

PSALA
Profit & Loss Budget Performance
March 2019

	<u>Mar 19</u>	<u>Apr '18 - Mar 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income					
BUSINESS PARTNER ACTIVITIES					
BP Exhibit Hall	0.00	3,300.00	3,000.00	300.00	110.0%
BP Networking Event	0.00	2,260.87	1,500.00	760.87	150.73%
Business Partner Sponsorships	30,000.00	145,366.00	125,000.00	20,366.00	116.29%
Total BUSINESS PARTNER ACTIVITIES	30,000.00	150,926.87	129,500.00	21,426.87	116.55%
Membership Dues	1,440.00	18,960.00	21,000.00	-2,040.00	90.29%
NETWORKING EVENTS					
Holiday Social	0.00	2,890.00	3,500.00	-610.00	82.57%
Law Firm Leader Dinner	0.00	6,490.00	9,000.00	-2,510.00	72.11%
Total NETWORKING EVENTS	0.00	9,380.00	12,500.00	-3,120.00	75.04%
PROGRAMS					
Education Program Registrations	375.00	5,975.00	2,500.00	3,475.00	239.0%
PROGRAMS - Other	0.00	50.00			
Total PROGRAMS	375.00	6,025.00	2,500.00	3,525.00	241.0%
Total Income	31,815.00	185,291.87	165,500.00	19,791.87	111.96%
Gross Profit	31,815.00	185,291.87	165,500.00	19,791.87	111.96%
Expense					
ADMINISTRATION					
Bank Fees	177.81	2,964.70	3,500.00	-535.30	84.71%
Contingency	0.00	907.50	2,500.00	-1,592.50	36.3%
Contract Services					
Accounting Fees	0.00	2,000.00	2,300.00	-300.00	86.96%
Chapter Manager	4,489.01	55,533.92	50,400.00	5,133.92	110.19%
Total Contract Services	4,489.01	57,533.92	52,700.00	4,833.92	109.17%
Directors & Officers Insurance	0.00	916.00	1,400.00	-484.00	65.43%
Office Supplies	154.43	486.73	600.00	-113.27	81.12%
Postage	6.50	65.00	500.00	-435.00	13.0%
Printing and Copying	916.92	4,381.81	2,350.00	2,031.81	186.46%
Promotion/Gifts	150.00	1,048.89	1,000.00	48.89	104.89%
Taxes & Licenses	875.35	2,583.52	4,700.00	-2,116.48	54.97%
Total ADMINISTRATION	6,770.02	70,888.07	69,250.00	1,638.07	102.37%
BOARD EXPENSE					
Board Retreat	0.00	300.00	3,500.00	-3,200.00	8.57%
Meals	7.82	443.21	1,500.00	-1,056.79	29.55%
Service Benefits	1,499.00	18,448.44	19,000.00	-551.56	97.1%
Total BOARD EXPENSE	1,506.82	19,191.65	24,000.00	-4,808.35	79.97%
COMMITTEES					
Business Partner Relations	275.25	1,979.39	1,700.00	279.39	116.44%
Community Service	0.00	0.00	1,000.00	-1,000.00	0.0%
Education	0.00	1,656.47	500.00	1,156.47	331.29%
Membership	0.00	0.00	500.00	-500.00	0.0%
Total COMMITTEES	275.25	3,635.86	3,700.00	-64.14	98.27%
COMMUNICATIONS					

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Newsletter	0.00	1,175.00	300.00	875.00	391.67%
Telephone, Email Blasts	71.84	885.43	1,000.00	-114.57	88.54%
Web Site	0.00	6,997.95	1,200.00	5,797.95	583.16%
Total COMMUNICATIONS	71.84	9,058.38	2,500.00	6,558.38	362.34%
MEMBER PROGRAMS & BENEFITS					
Chapter Meetup	0.00	430.49	2,500.00	-2,069.51	17.22%
Chapter Retreat	4,698.04	50,348.69	15,000.00	35,348.69	335.66%
Educational Programs	189.00	8,103.26	15,000.00	-6,896.74	54.02%
Scholarships	691.32	11,588.07	18,500.00	-6,911.93	62.64%
Total MEMBER PROGRAMS & BENEFITS	5,578.36	70,470.51	51,000.00	19,470.51	138.18%
NETWORKING EVENTS COST					
Business Partner Activity Cost					
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	2,600.38	7,490.98	7,500.00	-9.02	99.88%
Total Business Partner Activity Cost	2,600.38	8,121.97	10,500.00	-2,378.03	77.35%
Holiday Social	0.00	1,935.55	7,000.00	-5,064.45	27.65%
Law Firm Leader Dinner cost	0.00	19,087.55	30,000.00	-10,912.45	63.63%
Summer Social cost	0.00	2,975.84	5,000.00	-2,024.16	59.52%
Total NETWORKING EVENTS COST	2,600.38	32,120.91	52,500.00	-20,379.09	61.18%
Total Expense	16,802.67	205,365.38	202,950.00	2,415.38	101.19%
Net Income	15,012.33	-20,073.51	-37,450.00	17,376.49	53.6%