# Central Florida Chapter Associated Builders and Contractors, Inc. Key Financial Highlights for July 2021

Balance Sheet	7/31/2021	7/31/2020	Difference
Cash	\$1,547,128.12	\$1,359,899.20	\$187,228.92
Temporarily Restricted Workforce Enhancement Fund	\$159,541.76	\$178,000.62	\$56,517.97
Financial Statement	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Net Dues	\$499,990.47	\$474,176.44	105%
NET PROGRAM INCOME (Loss)	\$730,568.60	\$676,319.08	108%
Net General Administrative Expense	\$744,433.29	\$723,781.14	103%
Total Other Income	\$62,643.22	\$52,680.42	119%
NET PROFIT (LOSS)	\$48,521.03	\$5,218.36	930%

ASSETS

ASSE IS Current Assets	July 31, 2021	July 31, 2021	Difference
– Petty Cash	\$475.73	\$554.90	(\$79.17)
FDIC Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$308,902.99	(\$308,902.99)
Winter Park Natl Bank-Checking	\$11,379.24	(\$1,328.18)	\$12,707.42
Winter Park Natl Bank-Money Market	\$766,429.18	\$712,520.81	\$53,908.37
RaymondJames Investment Account	\$458,843.97	\$339,248.68	\$119,595.29
Total Cash	\$1,547,128.12	\$1,359,899.20	\$187,228.92
Accounts Receivable	\$26,716.75	\$4,959.01	\$21,757.74
Prepaid National Dues	\$110,840.34	\$108,070.00	\$2,770.34
Prepaid State Dues	\$25,154.63	\$24,765.74	\$388.89
Prepaid Insurance	\$13,040.17	\$14,212.66	(\$1,172.49)
Prepaid Expenses	\$67,142.15	\$67,692.50	(\$550.35)
Inventory	\$6,041.64	\$4,311.45	\$1,730.19
Total Current Assets	\$248,935.68	\$224,011.36	\$24,924.32
Fixed Assets			
Equipment & Furniture	\$118,725.26	\$118,725.26	\$0.00
Building - Valencia	\$2,170,114.02	\$2,170,114.02	\$0.00
Building - Signage	\$20,446.33	\$20,446.33	\$0.00
Land - Valencia	\$151,684.09	\$151,684.09	\$0.00
Automobile	\$47,552.06	\$47,552.06	\$0.00
Equipment-Capital Lease	\$41,400.00	\$41,400.00	\$0.00
Leasehold Improvements	\$249,754.48	\$249,754.48	\$0.00
Accumulated Depreciation	(\$1,238,204.37)	(\$1,134,134.79)	(\$104,069.58)
Total Fixed Assets	\$1,561,471.87	\$1,665,541.45	(\$104,069.58)
Other Assets		•	
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30 \$2.258.152.07	\$618.30 <b>\$3,250,070.31</b>	\$0.00 \$108,083.66
	\$3,358,153.97	\$3,230,070.31	\$100,003.00
LIABILITIES			
Current Liabilities	¢40.074.64	¢25 204 20	¢5 067 05
Accounts Payable	\$40,271.54	\$35,204.29	\$5,067.25
Sales Taxes Payable	\$232.31	\$212.62	\$19.69
Payroll Taxes & 401K	¢04.000.04	¢04 500 04	\$0.00
Accrued Property Taxes	\$24,908.31	\$21,583.31	\$3,325.00
S.T Capital Lease	\$3,356.45	\$3,246.67	\$109.78
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$358,665.40	\$355,693.97	\$2,971.43
Unearned Income - New Members	\$91,571.67	\$76,732.86	\$14,838.81
Unearned Income - Renewals	\$447,283.58 \$972,716.06	\$435,524.35 \$934,624.87	\$11,759.23 \$38,091.19
Long-Term Liabilities			
Capital Lease Obligation	\$26,337.96	\$34,316.15	(\$7,978.19)
Total Long-Term Liabilities	\$26,337.96	\$34,316.15	(\$7,978.19)
-	<i>\</i> <b>2</b> 0,001100	<i>40 1,0 10.10</i>	(\$1,515,10)
FUND BALANCE	<b>.</b>	•	
Unrestricted	\$2,151,037.16	\$2,094,519.19	\$56,517.97
Temporarily Restricted Workforce			
Enhancement Fund	\$159,541.76	\$178,000.62	(\$18,458.86)
Current Year Earnings	\$48,521.03	\$8,609.48	\$39,911.55
Total Fund Balance	\$2,359,099.95	\$2,281,129.29	\$77,970.66
Total Liability & Equity	\$3,358,153.97	\$3,250,070.31	\$108,083.66

