

FEDERAL MANAGERS ASSOCIATION
Profit & Loss Budget Overview
October 1, 2019 through September 30, 2020

	<u>Oct 19</u>	<u>Budget</u>	<u>% of Budget</u>	<u>Nov 19</u>	<u>Budget</u>	<u>% of Budget</u>	<u>Dec 19</u>	<u>Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense									
Income									
300 · Dues									
301 · Chapter Dues									
302 · Retirees									
305 · Lifetime Dues	750.00	4,000.00	18.75%	0.00	0.00	0.0%	250.00	0.00	100.0%
302 · Retirees - Other	1,616.50	7,500.00	21.55%	530.00	0.00	100.0%	212.00	0.00	100.0%
Total 302 · Retirees	2,366.50	11,500.00	20.58%	530.00	0.00	100.0%	462.00	0.00	100.0%
301 · Chapter Dues - Other	78,169.00	435,000.00	17.97%	21,331.75	0.00	100.0%	30,990.00	0.00	100.0%
Total 301 · Chapter Dues	80,535.50	446,500.00	18.04%	21,861.75	0.00	100.0%	31,452.00	0.00	100.0%
311 · Members-at-Large	1,688.00	6,000.00	28.13%	875.00	0.00	100.0%	376.00	0.00	100.0%
312 · Corporate	47,500.00	64,000.00	74.22%	3,250.00	0.00	100.0%	0.00	0.00	0.0%
Total 300 · Dues	129,723.50	516,500.00	25.12%	25,986.75	0.00	100.0%	31,828.00	0.00	100.0%
331 · Advertising Sales	0.00	2,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
332 · Partner Commissions - GEICO	0.00	0.00	0.0%	768.00	0.00	100.0%	0.00	0.00	0.0%
351 · Convention Fees									
35101 · Seminar Only	0.00	2,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
35102 · Exhibitors	0.00	2,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
35104 · Luncheon/Dinner Guest Tickets	0.00	1,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
351 · Convention Fees - Other	0.00	35,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
Total 351 · Convention Fees	0.00	40,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
370 · Mailing List Sales	0.00	500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
381 · Magazine Subscriptions	0.00	90.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
382 · Membership Products	0.00	1,100.00	0.0%	150.00	0.00	100.0%	0.00	0.00	0.0%
391 · Miscellaneous Income									
39101 · Refunds	0.00	3,100.00	0.0%	0.00	0.00	0.0%	658.00	0.00	100.0%
393 · Rental Income	0.00	24,000.00	0.0%	5,000.00	0.00	100.0%	2,000.00	0.00	100.0%
394 · Travel Reimbursements	179.20	0.00	100.0%	192.00	0.00	100.0%	0.00	0.00	0.0%
391 · Miscellaneous Income - Other	0.00	8,000.00	0.0%	991.90	0.00	100.0%	0.00	0.00	0.0%
Total 391 · Miscellaneous Income	179.20	35,100.00	0.51%	6,183.90	0.00	100.0%	2,658.00	0.00	100.0%
Total Income	129,902.70	595,290.00	21.82%	33,088.65	0.00	100.0%	34,486.00	0.00	100.0%
Gross Profit	129,902.70	595,290.00	21.82%	33,088.65	0.00	100.0%	34,486.00	0.00	100.0%

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Expense	Oct 19	Budget	% of Budget	Nov 19	Budget	% of Budget	Dec 19	Budget	% of Budget
500 · Payroll Expenses									
501 · Salary Admin									
50101 · Staff--N.O.	22,672.76	272,100.00	8.33%	22,672.76	0.00	100.0%	22,672.76	0.00	100.0%
50102 · Executive Board									
501R1 · Fees RegDir1	0.00	900.00	0.0%	150.00	0.00	100.0%	0.00	0.00	0.0%
501R2 · Fees RegDir2	0.00	900.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
501R3 · Fees RegDir3	0.00	900.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
501R4 · Fees RegDir4	0.00	900.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
