

FEDERAL MANAGERS ASSOCIATION

Budget vs Actual

October 1, 2020 through September 30, 2021

	<u>Oct 20</u>	<u>Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense			
Income			
300 - Dues			
301 - Chapter Dues			
302 - Retirees			
305 - Lifetime Dues	250.00	2,500.00	10.0%
302 - Retirees - Other	2,477.50	8,000.00	30.97%
Total 302 - Retirees	<u>2,727.50</u>	<u>10,500.00</u>	<u>25.98%</u>
301 - Chapter Dues - Other	85,012.00	424,000.00	20.05%
Total 301 - Chapter Dues	<u>87,739.50</u>	<u>434,500.00</u>	<u>20.19%</u>
311 - Members-at-Large	2,312.00	5,000.00	46.24%
312 - Corporate	5,000.00	62,500.00	8.0%
Total 300 - Dues	<u>95,051.50</u>	<u>502,000.00</u>	<u>18.94%</u>
331 - Advertising Sales	0.00	2,000.00	0.0%
351 - Convention Fees			
35101 - Seminar Only	0.00	2,000.00	0.0%
35102 - Exhibitors	0.00	2,000.00	0.0%
35104 - Luncheon/Dinner Guest Tickets	0.00	500.00	0.0%
351 - Convention Fees - Other	0.00	35,000.00	0.0%
Total 351 - Convention Fees	<u>0.00</u>	<u>39,500.00</u>	<u>0.0%</u>
370 - Mailing List Sales	0.00	250.00	0.0%
381 - Magazine Subscriptions	0.00	30.00	0.0%
382 - Membership Products	0.00	500.00	0.0%
391 - Miscellaneous Income			
39101 - Refunds	816.38	3,000.00	27.21%
393 - Rental Income	2,000.00	24,000.00	8.33%
394 - Travel Reimbursements	0.00	0.00	0.0%
391 - Miscellaneous Income - Other	42,750.00	8,000.00	534.38%
Total 391 - Miscellaneous Income	<u>45,566.38</u>	<u>35,000.00</u>	<u>130.19%</u>
Total Income	<u>140,617.88</u>	<u>579,280.00</u>	<u>24.28%</u>
Gross Profit	140,617.88	579,280.00	24.28%
Expense			
500 - Payroll Expenses			
501 - Salary Admin			
50101 - Staff--N.O.	23,083.34	277,000.00	8.33%
50102 - Executive Board			
50104 - Fees Treasurer	0.00	750.00	0.0%
501R1 - Fees RegDir1	0.00	750.00	0.0%
501R2 - Fees RegDir2	0.00	750.00	0.0%
501R3 - Fees RegDir3	0.00	750.00	0.0%
501R4 - Fees RegDir4	0.00	750.00	0.0%

	Oct 20	Budget	% of Budget
52101 · Fees President	0.00	1,500.00	0.0%
52102 · Fees Vice President	0.00	750.00	0.0%
52103 · Fees Secretary	0.00	750.00	0.0%
50102 · Executive Board - Other	1,708.31	20,500.00	8.33%
Total 50102 · Executive Board	1,708.31	27,250.00	6.27%
Total 501 · Salary Admin	24,791.65	304,250.00	8.15%
50901 · Employer's FICA/Medicare	0.00	18,000.00	0.0%
Total 500 · Payroll Expenses	24,791.65	322,250.00	7.69%
503 · Employee Benefits			
50301 · Employee Insurance Benefits	4,351.77	45,000.00	9.67%
50302 · Employee Retirement Benefits	1,006.24	12,500.00	8.05%
Total 503 · Employee Benefits	5,358.01	57,500.00	9.32%
601 · Building Expenses			
60110 · Mortgage Interest	187.46	4,000.00	4.69%
60120 · Real Estate Taxes	6,602.93	14,700.00	44.92%
60130 · Janitorial	500.00	6,000.00	8.33%
60140 · Electric	368.85	5,000.00	7.38%
60150 · Alarm	240.00	600.00	40.0%
60160 · Condo Fees	965.00	11,580.00	8.33%
60170 · Building Expenses-Recycle Costs	31.25	350.00	8.93%
60180 · Building Exp- 60180 Exterminate	0.00	375.00	0.0%
60190 · Bldg. - Maintenance	0.00	500.00	0.0%
Total 601 · Building Expenses	8,895.49	43,105.00	20.64%
602 · Office Supplies	142.50	1,500.00	9.5%
603 · Furniture & Equip < \$500	0.00	1,000.00	0.0%
604 · Depreciation & Amortization	779.79	9,000.00	8.66%
605 · Equipment Rental			
60501 · Copier & Maintenance-Oce'	208.10	6,000.00	3.47%
60502 · Postage Meter-Hasler	0.00	4,500.00	0.0%
60503 · Mail Equipment - MailFinance	0.00	3,000.00	0.0%
Total 605 · Equipment Rental	208.10	13,500.00	1.54%
607 · Service Fees - Client Analysis			
60702 · Service Fees-AMEX Fees	0.00	295.00	0.0%
60703 · Service Fees-Merchants Fees	85.24	1,900.00	4.49%
607 · Service Fees - Client Analysis - Other	34.57	600.00	5.76%
Total 607 · Service Fees - Client Analysis	119.81	2,795.00	4.29%
608 · Professional Services			
60804 · Financial Services (CPA)	0.00	2,000.00	0.0%
60805 · Payroll Services	394.07	2,500.00	15.76%
Total 608 · Professional Services	394.07	4,500.00	8.76%
609 · IT Support Services	170.00	3,500.00	4.86%
610 · Service Subscriptions	489.10	20,000.00	2.45%
612 · Insurance-Corporate	0.00	7,300.00	0.0%
613 · Training - N.O. Staff	0.00	500.00	0.0%