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
DUES							
New Member		\$9,512.67	\$7,675.50	124%	\$42,046.34	\$35,636.25	118%
New Credit		\$3,893.20	\$3,893.20	100%	\$27,252.40	\$27,252.42	100%
Renew Dues		\$89,162.71	\$85,358.86	104%	\$624,138.99	\$597,512.05	104%
Enrollment Fee		\$300.00	\$400.00	75%	\$5,101.00	\$4,200.00	121%
Membership Promotion			\$66.67			\$466.65	
Total Dues Income		\$102,868.58	\$97,394.23	106%	\$698,538.73	\$665,067.37	105%
	DUES						
	National Dues	\$21,801.53	\$20,467.56	107%	\$149,733.70	\$139,292.63	107%
	2020 National Credits	\$777.51	\$777.51	100%	\$5,442.57	\$5,442.62	100%
	State Dues	\$5,009.72	\$4,651.72	108%	\$33,843.06	\$31,657.41	107%
	2020 State Credits	\$196.18	\$196.18	100%	\$1,373.26	\$1,373.27	100%
	Membership Promotion	\$636.47	\$1,875.00	34%	\$8,155.67	\$13,125.00	62%
	Total Dues Expense	\$28,421.41	\$27,967.97	102%	\$198,548.26	\$190,890.93	104%
Net Dues Income		\$74,447.17	\$69,426.26	107%	\$499,990.47	\$474,176.44	105%
	Cost of Dues	28%	29%		28%	29%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
TRAINING & DEVELOPMEN	IT						
Training & Development Reg	istration	\$17,660.57	\$5,477.00	322%	\$110,643.48	\$83,919.35	132%
Books					\$4,035.00	\$3,300.00	122%
Total Training & Developme	ent Income	\$17,660.57	\$5,477.00	322%	\$114,678.48	\$87,219.35	131%
	TRAINING & DEVELOPMENT EXPENSE						
	Training & Development Expense	\$1,249.08	\$2,185.00	57%	\$15,637.89	\$16,497.00	95%
	Training & Development Instructors	\$10,803.00	\$400.00	2701%	\$39,261.00	\$18,167.00	216%
	Books				\$4,820.05	\$3,300.00	146%
	Total Training & Development Expense	\$12,052.08	\$2,585.00	466%	\$59,718.94	\$37,964.00	157%
Net Training & Developmer	nt Income	\$5,608.49	\$2,892.00	194%	\$54,959.54	\$49,255.35	112%
	Cost of Training & Development	68%	47%		52%	44%	
MEETINGS & SPECIAL EVE							
Meetings (Ticket Events)		\$6,525.00	\$7,475.00	87%	\$105,277.00	\$78,250.00	135%
Golf Tournament		• • • • • • • •	• • • • • •		\$109,390.00	\$91,750.00	119%
Excellence in Construction		\$67.63			\$3,831.81	\$3,000.00	128%
Construction Expo							
Special Other Income					\$7,346.08	\$7,500.00	98%
Special Events (Sponsored)		\$2,500.00	\$3,000.00	83%	\$18,750.00	\$15,775.00	119%
Total Meetings & Special							
Events Income		\$9,092.63	\$10,475.00	87%	\$244,594.89	\$196,275.00	125%
	MEETINGS & SPECIAL EVENTS EXPENSE						
	Meetings (Ticket Events)	\$2,436.04	\$2,905.00	84%	\$45,800.04	\$38,196.00	120%
	Golf Tournament	\$304.26			\$75,016.39	\$58,528.00	128%
	Excellence in Construction	\$473.02			\$4,620.60	\$3,000.00	154%
	Construction Expo	\$112.49			\$1,054.57		
	Special Other Expense				\$7,352.86	\$7,500.00	98%
	Special Events (Sponsored)	\$1,170.31	\$2,100.00	56%	\$12,104.45	\$10,550.00	115%
	Meetings & Events Gen.Expenses	\$47.68	\$225.00	21%	\$1,599.20	\$1,575.00	102%
	Total Meetings & Events Expense	\$4,543.80	\$5,230.00	87%	\$147,548.11	\$119,349.00	124%
Net Meetings & Events		\$4,548.83	\$5,245.00	87%	\$97,046.78	\$76,926.00	126%
	Cost of Meetings & Events	50%	50%		60%	61%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
MARKETING INCOME							
Magazine		\$7,309.16	\$6,135.00	119%	\$46,128.70	\$45,600.00	101%
Directory					\$46,590.00	\$45,015.00	103%
Other Advertising		\$300.00	\$600.00	50%	\$3,900.00	\$4,875.00	80%
Total Marketing Income		\$7,609.16	\$6,735.00	113%	\$96,618.70	\$95,490.00	101%
	MARKETING EXPENSE						
	Magazine	\$1,607.99	\$1,825.00	88%	\$12,747.99	\$12,775.00	100%
	Directory				\$7,297.59	\$7,200.00	101%
	Other Advertising	\$149.76	\$400.00	37%	\$2,534.05	\$2,800.00	91%
	Total Marketing Expense	\$1,757.75	\$2,225.00	79%	\$22,579.63	\$22,775.00	99%
Net Marketing		\$5,851.41	\$4,510.00	130%	\$74,039.07	\$72,715.00	102%
	Cost of Marketing	23%	33%		23%	24%	
SPECIAL SERVICES INC	OME						
Job Site Signs		\$372.90	\$541.67	69%	\$5,631.76	\$3,791.65	149%
Workforce Enhancement F	-und						
Promotional Fees Classroom Rental		\$350.00	\$208.33	168%	\$1,760.25	\$1,458.35	1010/
Total Special Services In	come	\$350.00	\$750.00	96%	\$1,760.25	\$5,250.00	121% 141%
	SPECIAL SERVICES EXPENSE	¢122.00	¢100.00	0070	¢1,002.01	\$0,200.00	11170
	Job Site Signs Workforce Enhancement Fund	\$198.32	\$265.42	75%	\$2,827.85	\$1,857.90	152%
	Classroom Rental Expense		\$20.83	0%	\$31.42	\$145.81	22%
	Total Special Services Expense	\$198.32	\$286.25	69%	\$2,859.27	\$2,003.71	143%
Net Special Services		\$524.58	\$463.75	113%	\$4,532.74	\$3,246.29	140%
•····	Cost of Special Services	27%	38%		39%	38%	
NET PROGRAM INCOME	(Loss)	\$90,980.48	\$82,537.01	110%	\$730,568.60	\$676,319.08	108%

