 Beef Signs	
6100.40 T-Shirt Sales	
6100.45 Cookbooks	\$13500.00
6100.50 Jewelry	\$2500.00
6100.60 Other Merchandise	
6100.61 Convention/Meeting Merchandise	\$1000.00
<b>Total 6100.60 Other Merchandise</b>	<b>\$1000.00</b>
6100.75 Wow That Cow	
6100.7a Brochures	\$1500.00
6100.7b Shipping & Handling Fees	
<b>Total 6100.75 Wow That Cow</b>	<b>\$1500.00</b>
6100.9 Cotillion	\$50000.00
6100.91 Cotillion silent/live auctions	\$10000.00
<b>Total 6100.9 Cotillion</b>	<b>\$60000.00</b>
6100.80 Brands (on afghan)	
6100.81 Afghan	
<b>Total 6100 ANCW Product Sales</b>	<b>\$78500.00</b>
6200 M3	
6250 National Beef Check-Off Revenue	
6300 CBAP Revenues	
6300.10 Browning Kimball Grant	\$20000.00
6300.20 CBAP Reimbursements	\$5000.00
6300.30 CBAP Sponsorships	\$15000.00
<b>Total 6300 CBAP Revenues</b>	<b>\$40000.00</b>
6330 Eng Foundation Grant	
6350 Newsletter Advertising	
6400 Sponsorships	
6400.05 ANCW Sponsors - Meetings	
6400.15 Region Meeting Sponsors	\$13500.00
6400.151 Region Meeting Travel	\$3500.00
6400.20 Awards & Recognition Sponsors	\$1500.00
6400.25 Collegiate & Youth Sponsors	
6400.30 Education & Training Sponsors	\$5000.00
6400.35 Junior Cattlewomen Sponsors	
6400.45 Organization Sponsors	\$18500.00
6400.50 Executive Sponsorship	
6400.51 President	\$15500.00
6400.52 President Elect	
6400.53 Vice President	\$1875.00
<b>Total 6400.50 Executive Sponsorship</b>	<b>\$17375.00</b>
6400.55 Training Sponsor	
6400.75 YCC Sponsors	
6400.80 WIRED Sponsors	\$37500.00
6400.90 Website Sponsor	
6400.95 Sponsors - Other	\$20000.00
<b>Total 6400 Sponsorships</b>	<b>\$116875.00</b>
6990 Customer Discounts & Adjustment	
Billable Expenditure Revenue	
Billable Expense Income	
Markup	
Sales of Product Income	
Sales of Product Revenue	
Services	

Accounts	Budget totals
Shipping Income	
Unapplied Cash Payment Income	
Uncategorized Income	\$4000.00
<b>Total Income</b>	<b>\$369245.00</b>
Cost of Goods Sold	
7000 Product Expenses	
7050 Production Costs	
7100 Production Costs - Wow That Cow	\$1000.00
7200 Shipping & Handling	\$500.00
<b>Total 7000 Product Expenses</b>	<b>\$1500.00</b>
Cost of Goods Sold	
Inventory Shrinkage	
<b>Total Cost of Goods Sold</b>	<b>\$1500.00</b>
Expense	
8000 Advertising and Promotion	
8025 Bad Debt Expense	
8030 Bank Charges & Fees	
8040 Committee Expenses	
8040.05 Leadership Training/WILD	
8040.10 Collegiate and Youth Awards	
8040.15 Membership Committee Supplies	\$1500.00
8040.20 Awards & Recognition	\$1000.00
8040.25 Communications Committee	\$505.00
8040.30 Beef Promotion Committee	
8040.40 Education Committee	\$500.00
8040.45 Legislation Committee	\$500.00
8040.50 Nominating Committee	\$350.00
<b>Total 8040 Committee Expenses</b>	<b>\$4355.00</b>
8050 Computer Maintenance & Supplies	
8060 Contracted Services	
8060-60 Training & Continuing Education	
8060.05 Contract Staff	\$42000.00
8060.10 Audit Expense	\$10000.00
8060.15 Membership Online Database	\$2000.00
8060.20 Staff Support Services	
8060.90 Web Site Design & Maintenance	\$100.00
<b>Total 8060 Contracted Services</b>	<b>\$54100.00</b>
8070 Depreciation Expense	
8075 Association Dues and Publications	\$6840.00
8080 Fundraising/Ways & Means Expense	
8080.10 Direct Labor	
8080.30 Materials Production	\$6500.00
8080.40 Other Direct Costs	\$1150.00
8080.50 Travel Expenses	\$2000.00
<b>Total 8080 Fundraising/Ways &amp; Means Expense</b>	<b>\$9650.00</b>
8090 Grant Expenses	
8200 Insurance	
8200.05 Director's Liability	\$2400.00
8200.10 Employee Health and Life	
8200.15 General Liability	\$400.00
8200.20 Cyber Insurance	\$1369.00
<b>Total 8200 Insurance</b>	<b>\$4169.00</b>
8250 Interest Expense	
8260 Late Fees and Penalties	
8300 Leadership/Officer Expenses	
8300.10 President Expenses	\$22000.00

