

**PSALA**  
**Profit & Loss Budget vs. Actual**  
 April through November 2018

	Apr - Nov 18	Budget	% of Budget
<b>Income</b>			
<b>BUSINESS PARTNER ACTIVITIES</b>			
BP Exhibit Hall	3,300.00	3,000.00	110.0%
BP Networking Event	2,260.87	1,500.00	150.7%
Business Partner Sponsorships	25,366.00	125,000.00	20.3%
<b>Total BUSINESS PARTNER ACTIVITIES</b>	<b>30,926.87</b>	<b>129,500.00</b>	<b>23.9%</b>
Membership Dues	1,440.00	21,000.00	6.9%
<b>NETWORKING EVENTS</b>			
Holiday Social	90.00	3,500.00	2.6%
Law Firm Leader Dinner	6,490.00	9,000.00	72.1%
<b>Total NETWORKING EVENTS</b>	<b>6,580.00</b>	<b>12,500.00</b>	<b>52.6%</b>
<b>PROGRAMS</b>			
Education Program Registrations	1,750.00	2,500.00	70.0%
<b>Total PROGRAMS</b>	<b>1,750.00</b>	<b>2,500.00</b>	<b>70.0%</b>
<b>Total Income</b>	<b>40,696.87</b>	<b>165,500.00</b>	<b>24.6%</b>
<b>Gross Profit</b>	<b>40,696.87</b>	<b>165,500.00</b>	<b>24.6%</b>
<b>Expense</b>			
<b>ADMINISTRATION</b>			
Bank Fees	950.00	3,500.00	27.1%
Contingency	907.50	2,500.00	36.3%
<b>Contract Services</b>			
Accounting Fees	0.00	2,300.00	0.0%
Chapter Manager	37,395.28	50,400.00	74.2%
<b>Total Contract Services</b>	<b>37,395.28</b>	<b>52,700.00</b>	<b>71.0%</b>
Directors & Officers Insurance	916.00	1,400.00	65.4%
Office Supplies	323.46	600.00	53.9%
Postage	34.00	500.00	6.8%
Printing and Copying	3,077.67	2,350.00	131.0%
Promotion/Gifts	576.62	1,000.00	57.7%
Taxes & Licenses	3,274.17	4,700.00	69.7%
<b>Total ADMINISTRATION</b>	<b>47,454.70</b>	<b>69,250.00</b>	<b>68.5%</b>
<b>BOARD EXPENSE</b>			
Board Retreat	300.00	3,500.00	8.6%
Meals	435.39	1,500.00	29.0%
Service Benefits	14,272.76	19,000.00	75.1%
<b>Total BOARD EXPENSE</b>	<b>15,008.15</b>	<b>24,000.00</b>	<b>62.5%</b>
<b>COMMITTEES</b>			
Business Partner Relations	763.72	1,700.00	44.9%
Community Service	0.00	1,000.00	0.0%
Education	4,686.56	500.00	937.3%
Membership	569.20	500.00	113.8%
<b>Total COMMITTEES</b>	<b>6,019.48</b>	<b>3,700.00</b>	<b>162.7%</b>
<b>COMMUNICATIONS</b>			
Newsletter	1,175.00	300.00	391.7%
Telephone, Email Blasts	600.75	1,000.00	60.1%
Web Site	998.32	1,200.00	83.2%
<b>Total COMMUNICATIONS</b>	<b>2,774.07</b>	<b>2,500.00</b>	<b>111.0%</b>
<b>MEMBER PROGRAMS &amp; BENEFITS</b>			
Chapter Meetup	0.00	2,500.00	0.0%
Chapter Retreat	9,000.00	15,000.00	60.0%
Educational Programs	4,709.17	15,000.00	31.4%
Scholarships	9,138.27	18,500.00	49.4%
<b>Total MEMBER PROGRAMS &amp; BENEFITS</b>	<b>22,847.44</b>	<b>51,000.00</b>	<b>44.8%</b>

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	<u>Apr - Nov 18</u>	<u>Budget</u>	<u>% of Budget</u>
<b>NETWORKING EVENTS COST</b>			
<b>Business Partner Activity Cost</b>			
BP Exhibit Hall	630.99	2,000.00	31.5%
BP Forum	0.00	1,000.00	0.0%
BP Networking Event	4,356.65	7,500.00	58.1%
<b>Total Business Partner Activity Cost</b>	<u>4,987.64</u>	<u>10,500.00</u>	<u>47.5%</u>
Holiday Social	1,935.55	7,000.00	27.7%
Law Firm Leader Dinner cost	5,920.23	30,000.00	19.7%
Summer Social cost	2,975.84	5,000.00	59.5%
<b>Total NETWORKING EVENTS COST</b>	<u>15,819.26</u>	<u>52,500.00</u>	<u>30.1%</u>
<b>Total Expense</b>	<u>109,923.10</u>	<u>202,950.00</u>	<u>54.2%</u>
<b>Net Income</b>	<u><b>-69,226.23</b></u>	<u><b>-37,450.00</b></u>	<u><b>184.8%</b></u>