52101 · Fees President	0.00	2,270.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
52102 · Fees Vice President	0.00	750.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
52103 · Fees Secretary	0.00	750.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
52104 · Fees - Treasurer	0.00	750.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
50102 · Executive Board - Other	1,708.30	20,500.00	8.33%	1,858.30	0.00	100.0%	887.38	0.00	100.0%
Total 50102 · Executive Board	<u>1,708.30</u>	<u>28,620.00</u>	<u>5.97%</u>	<u>2,008.30</u>	<u>0.00</u>	<u>100.0%</u>	<u>887.38</u>	<u>0.00</u>	<u>100.0%</u>
Total 501 · Salary Admin	<u>24,381.06</u>	<u>300,720.00</u>	<u>8.11%</u>	<u>24,681.06</u>	<u>0.00</u>	<u>100.0%</u>	<u>23,560.14</u>	<u>0.00</u>	<u>100.0%</u>
50901 · Employer's FICA/Medicare	<u>1,902.11</u>	<u>23,000.00</u>	<u>8.27%</u>	<u>1,882.99</u>	<u>0.00</u>	<u>100.0%</u>	<u>1,882.99</u>	<u>0.00</u>	<u>100.0%</u>
Total 500 · Payroll Expenses	<u>26,283.17</u>	<u>323,720.00</u>	<u>8.12%</u>	<u>26,564.05</u>	<u>0.00</u>	<u>100.0%</u>	<u>25,443.13</u>	<u>0.00</u>	<u>100.0%</u>
503 · Employee Benefits									
50301 · Employee Insurance Benefits	7,076.39	42,000.00	16.85%	750.00	0.00	100.0%	7,009.42	0.00	100.0%
50302 · Employee Retirement Benefits	<u>989.90</u>	<u>13,580.00</u>	<u>7.29%</u>	<u>989.90</u>	<u>0.00</u>	<u>100.0%</u>	<u>1,251.65</u>	<u>0.00</u>	<u>100.0%</u>
Total 503 · Employee Benefits	<u>8,066.29</u>	<u>55,580.00</u>	<u>14.51%</u>	<u>1,739.90</u>	<u>0.00</u>	<u>100.0%</u>	<u>8,261.07</u>	<u>0.00</u>	<u>100.0%</u>
601 · Building Expenses									
60110 · Mortgage Interest	383.47	5,500.00	6.97%	379.89	0.00	100.0%	352.81	0.00	100.0%
60120 · Real Estate Taxes	6,602.93	14,100.00	46.83%	0.00	0.00	0.0%	0.00	0.00	0.0%
60130 · Janitorial	500.00	6,000.00	8.33%	437.50	0.00	100.0%	500.00	0.00	100.0%
60140 · Electric	400.65	5,000.00	8.01%	291.91	0.00	100.0%	431.13	0.00	100.0%
60150 · Alarm	80.00	550.00	14.55%	0.00	0.00	0.0%	0.00	0.00	0.0%
60160 · Condo Fees	1,774.00	10,644.00	16.67%	0.00	0.00	0.0%	1,852.00	0.00	100.0%
60170 · Building Expenses-Recycle Costs	32.73	350.00	9.35%	32.91	0.00	100.0%	32.93	0.00	100.0%
60180 · Building Exp- 60180 Exterminate	0.00	300.00	0.0%	0.00	0.00	0.0%	75.00	0.00	100.0%
60190 · Bldg. - Maintenance	<u>313.92</u>	<u>500.00</u>	<u>62.78%</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>

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Total 601 · Building Expenses	10,087.70	42,944.00	23.49%	1,142.21	0.00	100.0%	3,243.87	0.00	100.0%
602 · Office Supplies	244.54	2,000.00	12.23%	0.00	0.00	0.0%	0.00	0.00	0.0%
603 · Furniture & Equip < \$500	0.00	800.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
604 · Depreciation & Amortization	779.79	8,600.00	9.07%	779.79	0.00	100.0%	779.79	0.00	100.0%
605 · Equipment Rental									
60501 · Copier & Maintenance-Oce'	860.51	7,000.00	12.29%	11.36	0.00	100.0%	792.49	0.00	100.0%
60502 · Postage Meter-Hasler	260.53	5,000.00	5.21%	0.00	0.00	0.0%	0.00	0.00	0.0%
60503 · Mail Equipment - MailFinance	0.00	3,000.00	0.0%	220.07	0.00	100.0%	820.09	0.00	100.0%
Total 605 · Equipment Rental	1,121.04	15,000.00	7.47%	231.43	0.00	100.0%	1,612.58	0.00	100.0%
607 · Service Fees - Client Analysis									
60702 · Service Fees-AMEX Fees	0.00	400.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