Accounts	Budget totals
8300.20 President Elect Expenses	\$13000.00
8300.30 Vice President Expenses	\$6000.00
8300.50 Secretary Expenses	\$1000.00
8300.60 Treasurer Expenses	\$1000.00
8300.80 Parliamentarian Expenses	\$1000.00
8300.90 BOD Chair Expenses	\$1000.00
8300.91 Region Directors	\$7000.00
8300.92 Lodging	
8300.93 Meals and Per Diem	
8300.94 Taxis, Tolls, Mileage & Parking	
8300.95 Registration Fees	
8300.96 Other Costs	
8300.97 Airfare and Car Rental	
8300.99 Leadership Retreat	\$14000.00
<b>Total 8300 Leadership/Officer Expenses</b>	<b>\$66000.00</b>
8325 Legal Fees and Services	\$1000.00
8350 Meeting/ Convention Expense	
8350.05 Audio/Visual Expense	\$10000.00
8350.10 Education and Training	\$500.00
8350.15 Facilities, Food & Function	\$2500.00
8350.20 General Expense	\$1500.00
8350.30 Convention Tour	\$2056.00
8350.60 Speaker Expenses	\$2500.00
8350.70 Tradeshow Booth	\$2500.00
8350.71 Cotillion Expenses	\$50000.00
8350.75 AirBNB	
8350.80 Region Meeting Expense	\$13500.00
8350.801 Region 1	
8350.802 Region 2	
8350.803 Region 3	
8350.804 Region 4	
8350.805 Region 5	
8350.806 Region 6	
8350.807 Region 7	
<b>Total 8350.80 Region Meeting Expense</b>	<b>\$13500.00</b>
8350.81 Legislative Days	\$1000.00
<b>Total 8350 Meeting/ Convention Expense</b>	<b>\$86056.00</b>
8425 Memorials	
8450 Merchant Service Fees	\$4000.00
8650 Newsletter Expense	
8650.05 Newsletter hosting site (Issuu)	\$250.00
8650.10 Postage	\$1500.00
8650.15 Printing - Subcontracted	\$3000.00
<b>Total 8650 Newsletter Expense</b>	<b>\$4750.00</b>
8675 Office Supplies and Expense	\$500.00
8700 Contingency Expenses	
8750 Payroll Expense	
8750.05 Staff Benefits	
<b>Total 8750 Payroll Expense</b>	<b>\$0.00</b>
8770 Professional Services	
8775 WIRED PROGRAM	
8775.1 WIRED 1	\$9500.00
8775.2 WIRED 2	\$9500.00
8775.3 WIRED 3	\$9500.00
8775.4 WIRED 4	\$9500.00
8775.6 WIRED Travel	\$9150.00

Accounts	Budget totals
8775.7 WIRED Other Expenses	\$20100.00
8775.8 WIRED Meals	\$250.00
<b>Total 8775 WIRED PROGRAM</b>	<b>\$67500.00</b>
8780 Program Expenses-CBAP	
8780.05 Collateral and Shipping	\$500.00
8780.10 Contest Expense	
8780.15 Direct Costs	\$850.00
8780.20 Events & Promotions Expense	\$5000.00
8780.25 Host Expense	
8780.30 Incentives	
8780.40 Labor	
8780.50 Other Expense	
8780.55 Scholarships/Prizes	\$6600.00
8780.70 Registration Expense	\$3675.00
8780.75 Software	
8780.80 Training Expenses	\$2500.00
8780.85 Travel	\$20875.00
<b>Total 8780 Program Expenses-CBAP</b>	<b>\$40000.00</b>
8781.00 ROI Program Expenses	\$7455.00
8800 Postage	
8800.05 General Office	\$500.00
8800.10 Membership	\$120.00
<b>Total 8800 Postage</b>	<b>\$620.00</b>
8900 Rent Expense	
8900.05 Building Operating Costs	
8900.10 NCBA Staff Services	\$150.00
<b>Total 8900 Rent Expense</b>	<b>\$150.00</b>
8950 Staff Travel Expense	
8950.05 Airfare and Car Rental	\$5000.00
8950.40 Registration	
8950.50 Lodging	\$4000.00
8950.60 Meals and Per Diem	
8950.80 Taxis, Tolls, Mileage & Parking	\$200.00
<b>Total 8950 Staff Travel Expense</b>	<b>\$9200.00</b>
9000 Taxes and Fees	
9000.05 Licenses & Fees	\$1200.00
9000.10 Personal Property	
9000.15 Other Taxes and Fees	
<b>Total 9000 Taxes and Fees</b>	<b>\$1200.00</b>
9100 Telephone & Communications	\$200.00
Purchases	
QuickBooks Payments Fees	
Unapplied Cash Bill Payment Expense	
Uncategorized Expense	
<b>Total Expense</b>	<b>\$367745.00</b>
Other Income	
9101 Unrealized Gain/(Loss) on Inv	
9500 Interest Income	
<b>Total Other Income</b>	<b>\$0.00</b>
Other Expense	
Reconciliation Discrepancies	
<b>Total Other Expense</b>	
<b>Total Net Income</b>	<b>\$0.00</b>