	Oct 20	Budget	% of Budget
614 · Organization or Membership Dues	0.00	645.00	0.0%
616 · Online Registration Service	0.00	230.00	0.0%
629 · Phone Services			
630 · Local Phone	231.74	3,000.00	7.73%
63002 · Wireless Cell Phones	0.00	2,000.00	0.0%
632 · EB Conference Calls	0.00	300.00	0.0%
Total 629 · Phone Services	231.74	5,300.00	4.37%
633 · Deliveries	23.26	1,200.00	1.94%
650 · Corporate & Coalition Relations	0.00	400.00	0.0%
660 · Advocacy	0.00	300.00	0.0%
661 · EB/N.O. Business/Mtgs			
66101 · Exp President	0.00	3,020.00	0.0%
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	1,000.00	0.0%
661R1 · Exp RegDir1	0.00	1,520.00	0.0%
661R2 · Exp RegDir2	0.00	1,520.00	0.0%
661R3 · Exp RegDir3	0.00	1,520.00	0.0%
661R4 · Exp RegDir4	0.00	1,520.00	0.0%
661 · EB/N.O. Business/Mtgs - Other	0.00	800.00	0.0%
Total 661 · EB/N.O. Business/Mtgs	0.00	15,460.00	0.0%
663 · Recruitment			
666 · Recruitment Material/Supplies	0.00	500.00	0.0%
663 · Recruitment - Other	0.00	2,000.00	0.0%
Total 663 · Recruitment	0.00	2,500.00	0.0%
667 · Member Products	0.00	500.00	0.0%
699 · Miscellaneous Expense	51,904.55	3,000.00	1,730.15%
701 · Magazine - Layout/Printing	0.00	28,000.00	0.0%
703 · Printing-General Office Supply	0.00	500.00	0.0%
801 · National Convention			
80102 · NC Hotel / Food & Beverage	0.00	34,000.00	0.0%
802 · NC Rebates	0.00	3,500.00	0.0%
803 · NC Printing-Binders/Tabs/Copies			
80301 · NC Legis Printing	0.00	2,000.00	0.0%
803 · NC Printing-Binders/Tabs/Copies - Other	0.00	1,500.00	0.0%
Total 803 · NC Printing-Binders/Tabs/Copies	0.00	3,500.00	0.0%
Total 801 · National Convention	0.00	41,000.00	0.0%
812 · Natl Conv-Other	0.00	500.00	0.0%
Total Expense	93,508.07	585,985.00	15.96%
Net Ordinary Income	47,109.81	-6,705.00	-702.61%
Net Income	47,109.81	-6,705.00	-702.61%

FEDERAL MANAGERS ASSOCIATION
Budget vs Actual
October 1, 2020 through September 30, 2021

	Nov 20	Budget	% of Budget
Ordinary Income/Expense			
Income			
300 - Dues			
301 - Chapter Dues			
302 - Retirees			
305 - Lifetime Dues	0.00	0.00	0.0%
302 - Retirees - Other	300.75	0.00	100.0%
Total 302 - Retirees	300.75	0.00	100.0%
301 - Chapter Dues - Other	9,211.12	0.00	100.0%
Total 301 - Chapter Dues	9,511.87	0.00	100.0%
311 - Members-at-Large	939.00	0.00	100.0%
312 - Corporate	0.00	0.00	0.0%
Total 300 - Dues	10,450.87	0.00	100.0%
331 - Advertising Sales	0.00	0.00	0.0%
351 - Convention Fees			
35101 - Seminar Only	0.00	0.00	0.0%
35102 - Exhibitors	0.00	0.00	0.0%
35104 - Luncheon/Dinner Guest Tickets	0.00	0.00	0.0%
351 - Convention Fees - Other	0.00	0.00	0.0%
Total 351 - Convention Fees	0.00	0.00	0.0%
370 - Mailing List Sales	0.00	0.00	0.0%
381 - Magazine Subscriptions	0.00	0.00	0.0%
382 - Membership Products	0.00	0.00	0.0%
391 - Miscellaneous Income			
39101 - Refunds	251.32	0.00	100.0%
393 - Rental Income	2,000.00	0.00	100.0%
394 - Travel Reimbursements	2,000.00	0.00	100.0%
391 - Miscellaneous Income - Other	34,573.85	0.00	100.0%
Total 391 - Miscellaneous Income	38,825.17	0.00	100.0%
Total Income	49,276.04	0.00	100.0%
Gross Profit	49,276.04	0.00	100.0%
Expense			
500 - Payroll Expenses			
501 - Salary Admin			
50101 - Staff--N.O.	23,083.34	0.00	100.0%
50102 - Executive Board			
50104 - Fees Treasurer	0.00	0.00	0.0%
501R1 - Fees RegDir1	0.00	0.00	0.0%
501R2 - Fees RegDir2	0.00	0.00	0.0%
501R3 - Fees RegDir3	0.00	0.00	0.0%
501R4 - Fees RegDir4	0.00	0.00	0.0%

