

**FEDERAL MANAGERS ASSOCIATION**  
**Profit & Loss Budget Overview**  
 October 1, 2018 through September 30, 2019

5:51 PM  
 02/21/2019  
 Cash Basis

	TOTAL		
	Oct '18 - Jan 19	Budget	% of Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>300 · Dues</b>			
<b>301 · Chapter Dues</b>			
<b>302 · Retirees</b>			
<b>305 · Lifetime Dues</b>	2,500.00	2,500.00	100.0%
<b>302 · Retirees - Other</b>	3,870.00	8,500.00	45.53%
<b>Total 302 · Retirees</b>	6,370.00	11,000.00	57.91%
<b>301 · Chapter Dues - Other</b>	197,132.23	452,000.00	43.61%
<b>Total 301 · Chapter Dues</b>	203,502.23	463,000.00	43.95%
<b>311 · Members-at-Large</b>	3,563.00	7,500.00	47.51%
<b>312 · Corporate</b>	51,000.00	61,500.00	82.93%
<b>Total 300 · Dues</b>	258,065.23	532,000.00	48.51%
<b>331 · Advertising Sales</b>	0.00	8,500.00	0.0%
<b>332 · Partner Commissions - GEICO</b>	620.00	1,200.00	51.67%
<b>351 · Convention Fees</b>			
<b>35101 · Seminar Only</b>	0.00	2,000.00	0.0%
<b>35102 · Exhibitors</b>	0.00	1,250.00	0.0%
<b>351 · Convention Fees - Other</b>	1,300.00	43,000.00	3.02%
<b>Total 351 · Convention Fees</b>	1,300.00	46,250.00	2.81%
<b>370 · Mailing List Sales</b>	0.00	500.00	0.0%
<b>381 · Magazine Subscriptions</b>	0.00	90.00	0.0%
<b>382 · Membership Products</b>			
<b>38221 · Membership Prod Stainless Tumb</b>	22.00	0.00	100.0%
<b>38223 · Polos</b>	22.00	0.00	100.0%
<b>382 · Membership Products - Other</b>	0.00	300.00	0.0%
<b>Total 382 · Membership Products</b>	44.00	300.00	14.67%
<b>391 · Miscellaneous Income</b>			
<b>39101 · Refunds</b>	331.01	3,000.00	11.03%
<b>393 · Rental Income</b>	12,000.00	24,000.00	50.0%
<b>394 · Travel Reimbursements</b>	-130.00	0.00	100.0%
<b>391 · Miscellaneous Income - Other</b>	6,868.51	8,000.00	85.86%
<b>Total 391 · Miscellaneous Income</b>	19,069.52	35,000.00	54.48%
<b>Total Income</b>	279,098.75	623,840.00	44.74%
<b>Gross Profit</b>	279,098.75	623,840.00	44.74%
<b>Expense</b>			
<b>500 · Payroll Expenses</b>			
<b>501 · Salary Admin</b>			
<b>50101 · Staff--N.O.</b>	89,490.00	269,471.00	33.21%
<b>50102 · Executive Board</b>			
<b>501R1 · Fees RegDir1</b>	150.00	900.00	16.67%
<b>501R2 · Fees RegDir2</b>	150.00	900.00	16.67%
<b>501R3 · Fees RegDir3</b>	150.00	900.00	16.67%

	<b>TOTAL</b>		
	<b>Oct '18 - Jan 19</b>	<b>Budget</b>	<b>% of Budget</b>
501R4 · Fees RegDir4	0.00	900.00	0.0%
52101 · Fees President	900.00	2,270.00	39.65%
52102 · Fees Vice President	0.00	750.00	0.0%
52103 · Fees Secretary	0.00	750.00	0.0%
52104 · Fees - Treasurer	0.00	750.00	0.0%
50102 · Executive Board - Other	6,833.20	20,500.00	33.33%
<b>Total 50102 · Executive Board</b>	<b>8,183.20</b>	<b>28,620.00</b>	<b>28.59%</b>
<b>Total 501 · Salary Admin</b>	<b>97,673.20</b>	<b>298,091.00</b>	<b>32.77%</b>
50901 · Employer's FICA/Medicare	7,565.88	25,000.00	30.26%
<b>Total 500 · Payroll Expenses</b>	<b>105,239.08</b>	<b>323,091.00</b>	<b>32.57%</b>
502 · Contracted Salary	0.00	1,000.00	0.0%
503 · Employee Benefits			
50301 · Employee Insurance Benefits	13,907.99	40,000.00	34.77%
50302 · Employee Pension Benefits	4,773.89	13,425.00	35.56%
<b>Total 503 · Employee Benefits</b>	<b>18,681.88</b>	<b>53,425.00</b>	<b>34.97%</b>
601 · Building Expenses			
60110 · Mortgage Interest	2,212.58	7,200.00	30.73%
60120 · Real Estate Taxes	6,602.93	13,300.00	49.65%
60130 · Janitorial	2,000.00	6,000.00	33.33%
60140 · Electric	1,453.20	5,000.00	29.06%
60150 · Alarm	160.00	500.00	32.0%
60160 · Condo Fees	3,201.00	9,400.00	34.05%
60170 · Building Expenses-Recycle Costs	122.46	250.00	48.98%
60180 · Building Exp- 60180 Exterminate	150.00	250.00	60.0%
60190 · Bldg. - Maintenance	40.80	1,000.00	4.08%
60195 · Miscellaneous	0.00	500.00	0.0%
<b>Total 601 · Building Expenses</b>	<b>15,942.97</b>	<b>43,400.00</b>	<b>36.74%</b>
602 · Office Supplies	587.03	2,800.00	20.97%
603 · Furniture & Equip < \$500	0.00	800.00	0.0%
604 · Depreciation & Amortization	3,119.16	10,000.00	31.19%
605 · Equipment Rental			
60501 · Copier & Maintenance-Oce'	2,276.62	7,500.00	30.36%
60502 · Postage Meter-Hasler	1,055.19	5,000.00	21.1%
60503 · Mail Equipment - MailFinance	1,067.19	3,000.00	35.57%
<b>Total 605 · Equipment Rental</b>	<b>4,399.00</b>	<b>15,500.00</b>	<b>28.38%</b>
607 · Service Fees - Client Analysis			
60702 · Service Fees-AMEX Fees	0.00	450.00	0.0%
60703 · Service Fees-Merchants Fees	484.70	2,200.00	22.03%
607 · Service Fees - Client Analysis - Other	290.96	850.00	34.23%
<b>Total 607 · Service Fees - Client Analysis</b>	<b>775.66</b>	<b>3,500.00</b>	<b>22.16%</b>
608 · Professional Services			
60804 · Financial Services (CPA)	1,575.00	2,000.00	78.75%
60805 · Payroll Services	1,219.21	3,000.00	40.64%
<b>Total 608 · Professional Services</b>	<b>2,794.21</b>	<b>5,000.00</b>	<b>55.88%</b>
609 · IT Support Services	1,542.00	4,000.00	38.55%
610 · Service Subscriptions	5,834.28	19,000.00	30.71%