60703 · Service Fees-Merchants Fees	115.95	2,100.00	5.52%	120.20	0.00	100.0%	138.33	0.00	100.0%
607 · Service Fees - Client Analysis - Other	32.53	600.00	5.42%	33.13	0.00	100.0%	42.84	0.00	100.0%
Total 607 · Service Fees - Client Analysis	148.48	3,100.00	4.79%	153.33	0.00	100.0%	181.17	0.00	100.0%
608 · Professional Services									
60804 · Financial Services (CPA)	0.00	2,500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
60805 · Payroll Services	407.95	2,500.00	16.32%	265.95	0.00	100.0%	156.20	0.00	100.0%
Total 608 · Professional Services	407.95	5,000.00	8.16%	265.95	0.00	100.0%	156.20	0.00	100.0%
609 · IT Support Services	50.00	3,500.00	1.43%	390.00	0.00	100.0%	1,422.00	0.00	100.0%
610 · Service Subscriptions	0.00	20,000.00	0.0%	473.75	0.00	100.0%	4,029.57	0.00	100.0%
61101 · Membership Dues	0.00	40.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
612 · Insurance-Corporate	0.00	7,500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
613 · Training - N.O. Staff	40.00	500.00	8.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
614 · Organization or Membership Dues	0.00	365.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
616 · Online Registration Service	0.00	190.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
629 · Phone Services									
630 · Local Phone	423.85	5,200.00	8.15%	435.50	0.00	100.0%	425.30	0.00	100.0%
63002 · Wireless Cell Phones	0.00	3,000.00	0.0%	0.00	0.00	0.0%	359.58	0.00	100.0%
632 · EB Conference Calls	21.34	250.00	8.54%	0.00	0.00	0.0%	0.00	0.00	0.0%
Total 629 · Phone Services	445.19	8,450.00	5.27%	435.50	0.00	100.0%	784.88	0.00	100.0%
633 · Deliveries	59.27	1,200.00	4.94%	0.00	0.00	0.0%	40.35	0.00	100.0%
640 · Advertising N.O.	0.00	250.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%

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650 · Corporate & Coalition Relations	60.45	500.00	12.09%	0.00	0.00	0.0%	0.00	0.00	0.0%
660 · Advocacy	0.00	500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
661 · EB/N.O. Business/Mtgs									
66101 · Exp President	0.00	1,800.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
66102 · Exp Vice President	0.00	1,520.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
66103 · Exp Secretary	0.00	1,520.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
66104 · Exp Treasurer	0.00	1,520.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
66105 · Exp NOS NC	0.00	1,500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
661R1 · Exp RegDir1	294.59	2,320.00	12.7%	164.38	0.00	100.0%	0.00	0.00	0.0%
661R2 · Exp RegDir2	0.00	2,320.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
661R3 · Exp RegDir3	0.00	2,320.00	0.0%	479.02	0.00	100.0%	0.00	0.00	0.0%
661R4 · Exp RegDir4	0.00	2,320.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
661 · EB/N.O. Business/Mtgs - Other	0.00	1,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
Total 661 · EB/N.O. Business/Mtgs	294.59	18,140.00	1.62%	643.40	0.00	100.0%	0.00	0.00	0.0%
663 · Recruitment									
666 · Recruitment Material/Supplies	0.00	500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
663 · Recruitment - Other	0.00	3,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
Total 663 · Recruitment	0.00	3,500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