	Nov 20	Budget	% of Budget
52101 · Fees President	0.00	0.00	0.0%
52102 · Fees Vice President	0.00	0.00	0.0%
52103 · Fees Secretary	0.00	0.00	0.0%
50102 · Executive Board - Other	0.00	0.00	0.0%
Total 50102 · Executive Board	0.00	0.00	0.0%
Total 501 · Salary Admin	23,083.34	0.00	100.0%
50901 · Employer's FICA/Medicare	0.00	0.00	0.0%
Total 500 · Payroll Expenses	23,083.34	0.00	100.0%
503 · Employee Benefits			
50301 · Employee Insurance Benefits	5,892.52	0.00	100.0%
50302 · Employee Retirement Benefits	1,006.24	0.00	100.0%
Total 503 · Employee Benefits	6,898.76	0.00	100.0%
601 · Building Expenses			
60110 · Mortgage Interest	176.15	0.00	100.0%
60120 · Real Estate Taxes	0.00	0.00	0.0%
60130 · Janitorial	500.00	0.00	100.0%
60140 · Electric	195.11	0.00	100.0%
60150 · Alarm	0.00	0.00	0.0%
60160 · Condo Fees	0.00	0.00	0.0%
60170 · Building Expenses-Recycle Costs	34.54	0.00	100.0%
60180 · Building Exp- 60180 Exterminate	0.00	0.00	0.0%
60190 · Bldg. - Maintenance	239.50	0.00	100.0%
Total 601 · Building Expenses	1,145.30	0.00	100.0%
602 · Office Supplies	1.91	0.00	100.0%
603 · Furniture & Equip < \$500	0.00	0.00	0.0%
604 · Depreciation & Amortization	779.79	0.00	100.0%
605 · Equipment Rental			
60501 · Copier & Maintenance-Oce'	0.00	0.00	0.0%
60502 · Postage Meter-Hasler	0.00	0.00	0.0%
60503 · Mail Equipment - MailFinance	0.00	0.00	0.0%
Total 605 · Equipment Rental	0.00	0.00	0.0%
607 · Service Fees - Client Analysis			
60702 · Service Fees-AMEX Fees	0.00	0.00	0.0%
60703 · Service Fees-Merchants Fees	142.04	0.00	100.0%
607 · Service Fees - Client Analysis - Other	26.33	0.00	100.0%
Total 607 · Service Fees - Client Analysis	168.37	0.00	100.0%
608 · Professional Services			
60804 · Financial Services (CPA)	0.00	0.00	0.0%
60805 · Payroll Services	287.87	0.00	100.0%
Total 608 · Professional Services	287.87	0.00	100.0%
609 · IT Support Services	50.00	0.00	100.0%
610 · Service Subscriptions	52.99	0.00	100.0%
612 · Insurance-Corporate	0.00	0.00	0.0%
613 · Training - N.O. Staff	0.00	0.00	0.0%

	Nov 20	Budget	% of Budget
614 · Organization or Membership Dues	0.00	0.00	0.0%
616 · Online Registration Service	0.00	0.00	0.0%
629 · Phone Services			
630 · Local Phone	231.85	0.00	100.0%
63002 · Wireless Cell Phones	229.67	0.00	100.0%
632 · EB Conference Calls	66.36	0.00	100.0%
Total 629 · Phone Services	527.88	0.00	100.0%
633 · Deliveries	0.00	0.00	0.0%
650 · Corporate & Coalition Relations	0.00	0.00	0.0%
660 · Advocacy	0.00	0.00	0.0%
661 · EB/N.O. Business/Mtgs			
66101 · Exp President	0.00	0.00	0.0%
66102 · Exp Vice President	0.00	0.00	0.0%
66103 · Exp Secretary	0.00	0.00	0.0%
66104 · Exp Treasurer	0.00	0.00	0.0%
66105 · Exp NOS NC	0.00	0.00	0.0%
661R1 · Exp RegDir1	0.00	0.00	0.0%
661R2 · Exp RegDir2	0.00	0.00	0.0%
661R3 · Exp RegDir3	0.00	0.00	0.0%
661R4 · Exp RegDir4	0.00	0.00	0.0%
661 · EB/N.O. Business/Mtgs - Other	18.40	0.00	100.0%
Total 661 · EB/N.O. Business/Mtgs	18.40	0.00	100.0%
663 · Recruitment			
666 · Recruitment Material/Supplies	0.00	0.00	0.0%
663 · Recruitment - Other	0.00	0.00	0.0%
Total 663 · Recruitment	0.00	0.00	0.0%
667 · Member Products	13,806.94	0.00	100.0%
699 · Miscellaneous Expense	-241.17	0.00	100.0%
701 · Magazine - Layout/Printing	1,488.00	0.00	100.0%
703 · Printing-General Office Supply	0.00	0.00	0.0%
801 · National Convention			
80102 · NC Hotel / Food & Beverage	0.00	0.00	0.0%
802 · NC Rebates	0.00	0.00	0.0%
803 · NC Printing-Binders/Tabs/Copies			
80301 · NC Legis Printing	0.00	0.00	0.0%
803 · NC Printing-Binders/Tabs/Copies - Other	0.00	0.00	0.0%
Total 803 · NC Printing-Binders/Tabs/Copies	0.00	0.00	0.0%
Total 801 · National Convention	0.00	0.00	0.0%
812 · Natl Conv-Other	0.00	0.00	0.0%
Total Expense	48,068.38	0.00	100.0%
Net Ordinary Income	1,207.66	0.00	100.0%
Net Income	1,207.66	0.00	100.0%

