

FEDERAL MANAGERS ASSOCIATION
Profit & Loss YTD Comparison
February 2020

	<u>Feb 20</u>	<u>Oct '19 - Feb 20</u>
Ordinary Income/Expense		
Income		
300 · Dues		
301 · Chapter Dues		
302 · Retirees		
305 · Lifetime Dues	250.00	1,250.00
302 · Retirees - Other	1,046.75	4,823.00
Total 302 · Retirees	<u>1,296.75</u>	<u>6,073.00</u>
301 · Chapter Dues - Other	31,680.25	216,618.50
Total 301 · Chapter Dues	<u>32,977.00</u>	<u>222,691.50</u>
311 · Members-at-Large	125.00	3,939.00
312 · Corporate	7,000.00	57,750.00
Total 300 · Dues	<u>40,102.00</u>	<u>284,380.50</u>
332 · Partner Commissions - GEICO	588.00	1,356.00
351 · Convention Fees		
35101 · Seminar Only	325.00	325.00
35102 · Exhibitors	400.00	725.00
351 · Convention Fees - Other	10,100.00	10,100.00
Total 351 · Convention Fees	<u>10,825.00</u>	<u>11,150.00</u>
382 · Membership Products	0.00	150.00
391 · Miscellaneous Income		
39101 · Refunds	911.49	1,569.49
393 · Rental Income	4,000.00	11,000.00
394 · Travel Reimbursements	328.25	528.45
391 · Miscellaneous Income - Other	0.00	991.90
Total 391 · Miscellaneous Income	<u>5,239.74</u>	<u>14,089.84</u>
Total Income	<u>56,754.74</u>	<u>311,126.34</u>
Gross Profit	56,754.74	311,126.34
Expense		
500 · Payroll Expenses		
501 · Salary Admin		
50101 · Staff--N.O.	21,978.06	112,738.84
50102 · Executive Board		
501R1 · Fees RegDir1	0.00	150.00
50102 · Executive Board - Other	0.00	6,162.28
Total 50102 · Executive Board	<u>0.00</u>	<u>6,312.28</u>
Total 501 · Salary Admin	<u>21,978.06</u>	<u>119,051.12</u>
50901 · Employer's FICA/Medicare	1,727.32	9,432.51
50902 · SUTA	0.00	0.00
50903 · FUTA	0.00	0.00
Total 500 · Payroll Expenses	<u>23,705.38</u>	<u>128,483.63</u>
503 · Employee Benefits		
50301 · Employee Insurance Benefits	3,478.02	18,540.61
50302 · Employee Retirement Benefits	1,206.16	5,623.77

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Total 503 · Employee Benefits	4,684.18	24,164.38
601 · Building Expenses		
60110 · Mortgage Interest	330.33	1,793.43
60120 · Real Estate Taxes	0.00	6,602.93
60130 · Janitorial	500.00	2,470.41
60140 · Electric	0.00	1,590.56
60150 · Alarm	0.00	160.00
60160 · Condo Fees	0.00	3,626.00
60170 · Building Expenses-Recycle Costs	0.00	131.50
60180 · Building Exp- 60180 Exterminate	0.00	75.00
60190 · Bldg. - Maintenance	0.00	313.92
Total 601 · Building Expenses	<u>830.33</u>	<u>16,763.75</u>
602 · Office Supplies	32.48	454.99
604 · Depreciation & Amortization	779.79	3,898.95
605 · Equipment Rental		
60501 · Copier & Maintenance-Oce'	784.32	3,203.11
60502 · Postage Meter-Hasler	0.00	260.53
60503 · Mail Equipment - MailFinance	0.00	1,040.16
Total 605 · Equipment Rental	<u>784.32</u>	<u>4,503.80</u>
607 · Service Fees - Client Analysis		
60703 · Service Fees-Merchants Fees	98.69	556.28
607 · Service Fees - Client Analysis - Other	30.71	322.70
Total 607 · Service Fees - Client Analysis	<u>129.40</u>	<u>878.98</u>
608 · Professional Services		
60805 · Payroll Services	156.20	1,430.75
Total 608 · Professional Services	<u>156.20</u>	<u>1,430.75</u>
609 · IT Support Services	0.00	1,972.00
610 · Service Subscriptions	519.18	5,291.12
613 · Training - N.O. Staff	0.00	40.00
614 · Organization or Membership Dues	40.00	40.00
629 · Phone Services		
630 · Local Phone	127.00	2,046.56
63002 · Wireless Cell Phones	253.78	613.36
632 · EB Conference Calls	20.89	88.23
Total 629 · Phone Services	<u>401.67</u>	<u>2,748.15</u>
633 · Deliveries	129.29	536.67
650 · Corporate & Coalition Relations	0.00	102.97
661 · EB/N.O. Business/Mtgs		
66101 · Exp President	0.00	33.41
661R1 · Exp RegDir1	0.00	458.97
661R3 · Exp RegDir3	0.00	479.02
Total 661 · EB/N.O. Business/Mtgs	<u>0.00</u>	<u>971.40</u>
663 · Recruitment	0.00	6.37
668 · Regional Directors Conf	0.00	0.00

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699 · Miscellaneous Expense	16.86	3,265.87
701 · Magazine - Layout/Printing	0.00	13,914.00
703 · Printing-General Office Supply	0.00	387.56
Total Expense	<u>32,209.08</u>	<u>209,855.34</u>
Net Ordinary Income	<u>24,545.66</u>	<u>101,271.00</u>
Net Income	<u><u>24,545.66</u></u>	<u><u>101,271.00</u></u>