667 · Member Products	0.00	500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
699 · Miscellaneous Expense	-1,429.57	3,000.00	-47.65%	43,862.60	0.00	100.0%	-39,184.02	0.00	100.0%
701 · Magazine - Layout/Printing	7,819.00	28,100.00	27.83%	0.00	0.00	0.0%	6,095.00	0.00	100.0%
703 · Printing-General Office Supply	0.00	500.00	0.0%	0.00	0.00	0.0%	387.56	0.00	100.0%
801 · National Convention									
80102 · NC Hotel / Food & Beverage	0.00	33,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
802 · NC Rebates	0.00	4,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
803 · NC Printing-Binders/Tabs/Copies									
80301 · NC Legis Printing	0.00	2,000.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
803 · NC Printing-Binders/Tabs/Copies - Other	0.00	1,500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
Total 803 · NC Printing-Binders/Tabs/Copies	0.00	3,500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
Total 801 · National Convention	0.00	40,500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
812 · Natl Conv-Other	0.00	500.00	0.0%	0.00	0.00	0.0%	0.00	0.00	0.0%
Total Expense	54,477.89	594,479.00	9.16%	76,681.91	0.00	100.0%	13,253.15	0.00	100.0%

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Net Ordinary Income	75,424.81	811.00	9,300.22%	-43,593.26	0.00	100.0%	21,232.85	0.00	100.0%
Net Income	<u>75,424.81</u>	<u>811.00</u>	<u>9,300.22%</u>	<u>-43,593.26</u>	<u>0.00</u>	<u>100.0%</u>	<u>21,232.85</u>	<u>0.00</u>	<u>100.0%</u>

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	TOTAL								
	Jan 20	Budget	% of Budget	Feb 20	Budget	% of Budget	Oct '19 - Feb 20	Budget	% of Budget
Ordinary Income/Expense									
Income									
300 · Dues									
301 · Chapter Dues									
302 · Retirees									
305 · Lifetime Dues	0.00	0.00	0.0%	250.00	0.00	100.0%	1,250.00	4,000.00	31.25%
302 · Retirees - Other	1,417.75	0.00	100.0%	1,046.75	0.00	100.0%	4,823.00	7,500.00	64.31%
Total 302 · Retirees	1,417.75	0.00	100.0%	1,296.75	0.00	100.0%	6,073.00	11,500.00	52.81%
301 · Chapter Dues - Other	54,447.50	0.00	100.0%	31,680.25	0.00	100.0%	216,618.50	435,000.00	49.8%
Total 301 · Chapter Dues	55,865.25	0.00	100.0%	32,977.00	0.00	100.0%	222,691.50	446,500.00	49.88%
311 · Members-at-Large	875.00	0.00	100.0%	125.00	0.00	100.0%	3,939.00	6,000.00	65.65%
312 · Corporate	0.00	0.00	0.0%	7,000.00	0.00	100.0%	57,750.00	64,000.00	90.23%
Total 300 · Dues	56,740.25	0.00	100.0%	40,102.00	0.00	100.0%	284,380.50	516,500.00	55.06%
331 · Advertising Sales	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,000.00	0.0%
332 · Partner Commissions - GEICO	0.00			588.00			1,356.00	0.00	100.0%
351 · Convention Fees									
35101 · Seminar Only	0.00	0.00	0.0%	325.00	0.00	100.0%	325.00	2,000.00	16.25%
35102 · Exhibitors	325.00	0.00	100.0%	400.00	0.00	100.0%	725.00	2,000.00	36.25%
35104 · Luncheon/Dinner Guest Tickets	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,000.00	0.0%
351 · Convention Fees - Other	0.00	0.00	0.0%	10,100.00	0.00	100.0%	10,100.00	35,000.00	28.86%
Total 351 · Convention Fees	325.00	0.00	100.0%	10,825.00	0.00	100.0%	11,150.00	40,000.00	27.88%
370 · Mailing List Sales	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	500.00	0.0%