FEDERAL MANAGERS ASSOCIATION

Budget vs Actual

October 1, 2020 through September 30, 2021

	<u>Dec 20</u>	<u>Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense			
Income			
300 - Dues			
301 - Chapter Dues			
302 - Retirees			
305 - Lifetime Dues	0.00	0.00	0.0%
302 - Retirees - Other	1,046.75	0.00	100.0%
Total 302 - Retirees	<u>1,046.75</u>	<u>0.00</u>	<u>100.0%</u>
301 - Chapter Dues - Other	19,829.50	0.00	100.0%
Total 301 - Chapter Dues	<u>20,876.25</u>	<u>0.00</u>	<u>100.0%</u>
311 - Members-at-Large	563.00	0.00	100.0%
312 - Corporate	0.00	0.00	0.0%
Total 300 - Dues	<u>21,439.25</u>	<u>0.00</u>	<u>100.0%</u>
331 - Advertising Sales	2,900.00	0.00	100.0%
351 - Convention Fees			
35101 - Seminar Only	0.00	0.00	0.0%
35102 - Exhibitors	0.00	0.00	0.0%
35104 - Luncheon/Dinner Guest Tickets	0.00	0.00	0.0%
351 - Convention Fees - Other	0.00	0.00	0.0%
Total 351 - Convention Fees	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
370 - Mailing List Sales	0.00	0.00	0.0%
381 - Magazine Subscriptions	0.00	0.00	0.0%
382 - Membership Products	0.00	0.00	0.0%
391 - Miscellaneous Income			
39101 - Refunds	1.00	0.00	100.0%
393 - Rental Income	0.00	0.00	0.0%
394 - Travel Reimbursements	0.00	0.00	0.0%
391 - Miscellaneous Income - Other	16,969.43	0.00	100.0%
Total 391 - Miscellaneous Income	<u>16,970.43</u>	<u>0.00</u>	<u>100.0%</u>
Total Income	<u>41,309.68</u>	<u>0.00</u>	<u>100.0%</u>
Gross Profit	<u>41,309.68</u>	<u>0.00</u>	<u>100.0%</u>
Expense			
500 - Payroll Expenses			
501 - Salary Admin			
50101 - Staff--N.O.	23,083.34	0.00	100.0%
50102 - Executive Board			
50104 - Fees Treasurer	0.00	0.00	0.0%
501R1 - Fees RegDir1	0.00	0.00	0.0%
501R2 - Fees RegDir2	0.00	0.00	0.0%
501R3 - Fees RegDir3	0.00	0.00	0.0%
501R4 - Fees RegDir4	0.00	0.00	0.0%

	Dec 20	Budget	% of Budget
52101 · Fees President	0.00	0.00	0.0%
52102 · Fees Vice President	0.00	0.00	0.0%
52103 · Fees Secretary	0.00	0.00	0.0%
50102 · Executive Board - Other	0.00	0.00	0.0%
Total 50102 · Executive Board	0.00	0.00	0.0%
Total 501 · Salary Admin	23,083.34	0.00	100.0%
50901 · Employer's FICA/Medicare	0.00	0.00	0.0%
Total 500 · Payroll Expenses	23,083.34	0.00	100.0%
503 · Employee Benefits			
50301 · Employee Insurance Benefits	5,294.41	0.00	100.0%
50302 · Employee Retirement Benefits	1,006.24	0.00	100.0%
Total 503 · Employee Benefits	6,300.65	0.00	100.0%
601 · Building Expenses			
60110 · Mortgage Interest	153.41	0.00	100.0%
60120 · Real Estate Taxes	0.00	0.00	0.0%
60130 · Janitorial	500.00	0.00	100.0%
60140 · Electric	349.14	0.00	100.0%
60150 · Alarm	0.00	0.00	0.0%
60160 · Condo Fees	1,930.95	0.00	100.0%
60170 · Building Expenses-Recycle Costs	69.37	0.00	100.0%
60180 · Building Exp- 60180 Exterminate	0.00	0.00	0.0%
60190 · Bldg. - Maintenance	0.00	0.00	0.0%
Total 601 · Building Expenses	3,002.87	0.00	100.0%
602 · Office Supplies	284.25	0.00	100.0%
603 · Furniture & Equip < \$500	2,954.22	0.00	100.0%
604 · Depreciation & Amortization	779.79	0.00	100.0%
605 · Equipment Rental			
60501 · Copier & Maintenance-Oce'	1,246.01	0.00	100.0%
60502 · Postage Meter-Hasler	820.09	0.00	100.0%
60503 · Mail Equipment - MailFinance	0.00	0.00	0.0%
Total 605 · Equipment Rental	2,066.10	0.00	100.0%
607 · Service Fees - Client Analysis			
60702 · Service Fees-AMEX Fees	0.00	0.00	0.0%
60703 · Service Fees-Merchants Fees	132.80	0.00	100.0%
607 · Service Fees - Client Analysis - Other	21.96	0.00	100.0%
Total 607 · Service Fees - Client Analysis	154.76	0.00	100.0%
608 · Professional Services			
60804 · Financial Services (CPA)	0.00	0.00	0.0%
60805 · Payroll Services	287.87	0.00	100.0%
Total 608 · Professional Services	287.87	0.00	100.0%
609 · IT Support Services	230.00	0.00	100.0%
610 · Service Subscriptions	4,147.81	0.00	100.0%
612 · Insurance-Corporate	0.00	0.00	0.0%
613 · Training - N.O. Staff	0.00	0.00	0.0%

