

**PSALA**  
**Profit & Loss Budget Performance**  
**March 2020**

	<u>Mar 20</u>	<u>Apr '19 - Mar 20</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	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	28,800.00	103,933.33	124,000.00	-20,066.67	83.82%
<b>Total BUSINESS PARTNER ACTIVITIES</b>	<b>28,800.00</b>	<b>108,033.33</b>	<b>129,500.00</b>	<b>-21,466.67</b>	<b>83.42%</b>
Membership Dues	2,280.00	18,900.00	21,000.00	-2,100.00	90.0%
<b>NETWORKING EVENTS</b>					
Holiday Social	0.00	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%
Summer Social	0.00	0.00	0.00	0.00	0.0%
NETWORKING EVENTS - Other	0.00	2,400.00			
<b>Total NETWORKING EVENTS</b>	<b>0.00</b>	<b>10,719.02</b>	<b>9,500.00</b>	<b>1,219.02</b>	<b>112.83%</b>
<b>PROGRAMS</b>					
Education Program Registrations	0.00	2,900.00	1,500.00	1,400.00	193.33%
PROGRAMS - Other	0.00	35.00	50.00	-15.00	70.0%
<b>Total PROGRAMS</b>	<b>0.00</b>	<b>2,935.00</b>	<b>1,550.00</b>	<b>1,385.00</b>	<b>189.36%</b>
Tax refund	0.00	352.25			
<b>Total Income</b>	<b>31,080.00</b>	<b>140,939.60</b>	<b>161,550.00</b>	<b>-20,610.40</b>	<b>87.24%</b>
<b>Expense</b>					
<b>ADMINISTRATION</b>					
Bank Fees	189.30	1,536.35	3,000.00	-1,463.65	51.21%
Contingency	0.00	1,299.00	2,500.00	-1,201.00	51.96%
<b>Contract Services</b>					
Accounting Fees	0.00	2,000.00	2,300.00	-300.00	86.96%
Chapter Manager	4,720.00	57,122.54	56,000.00	1,122.54	102.01%
<b>Total Contract Services</b>	<b>4,720.00</b>	<b>59,122.54</b>	<b>58,300.00</b>	<b>822.54</b>	<b>101.41%</b>
Directors & Officers Insurance	0.00	916.00	1,125.00	-209.00	81.42%
Office Supplies	18.79	1,070.28	500.00	570.28	214.06%
Postage	23.10	422.93	100.00	322.93	422.93%
Printing and Copying	101.09	2,883.36	4,000.00	-1,116.64	72.08%
Promotion/Gifts	0.00	315.15	1,000.00	-684.85	31.52%
Taxes & Licenses	658.00	2,286.94	2,600.00	-313.06	87.96%
<b>Total ADMINISTRATION</b>	<b>5,710.28</b>	<b>69,852.55</b>	<b>73,125.00</b>	<b>-3,272.45</b>	<b>95.53%</b>
<b>BOARD EXPENSE</b>					
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	0.00	16,878.40	19,750.00	-2,871.60	85.46%
<b>Total BOARD EXPENSE</b>	<b>0.00</b>	<b>17,393.98</b>	<b>20,950.00</b>	<b>-3,556.02</b>	<b>83.03%</b>
<b>COMMITTEES</b>					
Business Partner Relations	0.00	1,063.51	2,500.00	-1,436.49	42.54%
Community Service	0.00	660.19	1,000.00	-339.81	66.02%
Education	0.00	0.00	1,750.00	-1,750.00	0.0%
Membership	0.00	173.35	500.00	-326.65	34.67%

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<b>Total COMMITTEES</b>	0.00	1,897.05	5,750.00	-3,852.95	32.99%
<b>COMMUNICATIONS</b>					
Newsletter	0.00	0.00	0.00	0.00	0.0%
Telephone, Email Blasts	162.38	7,193.76	1,000.00	6,193.76	719.38%
Web Site	11.13	171.85	2,000.00	-1,828.15	8.59%
<b>Total COMMUNICATIONS</b>	173.51	7,365.61	3,000.00	4,365.61	245.52%
<b>MEMBER PROGRAMS &amp; BENEFITS</b>					
Chapter Meetup	0.00	526.31	1,000.00	-473.69	52.63%
Chapter Retreat	0.00	6,474.00	0.00	6,474.00	100.0%
Educational Programs	0.00	3,590.62	15,000.00	-11,409.38	23.94%
Scholarships	1,499.00	6,615.00	20,000.00	-13,385.00	33.08%
<b>Total MEMBER PROGRAMS &amp; BENEFITS</b>	1,499.00	17,205.93	36,000.00	-18,794.07	47.79%
<b>NETWORKING EVENTS COST</b>					
<b>Business Partner Activity Cost</b>					
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	253.39	5,803.07	7,500.00	-1,696.93	77.37%
Business Partner Activity Cost - Other	0.00	441.00			
<b>Total Business Partner Activity Cost</b>	253.39	8,270.80	10,500.00	-2,229.20	78.77%
Holiday Social	0.00	6,550.55	7,000.00	-449.45	93.58%
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%
<b>Total NETWORKING EVENTS COST</b>	253.39	51,766.94	52,500.00	-733.06	98.6%
<b>Total Expense</b>	7,636.18	165,482.06	191,325.00	-25,842.94	86.49%
<b>Net Income</b>	<b>23,443.82</b>	<b>-24,542.46</b>	<b>-29,775.00</b>	<b>5,232.54</b>	<b>82.43%</b>