381 · Magazine Subscriptions	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	90.00	0.0%
382 · Membership Products	0.00	0.00	0.0%	0.00	0.00	0.0%	150.00	1,100.00	13.64%
391 · Miscellaneous Income									
39101 · Refunds	0.00	0.00	0.0%	911.49	0.00	100.0%	1,569.49	3,100.00	50.63%
393 · Rental Income	0.00	0.00	0.0%	4,000.00	0.00	100.0%	11,000.00	24,000.00	45.83%
394 · Travel Reimbursements	-171.00			328.25			528.45	0.00	100.0%
391 · Miscellaneous Income - Other	0.00	0.00	0.0%	0.00	0.00	0.0%	991.90	8,000.00	12.4%
Total 391 · Miscellaneous Income	-171.00	0.00	100.0%	5,239.74	0.00	100.0%	14,089.84	35,100.00	40.14%
Total Income	56,894.25	0.00	100.0%	56,754.74	0.00	100.0%	311,126.34	595,290.00	52.27%
Gross Profit	56,894.25	0.00	100.0%	56,754.74	0.00	100.0%	311,126.34	595,290.00	52.27%

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Expense							TOTAL		
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500 · Payroll Expenses									
501 · Salary Admin									
50101 · Staff--N.O.	22,742.50	0.00	100.0%	21,978.06	0.00	100.0%	112,738.84	272,100.00	41.43%
50102 · Executive Board									
501R1 · Fees RegDir1	0.00	0.00	0.0%	0.00	0.00	0.0%	150.00	900.00	16.67%
501R2 · Fees RegDir2	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	900.00	0.0%
501R3 · Fees RegDir3	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	900.00	0.0%
501R4 · Fees RegDir4	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	900.00	0.0%
52101 · Fees President	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,270.00	0.0%
52102 · Fees Vice President	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	750.00	0.0%
52103 · Fees Secretary	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	750.00	0.0%
52104 · Fees - Treasurer	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	750.00	0.0%
50102 · Executive Board - Other	1,708.30	0.00	100.0%	0.00	0.00	0.0%	6,162.28	20,500.00	30.06%
Total 50102 · Executive Board	<u>1,708.30</u>	<u>0.00</u>	<u>100.0%</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>6,312.28</u>	<u>28,620.00</u>	<u>22.06%</u>
Total 501 · Salary Admin	<u>24,450.80</u>	<u>0.00</u>	<u>100.0%</u>	<u>21,978.06</u>	<u>0.00</u>	<u>100.0%</u>	<u>119,051.12</u>	<u>300,720.00</u>	<u>39.59%</u>
50901 · Employer's FICA/Medicare	<u>2,037.10</u>	<u>0.00</u>	<u>100.0%</u>	<u>1,727.32</u>	<u>0.00</u>	<u>100.0%</u>	<u>9,432.51</u>	<u>23,000.00</u>	<u>41.01%</u>
Total 500 · Payroll Expenses	<u>26,487.90</u>	<u>0.00</u>	<u>100.0%</u>	<u>23,705.38</u>	<u>0.00</u>	<u>100.0%</u>	<u>128,483.63</u>	<u>323,720.00</u>	<u>39.69%</u>
503 · Employee Benefits									
50301 · Employee Insurance Benefits	226.78	0.00	100.0%	3,478.02	0.00	100.0%	18,540.61	42,000.00	44.14%
50302 · Employee Retirement Benefits	<u>1,186.16</u>	<u>0.00</u>	<u>100.0%</u>	<u>1,206.16</u>	<u>0.00</u>	<u>100.0%</u>	<u>5,623.77</u>	<u>13,580.00</u>	<u>41.41%</u>
Total 503 · Employee Benefits	<u>1,412.94</u>	<u>0.00</u>	<u>100.0%</u>	<u>4,684.18</u>	<u>0.00</u>	<u>100.0%</u>	<u>24,164.38</u>	<u>55,580.00</u>	<u>43.48%</u>
601 · Building Expenses									
60110 · Mortgage Interest	346.93	0.00	100.0%	330.33	0.00	100.0%	1,793.43	5,500.00	32.61%
60120 · Real Estate Taxes	0.00	0.00	0.0%	0.00	0.00	0.0%	6,602.93	14,100.00	46.83%
60130 · Janitorial	532.91	0.00	100.0%	500.00	0.00	100.0%	2,470.41	6,000.00	41.17%