	Dec 20	Budget	% of Budget
614 · Organization or Membership Dues	0.00	0.00	0.0%
616 · Online Registration Service	190.00	0.00	100.0%
629 · Phone Services			
630 · Local Phone	231.51	0.00	100.0%
63002 · Wireless Cell Phones	161.32	0.00	100.0%
632 · EB Conference Calls	61.91	0.00	100.0%
Total 629 · Phone Services	454.74	0.00	100.0%
633 · Deliveries	0.00	0.00	0.0%
650 · Corporate & Coalition Relations	0.00	0.00	0.0%
660 · Advocacy	0.00	0.00	0.0%
661 · EB/N.O. Business/Mtgs			
66101 · Exp President	0.00	0.00	0.0%
66102 · Exp Vice President	0.00	0.00	0.0%
66103 · Exp Secretary	0.00	0.00	0.0%
66104 · Exp Treasurer	0.00	0.00	0.0%
66105 · Exp NOS NC	0.00	0.00	0.0%
661R1 · Exp RegDir1	0.00	0.00	0.0%
661R2 · Exp RegDir2	0.00	0.00	0.0%
661R3 · Exp RegDir3	0.00	0.00	0.0%
661R4 · Exp RegDir4	0.00	0.00	0.0%
661 · EB/N.O. Business/Mtgs - Other	24.69	0.00	100.0%
Total 661 · EB/N.O. Business/Mtgs	24.69	0.00	100.0%
663 · Recruitment			
666 · Recruitment Material/Supplies	0.00	0.00	0.0%
663 · Recruitment - Other	0.00	0.00	0.0%
Total 663 · Recruitment	0.00	0.00	0.0%
667 · Member Products	0.00	0.00	0.0%
699 · Miscellaneous Expense	0.00	0.00	0.0%
701 · Magazine - Layout/Printing	6,565.00	0.00	100.0%
703 · Printing-General Office Supply	0.00	0.00	0.0%
801 · National Convention			
80102 · NC Hotel / Food & Beverage	0.00	0.00	0.0%
802 · NC Rebates	0.00	0.00	0.0%
803 · NC Printing-Binders/Tabs/Copies			
80301 · NC Legis Printing	0.00	0.00	0.0%
803 · NC Printing-Binders/Tabs/Copies - Other	0.00	0.00	0.0%
Total 803 · NC Printing-Binders/Tabs/Copies	0.00	0.00	0.0%
Total 801 · National Convention	0.00	0.00	0.0%
812 · Natl Conv-Other	0.00	0.00	0.0%
Total Expense	50,526.09	0.00	100.0%
Net Ordinary Income	-9,216.41	0.00	100.0%
Net Income	-9,216.41	0.00	100.0%

FEDERAL MANAGERS ASSOCIATION

Budget vs Actual

October 1, 2020 through September 30, 2021

	<u>Jan 21</u>	<u>Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense			
Income			
300 - Dues			
301 - Chapter Dues			
302 - Retirees			
305 - Lifetime Dues	500.00	0.00	100.0%
302 - Retirees - Other	2,027.25	0.00	100.0%
Total 302 - Retirees	2,527.25	0.00	100.0%
301 - Chapter Dues - Other	45,098.34	0.00	100.0%
Total 301 - Chapter Dues	47,625.59	0.00	100.0%
311 - Members-at-Large	500.00	0.00	100.0%
312 - Corporate	0.00	0.00	0.0%
Total 300 - Dues	48,125.59	0.00	100.0%
331 - Advertising Sales	750.00	0.00	100.0%
351 - Convention Fees			
35101 - Seminar Only	0.00	0.00	0.0%
35102 - Exhibitors	0.00	0.00	0.0%
35104 - Luncheon/Dinner Guest Tickets	0.00		
351 - Convention Fees - Other	0.00	0.00	0.0%
Total 351 - Convention Fees	0.00	0.00	0.0%
370 - Mailing List Sales	0.00		
381 - Magazine Subscriptions	0.00	0.00	0.0%
382 - Membership Products	0.00		
391 - Miscellaneous Income			
39101 - Refunds	0.00	0.00	0.0%
393 - Rental Income	2,000.00	0.00	100.0%
394 - Travel Reimbursements	0.00	0.00	0.0%
391 - Miscellaneous Income - Other	0.00	0.00	0.0%
Total 391 - Miscellaneous Income	2,000.00	0.00	100.0%
Total Income	50,875.59	0.00	100.0%
Gross Profit	50,875.59	0.00	100.0%
Expense			
500 - Payroll Expenses			
501 - Salary Admin			
50101 - Staff--N.O.	23,083.34	0.00	100.0%
50102 - Executive Board			
50104 - Fees Treasurer	0.00		
501R1 - Fees RegDir1	0.00		
501R2 - Fees RegDir2	0.00	0.00	0.0%
501R3 - Fees RegDir3	0.00		
501R4 - Fees RegDir4	0.00		