	<b>TOTAL</b>		
	<b>Oct '18 - Jan 19</b>	<b>Budget</b>	<b>% of Budget</b>
611 · Periodical Subscriptions	0.00	150.00	0.0%
61101 · Membership Dues	0.00	50.00	0.0%
612 · Insurance-Corporate	0.00	8,000.00	0.0%
613 · Training - N.O. Staff	0.00	500.00	0.0%
614 · Organization or Membership Dues	276.25	365.00	75.69%
616 · Online Registration Service	190.00	190.00	100.0%
629 · Phone Services			
630 · Local Phone	2,123.94	5,200.00	40.85%
63002 · Wireless Cell Phones	1,088.02	3,000.00	36.27%
632 · EB Conference Calls	53.97	300.00	17.99%
<b>Total 629 · Phone Services</b>	<b>3,265.93</b>	<b>8,500.00</b>	<b>38.42%</b>
633 · Postage & Delivery	223.60	1,200.00	18.63%
640 · Advertising N.O.	0.00	250.00	0.0%
650 · Corporate Relations	91.77	600.00	15.3%
660 · Advocacy	103.52	750.00	13.8%
661 · EB/N.O. Business/Mtgs			
66101 · Exp President	3,743.90	4,645.00	80.6%
66102 · Exp Vice President	0.00	1,520.00	0.0%
66103 · Exp Secretary	0.00	1,520.00	0.0%
66104 · Exp Treasurer	0.00	1,520.00	0.0%
66105 · Exp NOS NC	0.00	3,000.00	0.0%
661R1 · Exp RegDir1	464.08	2,320.00	20.0%
661R2 · Exp RegDir2	1,392.97	2,320.00	60.04%
661R3 · Exp RegDir3	1,196.95	2,320.00	51.59%
661R4 · Exp RegDir4	0.00	2,320.00	0.0%
661 · EB/N.O. Business/Mtgs - Other	418.11	1,000.00	41.81%
<b>Total 661 · EB/N.O. Business/Mtgs</b>	<b>7,216.01</b>	<b>22,485.00</b>	<b>32.09%</b>
663 · Recruitment			
666 · Recruitment Material/Supplies	0.00	500.00	0.0%
663 · Recruitment - Other	536.20	3,000.00	17.87%
<b>Total 663 · Recruitment</b>	<b>536.20</b>	<b>3,500.00</b>	<b>15.32%</b>
667 · Member Products	0.00	750.00	0.0%
699 · Miscellaneous Expense	312.40	3,500.00	8.93%
701 · Magazine - Layout/Printing	10,330.42	33,000.00	31.3%
703 · Printing-General Office Supply	0.00	500.00	0.0%
801 · National Convention			
80102 · NC Hotel / Food & Beverage	0.00	35,000.00	0.0%
802 · NC Rebates	0.00	8,000.00	0.0%
803 · NC Printing-Binders/Tabs/Copies			
80301 · NC Legis Printing	0.00	2,500.00	0.0%
803 · NC Printing-Binders/Tabs/Copies - Other	0.00	2,000.00	0.0%
<b>Total 803 · NC Printing-Binders/Tabs/Copies</b>	<b>0.00</b>	<b>4,500.00</b>	<b>0.0%</b>
805 · NC Training	0.00	250.00	0.0%
<b>Total 801 · National Convention</b>	<b>0.00</b>	<b>47,750.00</b>	<b>0.0%</b>
812 · Natl Conv-Other	0.00	1,000.00	0.0%
<b>Total Expense</b>	<b>181,461.37</b>	<b>614,556.00</b>	<b>29.53%</b>

Net Ordinary Income  
Net Income

	TOTAL	
<u>Oct '18 - Jan 19</u>	<u>Budget</u>	<u>% of Budget</u>
97,637.38	9,284.00	1,051.67%
<u><b>97,637.38</b></u>	<u><b>9,284.00</b></u>	<u><b>1,051.67%</b></u>