

**PSALA**  
**Profit & Loss Budget Performance**  
**October 2018**

	<u>Oct 18</u>	<u>Apr - Oct 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Income</b>					
<b>BUSINESS PARTNER ACTIVITIES</b>					
BP Exhibit Hall	0.00	5,300.00	3,000.00	2,300.00	176.67%
BP Networking Event	0.00	2,260.87	1,500.00	760.87	150.73%
Business Partner Sponsorships	0.00	25,366.00	125,000.00	-99,634.00	20.29%
<b>Total BUSINESS PARTNER ACTIVITIES</b>	<b>0.00</b>	<b>32,926.87</b>	<b>129,500.00</b>	<b>-96,573.13</b>	<b>25.43%</b>
Membership Dues	0.00	1,440.00	21,000.00	-19,560.00	6.86%
<b>NETWORKING EVENTS</b>					
Holiday Social	0.00	0.00	3,500.00	-3,500.00	0.0%
Law Firm Leader Dinner	2,530.00	2,530.00	9,000.00	-6,470.00	28.11%
<b>Total NETWORKING EVENTS</b>	<b>2,530.00</b>	<b>2,530.00</b>	<b>12,500.00</b>	<b>-9,970.00</b>	<b>20.24%</b>
<b>PROGRAMS</b>					
Education Program Registrations	0.00	2,900.00	2,500.00	400.00	116.0%
<b>Total PROGRAMS</b>	<b>0.00</b>	<b>2,900.00</b>	<b>2,500.00</b>	<b>400.00</b>	<b>116.0%</b>
<b>Total Income</b>	<b>2,530.00</b>	<b>39,796.87</b>	<b>165,500.00</b>	<b>-125,703.13</b>	<b>24.05%</b>
<b>Gross Profit</b>	<b>2,530.00</b>	<b>39,796.87</b>	<b>165,500.00</b>	<b>-125,703.13</b>	<b>24.05%</b>
<b>Expense</b>					
<b>ADMINISTRATION</b>					
Bank Fees	69.99	937.27	3,500.00	-2,562.73	26.78%
Contingency	0.00	907.50	2,500.00	-1,592.50	36.3%
<b>Contract Services</b>					
Accounting Fees	0.00	0.00	2,300.00	-2,300.00	0.0%
Chapter Manager	6,562.42	32,925.28	50,400.00	-17,474.72	65.33%
<b>Total Contract Services</b>	<b>6,562.42</b>	<b>32,925.28</b>	<b>52,700.00</b>	<b>-19,774.72</b>	<b>62.48%</b>
Directors & Officers Insurance	125.00	916.00	1,400.00	-484.00	65.43%
Office Supplies	58.77	72.38	600.00	-527.62	12.06%
Postage	1.00	31.50	500.00	-468.50	6.3%
Printing and Copying	20.90	2,998.99	2,350.00	648.99	127.62%
Promotion/Gifts	0.00	450.00	1,000.00	-550.00	45.0%
Taxes & Licenses	2,012.66	3,274.17	4,700.00	-1,425.83	69.66%
<b>Total ADMINISTRATION</b>	<b>8,850.74</b>	<b>42,513.09</b>	<b>69,250.00</b>	<b>-26,736.91</b>	<b>61.39%</b>
<b>BOARD EXPENSE</b>					
Board Retreat	0.00	300.00	3,500.00	-3,200.00	8.57%
Meals	0.00	435.39	1,500.00	-1,064.61	29.03%
Service Benefits	0.00	14,272.76	19,000.00	-4,727.24	75.12%
<b>Total BOARD EXPENSE</b>	<b>0.00</b>	<b>15,008.15</b>	<b>24,000.00</b>	<b>-8,991.85</b>	<b>62.53%</b>
<b>COMMITTEES</b>					
Business Partner Relations	322.87	763.72	1,700.00	-936.28	44.93%
Community Service	0.00	0.00	1,000.00	-1,000.00	0.0%
Education	112.71	3,911.47	500.00	3,411.47	782.29%
Membership	0.00	569.20	500.00	69.20	113.84%
<b>Total COMMITTEES</b>	<b>435.58</b>	<b>5,244.39</b>	<b>3,700.00</b>	<b>1,544.39</b>	<b>141.74%</b>
<b>COMMUNICATIONS</b>					
Newsletter	0.00	1,175.00	300.00	875.00	391.67%

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Telephone, Email Blasts	21.79	568.43	1,000.00	-431.57	56.84%
Web Site	0.00	998.32	1,200.00	-201.68	83.19%
<b>Total COMMUNICATIONS</b>	<b>21.79</b>	<b>2,741.75</b>	<b>2,500.00</b>	<b>241.75</b>	<b>109.67%</b>
<b>MEMBER PROGRAMS &amp; BENEFITS</b>					
Chapter Meetup	0.00	0.00	2,500.00	-2,500.00	0.0%
Chapter Retreat	500.00	9,000.00	15,000.00	-6,000.00	60.0%
Educational Programs	0.00	4,709.17	15,000.00	-10,290.83	31.39%
Scholarships	4,385.64	6,964.64	18,500.00	-11,535.36	37.65%
<b>Total MEMBER PROGRAMS &amp; BENEFITS</b>	<b>4,885.64</b>	<b>20,673.81</b>	<b>51,000.00</b>	<b>-30,326.19</b>	<b>40.54%</b>
<b>NETWORKING EVENTS COST</b>					
<b>Business Partner Activity Cost</b>					
BP Exhibit Hall	0.00	630.99	2,000.00	-1,369.01	31.55%
BP Forum	0.00	0.00	1,000.00	-1,000.00	0.0%
BP Networking Event	934.46	4,356.65	7,500.00	-3,143.35	58.09%
<b>Total Business Partner Activity Cost</b>	<b>934.46</b>	<b>4,987.64</b>	<b>10,500.00</b>	<b>-5,512.36</b>	<b>47.5%</b>
Holiday Social	0.00	1,935.55	7,000.00	-5,064.45	27.65%
Law Firm Leader Dinner cost	4,617.93	5,236.55	30,000.00	-24,763.45	17.46%
Summer Social cost	2,744.43	2,775.84	5,000.00	-2,224.16	55.52%
<b>Total NETWORKING EVENTS COST</b>	<b>8,296.82</b>	<b>14,935.58</b>	<b>52,500.00</b>	<b>-37,564.42</b>	<b>28.45%</b>
<b>Total Expense</b>	<b>22,490.57</b>	<b>101,116.77</b>	<b>202,950.00</b>	<b>-101,833.23</b>	<b>49.82%</b>
<b>Net Income</b>	<b>-19,960.57</b>	<b>-61,319.90</b>	<b>-37,450.00</b>	<b>-23,869.90</b>	<b>163.74%</b>