	Jan 21	Budget	% of Budget
52101 · Fees President	0.00		
52102 · Fees Vice President	0.00		
52103 · Fees Secretary	0.00		
50102 · Executive Board - Other	0.00	0.00	0.0%
Total 50102 · Executive Board	0.00	0.00	0.0%
Total 501 · Salary Admin	23,083.34	0.00	100.0%
50901 · Employer's FICA/Medicare	0.00	0.00	0.0%
Total 500 · Payroll Expenses	23,083.34	0.00	100.0%
503 · Employee Benefits			
50301 · Employee Insurance Benefits	5,442.31	0.00	100.0%
50302 · Employee Retirement Benefits	1,006.24	0.00	100.0%
Total 503 · Employee Benefits	6,448.55	0.00	100.0%
601 · Building Expenses			
60110 · Mortgage Interest	140.77	0.00	100.0%
60120 · Real Estate Taxes	0.00	0.00	0.0%
60130 · Janitorial	500.00	0.00	100.0%
60140 · Electric	481.87	0.00	100.0%
60150 · Alarm	384.08	0.00	100.0%
60160 · Condo Fees	1,074.95	0.00	100.0%
60170 · Building Expenses-Recycle Costs	70.01	0.00	100.0%
60180 · Building Exp- 60180 Exterminate	0.00		
60190 · Bldg. - Maintenance	0.00	0.00	0.0%
Total 601 · Building Expenses	2,651.68	0.00	100.0%
602 · Office Supplies	76.75	0.00	100.0%
603 · Furniture & Equip < \$500	0.00		
604 · Depreciation & Amortization	779.79	0.00	100.0%
605 · Equipment Rental			
60501 · Copier & Maintenance-Oce'	323.31	0.00	100.0%
60502 · Postage Meter-Hasler	546.72	0.00	100.0%
60503 · Mail Equipment - MailFinance	0.00	0.00	0.0%
Total 605 · Equipment Rental	870.03	0.00	100.0%
607 · Service Fees - Client Analysis			
60702 · Service Fees-AMEX Fees	0.00		
60703 · Service Fees-Merchants Fees	84.82	0.00	100.0%
607 · Service Fees - Client Analysis - Other	46.23	0.00	100.0%
Total 607 · Service Fees - Client Analysis	131.05	0.00	100.0%
608 · Professional Services			
60804 · Financial Services (CPA)	0.00	0.00	0.0%
60805 · Payroll Services	559.89	0.00	100.0%
Total 608 · Professional Services	559.89	0.00	100.0%
609 · IT Support Services	180.00	0.00	100.0%
610 · Service Subscriptions	3,851.46	0.00	100.0%
612 · Insurance-Corporate	0.00	0.00	0.0%
613 · Training - N.O. Staff	0.00		

	Jan 21	Budget	% of Budget
614 · Organization or Membership Dues	0.00	0.00	0.0%
616 · Online Registration Service	0.00		
629 · Phone Services			
630 · Local Phone	232.36	0.00	100.0%
63002 · Wireless Cell Phones	161.58	0.00	100.0%
632 · EB Conference Calls	49.41	0.00	100.0%
Total 629 · Phone Services	443.35	0.00	100.0%
633 · Deliveries	0.00	0.00	0.0%
650 · Corporate & Coalition Relations	0.00	0.00	0.0%
660 · Advocacy	0.00	0.00	0.0%
661 · EB/N.O. Business/Mtgs			
66101 · Exp President	0.00	0.00	0.0%
66102 · Exp Vice President	0.00		
66103 · Exp Secretary	0.00		
66104 · Exp Treasurer	0.00		
66105 · Exp NOS NC	0.00		
661R1 · Exp RegDir1	0.00		
661R2 · Exp RegDir2	0.00	0.00	0.0%
661R3 · Exp RegDir3	0.00		
661R4 · Exp RegDir4	0.00		
661 · EB/N.O. Business/Mtgs - Other	344.48	0.00	100.0%
Total 661 · EB/N.O. Business/Mtgs	344.48	0.00	100.0%
663 · Recruitment			
666 · Recruitment Material/Supplies	0.00		
663 · Recruitment - Other	0.00	0.00	0.0%
Total 663 · Recruitment	0.00	0.00	0.0%
667 · Member Products	0.00		
699 · Miscellaneous Expense	0.00	0.00	0.0%
701 · Magazine - Layout/Printing	0.00	0.00	0.0%
703 · Printing-General Office Supply	0.00	0.00	0.0%
801 · National Convention			
80102 · NC Hotel / Food & Beverage	0.00		
802 · NC Rebates	0.00		
803 · NC Printing-Binders/Tabs/Copies			
80301 · NC Legis Printing	0.00	0.00	0.0%
803 · NC Printing-Binders/Tabs/Copies - Other	0.00	0.00	0.0%
Total 803 · NC Printing-Binders/Tabs/Copies	0.00	0.00	0.0%
Total 801 · National Convention	0.00	0.00	0.0%
812 · Natl Conv-Other	0.00	0.00	0.0%
Total Expense	39,420.37	0.00	100.0%
Net Ordinary Income	11,455.22	0.00	100.0%
Net Income	11,455.22	0.00	100.0%

FEDERAL MANAGERS ASSOCIATION

Budget vs Actual

October 1, 2020 through September 30, 2021

	TOTAL	
	Oct '20 - Jan 21	Budget
Ordinary Income/Expense		
Income		
300 - Dues		
301 - Chapter Dues		
302 - Retirees		
305 - Lifetime Dues	750.00	2,500.00
302 - Retirees - Other	5,852.25	8,000.00
Total 302 - Retirees	6,602.25	10,500.00
301 - Chapter Dues - Other	159,150.96	424,000.00
Total 301 - Chapter Dues	165,753.21	434,500.00
311 - Members-at-Large	4,314.00	5,000.00
312 - Corporate	5,000.00	62,500.00
Total 300 - Dues	175,067.21	502,000.00
331 - Advertising Sales	3,650.00	2,000.00
351 - Convention Fees		
35101 - Seminar Only	0.00	2,000.00
35102 - Exhibitors	0.00	2,000.00
35104 - Luncheon/Dinner Guest Tickets	0.00	500.00
351 - Convention Fees - Other	0.00	35,000.00
Total 351 - Convention Fees	0.00	39,500.00
370 - Mailing List Sales	0.00	250.00
381 - Magazine Subscriptions	0.00	30.00
382 - Membership Products	0.00	500.00
391 - Miscellaneous Income		
39101 - Refunds	1,068.70	3,000.00
393 - Rental Income	6,000.00	24,000.00
394 - Travel Reimbursements	2,000.00	0.00
391 - Miscellaneous Income - Other	94,293.28	8,000.00
Total 391 - Miscellaneous Income	103,361.98	35,000.00
Total Income	282,079.19	579,280.00
Gross Profit	282,079.19	579,280.00
Expense		
500 - Payroll Expenses		
501 - Salary Admin		
50101 - Staff--N.O.	92,333.36	277,000.00
50102 - Executive Board		
50104 - Fees Treasurer	0.00	750.00
501R1 - Fees RegDir1	0.00	750.00
501R2 - Fees RegDir2	0.00	750.00
501R3 - Fees RegDir3	0.00	750.00
501R4 - Fees RegDir4	0.00	750.00

