

**PSALA**  
**Profit & Loss Budget Performance**  
**September 2019**

	<u>Sep 19</u>	<u>Budget</u>	<u>Apr - Sep 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Income</b>					
<b>BUSINESS PARTNER ACTIVITIES</b>					
BP Exhibit Hall	0.00	0.00	3,000.00	3,250.00	3,250.00
BP Networking Event	0.00	0.00	1,100.00	2,250.00	2,250.00
Business Partner Sponsorships	0.00	0.00	9,933.33	124,000.00	124,000.00
<b>Total BUSINESS PARTNER ACTIVITIES</b>	<b>0.00</b>	<b>0.00</b>	<b>14,033.33</b>	<b>129,500.00</b>	<b>129,500.00</b>
Membership Dues	0.00	0.00	1,920.00	21,000.00	21,000.00
<b>NETWORKING EVENTS</b>					
Holiday Social	0.00	0.00	0.00	3,000.00	3,000.00
Law Firm Leader Dinner	0.00	0.00	0.00	6,500.00	6,500.00
Summer Social	0.00	0.00	0.00	0.00	0.00
NETWORKING EVENTS - Other	600.00	0.00	600.00	0.00	0.00
<b>Total NETWORKING EVENTS</b>	<b>600.00</b>	<b>0.00</b>	<b>600.00</b>	<b>9,500.00</b>	<b>9,500.00</b>
<b>PROGRAMS</b>					
Education Program Registrations	0.00	0.00	2,900.00	1,500.00	1,500.00
PROGRAMS - Other	0.00	0.00	35.00	0.00	50.00
<b>Total PROGRAMS</b>	<b>0.00</b>	<b>0.00</b>	<b>2,935.00</b>	<b>1,500.00</b>	<b>1,550.00</b>
Tax refund	0.00	0.00	352.25	0.00	0.00
<b>Total Income</b>	<b>600.00</b>	<b>0.00</b>	<b>19,840.58</b>	<b>161,500.00</b>	<b>161,550.00</b>
<b>Expense</b>					
<b>ADMINISTRATION</b>					
Bank Fees	21.30	0.00	446.73	3,000.00	3,000.00
Contingency	0.00	0.00	0.00	2,500.00	2,500.00
<b>Contract Services</b>					
Accounting Fees	0.00	0.00	0.00	2,300.00	2,300.00
Chapter Manager	4,807.51	0.00	27,870.68	56,000.00	56,000.00
<b>Total Contract Services</b>	<b>4,807.51</b>	<b>0.00</b>	<b>27,870.68</b>	<b>58,300.00</b>	<b>58,300.00</b>
Directors & Officers Insurance	0.00	0.00	791.00	1,000.00	1,125.00
Office Supplies	22.37	0.00	478.99	500.00	500.00
Postage	73.15	0.00	375.18	100.00	100.00
Printing and Copying	114.58	0.00	2,702.30	4,000.00	4,000.00
Promotion/Gifts	0.00	0.00	315.15	1,000.00	1,000.00
Taxes & Licenses	0.00	0.00	1,254.94	2,600.00	2,600.00
<b>Total ADMINISTRATION</b>	<b>5,038.91</b>	<b>0.00</b>	<b>34,234.97</b>	<b>73,000.00</b>	<b>73,125.00</b>
<b>BOARD EXPENSE</b>					
Board Retreat	0.00	0.00	184.75	700.00	700.00
Meals	0.00	0.00	330.83	500.00	500.00
Service Benefits	1,449.00	0.00	10,381.11	19,750.00	19,750.00
<b>Total BOARD EXPENSE</b>	<b>1,449.00</b>	<b>0.00</b>	<b>10,896.69</b>	<b>20,950.00</b>	<b>20,950.00</b>
<b>COMMITTEES</b>					
Business Partner Relations	200.50	0.00	529.92	2,500.00	2,500.00
Community Service	0.00	0.00	0.00	1,000.00	1,000.00
Education	0.00	0.00	0.00	1,750.00	1,750.00
Membership	0.00	0.00	29.39	500.00	500.00

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<b>Total COMMITTEES</b>	200.50	0.00	559.31	5,750.00	5,750.00
<b>COMMUNICATIONS</b>					
Newsletter	0.00	0.00	0.00	0.00	0.00
Telephone, Email Blasts	162.53	0.00	6,267.08	1,000.00	1,000.00
Web Site	11.13	0.00	105.07	2,000.00	2,000.00
<b>Total COMMUNICATIONS</b>	<u>173.66</u>	<u>0.00</u>	<u>6,372.15</u>	<u>3,000.00</u>	<u>3,000.00</u>
<b>MEMBER PROGRAMS &amp; BENEFITS</b>					
Chapter Meetup	0.00	0.00	106.85	1,000.00	1,000.00
Chapter Retreat	0.00	0.00	277.50	0.00	0.00
Educational Programs	419.46	0.00	2,470.08	15,000.00	15,000.00
Scholarships	0.00	0.00	3,557.00	20,000.00	20,000.00
<b>Total MEMBER PROGRAMS &amp; BENEFITS</b>	<u>419.46</u>	<u>0.00</u>	<u>6,411.43</u>	<u>36,000.00</u>	<u>36,000.00</u>
<b>NETWORKING EVENTS COST</b>					
<b>Business Partner Activity Cost</b>					
BP Exhibit Hall	0.00	0.00	2,026.73	2,000.00	2,000.00
BP Forum	0.00	0.00	0.00	1,000.00	1,000.00
BP Networking Event	0.00	0.00	3,144.54	7,500.00	7,500.00
<b>Total Business Partner Activity Cost</b>	<u>0.00</u>	<u>0.00</u>	<u>5,171.27</u>	<u>10,500.00</u>	<u>10,500.00</u>
Holiday Social	0.00	0.00	3,863.85	7,000.00	7,000.00
Law Firm Leader Dinner cost	7,951.58	0.00	15,807.08	30,000.00	30,000.00
Master Class Reception	2,475.87	0.00	2,475.87	0.00	0.00
Summer Social cost	3,224.55	0.00	3,224.55	5,000.00	5,000.00
<b>Total NETWORKING EVENTS COST</b>	<u>13,652.00</u>	<u>0.00</u>	<u>30,542.62</u>	<u>52,500.00</u>	<u>52,500.00</u>
<b>Total Expense</b>	<u>20,933.53</u>	<u>0.00</u>	<u>89,017.17</u>	<u>191,200.00</u>	<u>191,325.00</u>
<b>Net Income</b>	<u><u>-20,333.53</u></u>	<u><u>0.00</u></u>	<u><u>-69,176.59</u></u>	<u><u>-29,700.00</u></u>	<u><u>-29,775.00</u></u>