60140 · Electric	466.87	0.00	100.0%	0.00	0.00	0.0%	1,590.56	5,000.00	31.81%
60150 · Alarm	80.00	0.00	100.0%	0.00	0.00	0.0%	160.00	550.00	29.09%
60160 · Condo Fees	0.00	0.00	0.0%	0.00	0.00	0.0%	3,626.00	10,644.00	34.07%
60170 · Building Expenses-Recycle Costs	32.93	0.00	100.0%	0.00	0.00	0.0%	131.50	350.00	37.57%
60180 · Building Exp- 60180 Exterminate	0.00	0.00	0.0%	0.00	0.00	0.0%	75.00	300.00	25.0%
60190 · Bldg. - Maintenance	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>313.92</u>	<u>500.00</u>	<u>62.78%</u>

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							TOTAL		
	Jan 20	Budget	% of Budget	Feb 20	Budget	% of Budget	Oct '19 - Feb 20	Budget	% of Budget
Total 601 · Building Expenses	1,459.64	0.00	100.0%	830.33	0.00	100.0%	16,763.75	42,944.00	39.04%
602 · Office Supplies	177.97	0.00	100.0%	32.48	0.00	100.0%	454.99	2,000.00	22.75%
603 · Furniture & Equip < \$500	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	800.00	0.0%
604 · Depreciation & Amortization	779.79	0.00	100.0%	779.79	0.00	100.0%	3,898.95	8,600.00	45.34%
605 · Equipment Rental									
60501 · Copier & Maintenance-Oce'	754.43	0.00	100.0%	784.32	0.00	100.0%	3,203.11	7,000.00	45.76%
60502 · Postage Meter-Hasler	0.00	0.00	0.0%	0.00	0.00	0.0%	260.53	5,000.00	5.21%
60503 · Mail Equipment - MailFinance	0.00	0.00	0.0%	0.00	0.00	0.0%	1,040.16	3,000.00	34.67%
Total 605 · Equipment Rental	754.43	0.00	100.0%	784.32	0.00	100.0%	4,503.80	15,000.00	30.03%
607 · Service Fees - Client Analysis									
60702 · Service Fees-AMEX Fees	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	400.00	0.0%
60703 · Service Fees-Merchants Fees	83.11	0.00	100.0%	98.69	0.00	100.0%	556.28	2,100.00	26.49%
607 · Service Fees - Client Analysis - Other	183.49	0.00	100.0%	30.71	0.00	100.0%	322.70	600.00	53.78%
Total 607 · Service Fees - Client Analysis	266.60	0.00	100.0%	129.40	0.00	100.0%	878.98	3,100.00	28.35%
608 · Professional Services									
60804 · Financial Services (CPA)	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,500.00	0.0%
60805 · Payroll Services	444.45	0.00	100.0%	156.20	0.00	100.0%	1,430.75	2,500.00	57.23%
Total 608 · Professional Services	444.45	0.00	100.0%	156.20	0.00	100.0%	1,430.75	5,000.00	28.62%
609 · IT Support Services	110.00	0.00	100.0%	0.00	0.00	0.0%	1,972.00	3,500.00	56.34%
610 · Service Subscriptions	268.62	0.00	100.0%	519.18	0.00	100.0%	5,291.12	20,000.00	26.46%
61101 · Membership Dues	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	40.00	0.0%
612 · Insurance-Corporate	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	7,500.00	0.0%
613 · Training - N.O. Staff	0.00	0.00	0.0%	0.00	0.00	0.0%	40.00	500.00	8.0%
614 · Organization or Membership Dues	0.00	0.00	0.0%	40.00	0.00	100.0%	40.00	365.00	10.96%
616 · Online Registration Service	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	190.00	0.0%
629 · Phone Services									
630 · Local Phone	634.91	0.00	100.0%	127.00	0.00	100.0%	2,046.56	5,200.00	39.36%
63002 · Wireless Cell Phones	0.00	0.00	0.0%	253.78	0.00	100.0%	613.36	3,000.00	20.45%
632 · EB Conference Calls	46.00	0.00	100.0%	20.89	0.00	100.0%	88.23	250.00	35.29%
Total 629 · Phone Services	680.91	0.00	100.0%	401.67	0.00	100.0%	2,748.15	8,450.00	32.52%