	TOTAL	
	Oct '20 - Jan 21	Budget
52101 · Fees President	0.00	1,500.00
52102 · Fees Vice President	0.00	750.00
52103 · Fees Secretary	0.00	750.00
50102 · Executive Board - Other	1,708.31	20,500.00
Total 50102 · Executive Board	1,708.31	27,250.00
Total 501 · Salary Admin	94,041.67	304,250.00
50901 · Employer's FICA/Medicare	0.00	18,000.00
Total 500 · Payroll Expenses	94,041.67	322,250.00
503 · Employee Benefits		
50301 · Employee Insurance Benefits	20,981.01	45,000.00
50302 · Employee Retirement Benefits	4,024.96	12,500.00
Total 503 · Employee Benefits	25,005.97	57,500.00
601 · Building Expenses		
60110 · Mortgage Interest	657.79	4,000.00
60120 · Real Estate Taxes	6,602.93	14,700.00
60130 · Janitorial	2,000.00	6,000.00
60140 · Electric	1,394.97	5,000.00
60150 · Alarm	624.08	600.00
60160 · Condo Fees	3,970.90	11,580.00
60170 · Building Expenses-Recycle Costs	205.17	350.00
60180 · Building Exp- 60180 Exterminate	0.00	375.00
60190 · Bldg. - Maintenance	239.50	500.00
Total 601 · Building Expenses	15,695.34	43,105.00
602 · Office Supplies	505.41	1,500.00
603 · Furniture & Equip < \$500	2,954.22	1,000.00
604 · Depreciation & Amortization	3,119.16	9,000.00
605 · Equipment Rental		
60501 · Copier & Maintenance-Oce'	1,777.42	6,000.00
60502 · Postage Meter-Hasler	1,366.81	4,500.00
60503 · Mail Equipment - MailFinance	0.00	3,000.00
Total 605 · Equipment Rental	3,144.23	13,500.00
607 · Service Fees - Client Analysis		
60702 · Service Fees-AMEX Fees	0.00	295.00
60703 · Service Fees-Merchants Fees	444.90	1,900.00
607 · Service Fees - Client Analysis - Other	129.09	600.00
Total 607 · Service Fees - Client Analysis	573.99	2,795.00
608 · Professional Services		
60804 · Financial Services (CPA)	0.00	2,000.00
60805 · Payroll Services	1,529.70	2,500.00
Total 608 · Professional Services	1,529.70	4,500.00
609 · IT Support Services	630.00	3,500.00
610 · Service Subscriptions	8,541.36	20,000.00
612 · Insurance-Corporate	0.00	7,300.00
613 · Training - N.O. Staff	0.00	500.00

	TOTAL	
	Oct '20 - Jan 21	Budget
614 · Organization or Membership Dues	0.00	645.00
616 · Online Registration Service	190.00	230.00
629 · Phone Services		
630 · Local Phone	927.46	3,000.00
63002 · Wireless Cell Phones	552.57	2,000.00
632 · EB Conference Calls	177.68	300.00
Total 629 · Phone Services	1,657.71	5,300.00
633 · Deliveries	23.26	1,200.00
650 · Corporate & Coalition Relations	0.00	400.00
660 · Advocacy	0.00	300.00
661 · EB/N.O. Business/Mtgs		
66101 · Exp President	0.00	3,020.00
66102 · Exp Vice President	0.00	1,520.00
66103 · Exp Secretary	0.00	1,520.00
66104 · Exp Treasurer	0.00	1,520.00
66105 · Exp NOS NC	0.00	1,000.00
661R1 · Exp RegDir1	0.00	1,520.00
661R2 · Exp RegDir2	0.00	1,520.00
661R3 · Exp RegDir3	0.00	1,520.00
661R4 · Exp RegDir4	0.00	1,520.00
661 · EB/N.O. Business/Mtgs - Other	387.57	800.00
Total 661 · EB/N.O. Business/Mtgs	387.57	15,460.00
663 · Recruitment		
666 · Recruitment Material/Supplies	0.00	500.00
663 · Recruitment - Other	0.00	2,000.00
Total 663 · Recruitment	0.00	2,500.00
667 · Member Products	13,806.94	500.00
699 · Miscellaneous Expense	51,663.38	3,000.00
701 · Magazine - Layout/Printing	8,053.00	28,000.00
703 · Printing-General Office Supply	0.00	500.00
801 · National Convention		
80102 · NC Hotel / Food & Beverage	0.00	34,000.00
802 · NC Rebates	0.00	3,500.00
803 · NC Printing-Binders/Tabs/Copies		
80301 · NC Legis Printing	0.00	2,000.00
803 · NC Printing-Binders/Tabs/Copies - Other	0.00	1,500.00
Total 803 · NC Printing-Binders/Tabs/Copies	0.00	3,500.00
Total 801 · National Convention	0.00	41,000.00
812 · Natl Conv-Other	0.00	500.00
Total Expense	231,522.91	585,985.00
Net Ordinary Income	50,556.28	-6,705.00
Net Income	50,556.28	-6,705.00

FEDERAL MANAGERS ASSOCIATION
Budget vs Actual
 October 1, 2020 through September 30, 2021

