

PSALA
Profit & Loss Budget Performance
January 2020

	<u>Jan 20</u>	<u>Apr '19 - Jan 20</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income					
BUSINESS PARTNER ACTIVITIES					
BP Exhibit Hall	0.00	3,000.00	3,250.00	-250.00	92.31%
BP Networking Event	0.00	1,100.00	2,250.00	-1,150.00	48.89%
Business Partner Sponsorships	14,800.00	28,333.33	124,000.00	-95,666.67	22.85%
Total BUSINESS PARTNER ACTIVITIES	14,800.00	32,433.33	129,500.00	-97,066.67	25.05%
Membership Dues	11,760.00	13,860.00	21,000.00	-7,140.00	66.0%
NETWORKING EVENTS					
Holiday Social	734.02	2,269.02	3,000.00	-730.98	75.63%
Law Firm Leader Dinner	0.00	6,050.00	6,500.00	-450.00	93.08%
NETWORKING EVENTS - Other	0.00	2,400.00			
Total NETWORKING EVENTS	734.02	10,719.02	9,500.00	1,219.02	112.83%
PROGRAMS					
Education Program Registrations	0.00	2,900.00	1,500.00	1,400.00	193.33%
PROGRAMS - Other	0.00	35.00	0.00	35.00	100.0%
Total PROGRAMS	0.00	2,935.00	1,500.00	1,435.00	195.67%
Tax refund	0.00	352.25			
Total Income	27,294.02	60,299.60	161,500.00	-101,200.40	37.34%
Expense					
ADMINISTRATION					
Bank Fees	337.50	1,175.75	3,000.00	-1,824.25	39.19%
Contingency	0.00	1,299.00	2,500.00	-1,201.00	51.96%
Contract Services					
Accounting Fees	0.00	2,000.00	2,300.00	-300.00	86.96%
Chapter Manager	4,720.00	47,622.02	56,000.00	-8,377.98	85.04%
Total Contract Services	4,720.00	49,622.02	58,300.00	-8,677.98	85.12%
Directors & Officers Insurance	125.00	916.00	1,125.00	-209.00	81.42%
Office Supplies	93.27	1,027.08	500.00	527.08	205.42%
Postage	1.00	391.03	100.00	291.03	391.03%
Printing and Copying	22.82	2,777.17	4,000.00	-1,222.83	69.43%
Promotion/Gifts	0.00	315.15	1,000.00	-684.85	31.52%
Taxes & Licenses	23.06	1,406.94	2,600.00	-1,193.06	54.11%
Total ADMINISTRATION	5,322.65	58,930.14	73,125.00	-14,194.86	80.59%
BOARD EXPENSE					
Board Retreat	0.00	184.75	700.00	-515.25	26.39%
Meals	0.00	330.83	500.00	-169.17	66.17%
Service Benefits	3,137.05	16,878.40	19,750.00	-2,871.60	85.46%
Total BOARD EXPENSE	3,137.05	17,393.98	20,950.00	-3,556.02	83.03%
COMMITTEES					
Business Partner Relations	0.00	742.44	2,500.00	-1,757.56	29.7%
Community Service	0.00	493.16	1,000.00	-506.84	49.32%
Education	1,500.00	1,500.00	1,750.00	-250.00	85.71%
Membership	0.00	29.39	500.00	-470.61	5.88%
Total COMMITTEES	1,500.00	2,764.99	5,750.00	-2,985.01	48.09%

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COMMUNICATIONS					
Telephone, Email Blasts	201.96	6,993.16	1,000.00	5,993.16	699.32%
Web Site	11.13	149.59	2,000.00	-1,850.41	7.48%
Total COMMUNICATIONS	<u>213.09</u>	<u>7,142.75</u>	<u>3,000.00</u>	<u>4,142.75</u>	<u>238.09%</u>
MEMBER PROGRAMS & BENEFITS					
Chapter Meetup	0.00	526.31	1,000.00	-473.69	52.63%
Chapter Retreat	0.00	277.50	0.00	277.50	100.0%
Educational Programs	0.00	2,090.62	15,000.00	-12,909.38	13.94%
Scholarships	0.00	5,116.00	20,000.00	-14,884.00	25.58%
Total MEMBER PROGRAMS & BENEFITS	<u>0.00</u>	<u>8,010.43</u>	<u>36,000.00</u>	<u>-27,989.57</u>	<u>22.25%</u>
NETWORKING EVENTS COST					
Business Partner Activity Cost					
BP Exhibit Hall	0.00	2,026.73	2,000.00	26.73	101.34%
BP Forum	0.00	0.00	1,000.00	-1,000.00	0.0%
BP Networking Event	0.00	3,601.22	7,500.00	-3,898.78	48.02%
Business Partner Activity Cost - Other	0.00	441.00			
Total Business Partner Activity Cost	<u>0.00</u>	<u>6,068.95</u>	<u>10,500.00</u>	<u>-4,431.05</u>	<u>57.8%</u>
Holiday Social	0.00	5,449.55	7,000.00	-1,550.45	77.85%
Law Firm Leader Dinner cost	0.00	28,233.69	30,000.00	-1,766.31	94.11%
Master Class Reception	0.00	5,487.35			
Summer Social cost	0.00	3,224.55	5,000.00	-1,775.45	64.49%
Total NETWORKING EVENTS COST	<u>0.00</u>	<u>48,464.09</u>	<u>52,500.00</u>	<u>-4,035.91</u>	<u>92.31%</u>
Total Expense	<u>10,172.79</u>	<u>142,706.38</u>	<u>191,325.00</u>	<u>-48,618.62</u>	<u>74.59%</u>
Net Income	<u><u>17,121.23</u></u>	<u><u>-82,406.78</u></u>	<u><u>-29,825.00</u></u>	<u><u>-52,581.78</u></u>	<u><u>276.3%</u></u>