633 · Deliveries	307.76	0.00	100.0%	129.29	0.00	100.0%	536.67	1,200.00	44.72%
640 · Advertising N.O.	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	250.00	0.0%

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							TOTAL		
	Jan 20	Budget	% of Budget	Feb 20	Budget	% of Budget	Oct '19 - Feb 20	Budget	% of Budget
650 · Corporate & Coalition Relations	42.52	0.00	100.0%	0.00	0.00	0.0%	102.97	500.00	20.59%
660 · Advocacy	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	500.00	0.0%
661 · EB/N.O. Business/Mtgs									
66101 · Exp President	33.41	0.00	100.0%	0.00	0.00	0.0%	33.41	1,800.00	1.86%
66102 · Exp Vice President	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,520.00	0.0%
66103 · Exp Secretary	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,520.00	0.0%
66104 · Exp Treasurer	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,520.00	0.0%
66105 · Exp NOS NC	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,500.00	0.0%
661R1 · Exp RegDir1	0.00	0.00	0.0%	0.00	0.00	0.0%	458.97	2,320.00	19.78%
661R2 · Exp RegDir2	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,320.00	0.0%
661R3 · Exp RegDir3	0.00	0.00	0.0%	0.00	0.00	0.0%	479.02	2,320.00	20.65%
661R4 · Exp RegDir4	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,320.00	0.0%
661 · EB/N.O. Business/Mtgs - Other	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,000.00	0.0%
Total 661 · EB/N.O. Business/Mtgs	33.41	0.00	100.0%	0.00	0.00	0.0%	971.40	18,140.00	5.36%
663 · Recruitment									
666 · Recruitment Material/Supplies	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	500.00	0.0%
663 · Recruitment - Other	6.37	0.00	100.0%	0.00	0.00	0.0%	6.37	3,000.00	0.21%
Total 663 · Recruitment	6.37	0.00	100.0%	0.00	0.00	0.0%	6.37	3,500.00	0.18%
667 · Member Products	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	500.00	0.0%
699 · Miscellaneous Expense	0.00	0.00	0.0%	16.86	0.00	100.0%	3,265.87	3,000.00	108.86%
701 · Magazine - Layout/Printing	0.00	0.00	0.0%	0.00	0.00	0.0%	13,914.00	28,100.00	49.52%
703 · Printing-General Office Supply	0.00	0.00	0.0%	0.00	0.00	0.0%	387.56	500.00	77.51%
801 · National Convention									
80102 · NC Hotel / Food & Beverage	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	33,000.00	0.0%
802 · NC Rebates	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	4,000.00	0.0%
803 · NC Printing-Binders/Tabs/Copies									
80301 · NC Legis Printing	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	2,000.00	0.0%
803 · NC Printing-Binders/Tabs/Copies - Other	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	1,500.00	0.0%
Total 803 · NC Printing-Binders/Tabs/Copies	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	3,500.00	0.0%
Total 801 · National Convention	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	40,500.00	0.0%
812 · Natl Conv-Other	0.00	0.00	0.0%	0.00	0.00	0.0%	0.00	500.00	0.0%
Total Expense	33,233.31	0.00	100.0%	32,209.08	0.00	100.0%	209,855.34	594,479.00	35.3%

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							TOTAL		
	Jan 20	Budget	% of Budget	Feb 20	Budget	% of Budget	Oct '19 - Feb 20	Budget	% of Budget
Net Ordinary Income	23,660.94	0.00	100.0%	24,545.66	0.00	100.0%	101,271.00	811.00	12,487.18%
Net Income	23,660.94	0.00	100.0%	24,545.66	0.00	100.0%	101,271.00	811.00	12,487.18%