4:26 PM
 02/18/2021
 Cash Basis

	% of Budget
Ordinary Income/Expense	
Income	
300 - Dues	
301 - Chapter Dues	
302 - Retirees	
305 - Lifetime Dues	30.0%
302 - Retirees - Other	73.15%
Total 302 - Retirees	62.88%
301 - Chapter Dues - Other	37.54%
Total 301 - Chapter Dues	38.15%
311 - Members-at-Large	86.28%
312 - Corporate	8.0%
Total 300 - Dues	34.87%
331 - Advertising Sales	182.5%
351 - Convention Fees	
35101 - Seminar Only	0.0%
35102 - Exhibitors	0.0%
35104 - Luncheon/Dinner Guest Tickets	0.0%
351 - Convention Fees - Other	0.0%
Total 351 - Convention Fees	0.0%
370 - Mailing List Sales	0.0%
381 - Magazine Subscriptions	0.0%
382 - Membership Products	0.0%
391 - Miscellaneous Income	
39101 - Refunds	35.62%
393 - Rental Income	25.0%
394 - Travel Reimbursements	100.0%
391 - Miscellaneous Income - Other	1,178.67%
Total 391 - Miscellaneous Income	295.32%
Total Income	48.7%
Gross Profit	48.7%
Expense	
500 - Payroll Expenses	
501 - Salary Admin	
50101 - Staff--N.O.	33.33%
50102 - Executive Board	
50104 - Fees Treasurer	0.0%
501R1 - Fees RegDir1	0.0%
501R2 - Fees RegDir2	0.0%
501R3 - Fees RegDir3	0.0%
501R4 - Fees RegDir4	0.0%

	% of Budget
52101 · Fees President	0.0%
52102 · Fees Vice President	0.0%
52103 · Fees Secretary	0.0%
50102 · Executive Board - Other	8.33%
Total 50102 · Executive Board	6.27%
Total 501 · Salary Admin	30.91%
50901 · Employer's FICA/Medicare	0.0%
Total 500 · Payroll Expenses	29.18%
503 · Employee Benefits	
50301 · Employee Insurance Benefits	46.62%
50302 · Employee Retirement Benefits	32.2%
Total 503 · Employee Benefits	43.49%
601 · Building Expenses	
60110 · Mortgage Interest	16.45%
60120 · Real Estate Taxes	44.92%
60130 · Janitorial	33.33%
60140 · Electric	27.9%
60150 · Alarm	104.01%
60160 · Condo Fees	34.29%
60170 · Building Expenses-Recycle Costs	58.62%
60180 · Building Exp- 60180 Exterminate	0.0%
60190 · Bldg. - Maintenance	47.9%
Total 601 · Building Expenses	36.41%
602 · Office Supplies	33.69%
603 · Furniture & Equip < \$500	295.42%
604 · Depreciation & Amortization	34.66%
605 · Equipment Rental	
60501 · Copier & Maintenance-Oce'	29.62%
60502 · Postage Meter-Hasler	30.37%
60503 · Mail Equipment - MailFinance	0.0%
Total 605 · Equipment Rental	23.29%
607 · Service Fees - Client Analysis	
60702 · Service Fees-AMEX Fees	0.0%
60703 · Service Fees-Merchants Fees	23.42%
607 · Service Fees - Client Analysis - Other	21.52%
Total 607 · Service Fees - Client Analysis	20.54%
608 · Professional Services	
60804 · Financial Services (CPA)	0.0%
60805 · Payroll Services	61.19%
Total 608 · Professional Services	33.99%
609 · IT Support Services	18.0%
610 · Service Subscriptions	42.71%
612 · Insurance-Corporate	0.0%
613 · Training - N.O. Staff	0.0%

	% of Budget
614 · Organization or Membership Dues	0.0%
616 · Online Registration Service	82.61%
629 · Phone Services	
630 · Local Phone	30.92%
63002 · Wireless Cell Phones	27.63%
632 · EB Conference Calls	59.23%
Total 629 · Phone Services	31.28%
633 · Deliveries	1.94%
650 · Corporate & Coalition Relations	0.0%
660 · Advocacy	0.0%
661 · EB/N.O. Business/Mtgs	
66101 · Exp President	0.0%
66102 · Exp Vice President	0.0%
66103 · Exp Secretary	0.0%
66104 · Exp Treasurer	0.0%
66105 · Exp NOS NC	0.0%
661R1 · Exp RegDir1	0.0%
661R2 · Exp RegDir2	0.0%
661R3 · Exp RegDir3	0.0%
661R4 · Exp RegDir4	0.0%
661 · EB/N.O. Business/Mtgs - Other	48.45%
Total 661 · EB/N.O. Business/Mtgs	2.51%
663 · Recruitment	
666 · Recruitment Material/Supplies	0.0%
663 · Recruitment - Other	0.0%
Total 663 · Recruitment	0.0%
667 · Member Products	2,761.39%
699 · Miscellaneous Expense	1,722.11%
701 · Magazine - Layout/Printing	28.76%
703 · Printing-General Office Supply	0.0%
801 · National Convention	
80102 · NC Hotel / Food & Beverage	0.0%
802 · NC Rebates	0.0%
803 · NC Printing-Binders/Tabs/Copies	
80301 · NC Legis Printing	0.0%
803 · NC Printing-Binders/Tabs/Copies - Other	0.0%
Total 803 · NC Printing-Binders/Tabs/Copies	0.0%
Total 801 · National Convention	0.0%
812 · Natl Conv-Other	0.0%
Total Expense	39.51%
Net Ordinary Income	-754.01%
Net Income	-754.01%