Transport   Transport   Transport     Payroll Taxes   \$4.595.50   \$4.281.67   107%   \$31.941.34   \$26.821.66   11     Group Insurance   \$10.822.10   \$10.885.83   104%   \$79.751.17   \$72.700.85   11     Orders Compensation   \$144.25   \$153.00   24%   \$1,267.41   \$3,500.00   37     Continuing Education   \$31.017.40   \$3,760.00   63%   \$20.0641.39   \$26,250.00   7     Total Personnel Expense   \$76.211.09   \$80.043.75   98%   \$541,147.99   \$512,156.26   10     Taxel, Meetings, Conferences   Auto Expense   \$769.30   \$883.33   132%   \$4,723.42   \$4,083.35   11     Auto Expense   \$10.050.64   3.000.00   34%   \$1,121.50   \$3,800.00   13     State Meetings   \$1,100.504   3.000.00   34%   \$1,121.50   \$3,800.00   11     Oher Conferences   \$3,073.14   1,500.00   205%   \$6,331.35   \$5,500.00   11     Total Taxel, Meetings   Conference	INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Salaries   \$59,421.84   \$60,973.25   97%   \$406,566.43   \$381,812.75   10     Temporay Labor   Payol Taxos   \$4.595.50   \$4.281.67   107%   \$31.801.34   \$526,821.66   111     Grup Insurance   \$10.822.10   \$10.385.83   104%   \$797,754.17   \$72,700.85   11     Grup Insurance   \$10.822.10   \$10.385.83   104%   \$797,754.17   \$526,821.66   11     Workers Compensation   \$120.00   \$590.00   24%   \$1.287.41   \$3.500.00   98     Continuing Education   \$120.00   \$500.00   24%   \$1.287.41   \$3.500.00   98     Continuing Education   \$3.107.40   \$3.760.00   85%   \$20.641.39   \$26.250.00   7     Total Personnel Expense   \$76.9.30   \$568.33   132%   \$44.103.241.82   \$11.401.41.99   \$20.641.39   \$22.650.0   30.00   30.00.0   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00 <td< td=""><td>GENERAL ADMINI</td><td>STRATIVE EXPENSES</td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	GENERAL ADMINI	STRATIVE EXPENSES						
Salaries   \$59,421.84   \$60,973.25   97%   \$406,566.43   \$381,812.75   10     Temporay Labor   Payol Taxos   \$4.595.50   \$4.281.67   107%   \$31.801.34   \$526,821.66   111     Grup Insurance   \$10.822.10   \$10.385.83   104%   \$797,754.17   \$72,700.85   11     Grup Insurance   \$10.822.10   \$10.385.83   104%   \$797,754.17   \$526,821.66   11     Workers Compensation   \$120.00   \$590.00   24%   \$1.287.41   \$3.500.00   98     Continuing Education   \$120.00   \$500.00   24%   \$1.287.41   \$3.500.00   98     Continuing Education   \$3.107.40   \$3.760.00   85%   \$20.641.39   \$26.250.00   7     Total Personnel Expense   \$76.9.30   \$568.33   132%   \$44.103.241.82   \$11.401.41.99   \$20.641.39   \$22.650.0   30.00   30.00.0   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00   30.00.00 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>								
Payod Taxes   \$4,595.50   \$4,281.67   107%   \$31,891.34   \$26,821.66   111     Workers Compensation   \$10,826.33   104%   \$79,754.17   \$72,700.85   \$11     Workers Compensation   \$12,020   \$500.00   24%   \$12,874.11   \$33,500.00   \$3     Retirement Pion   \$3,107.40   \$33,707.00   63%   \$20,041.39   \$26,250.00   7     Total Personnel Expense   \$78,211.09   \$80,043.75   99%   \$541,147.99   \$512,156.26   10     Tavel, Meetings, Conferences     399,25   \$408.33   97%   \$27,777.75   \$22,858.35   9     Auto & Fixed Asset Depreciation   \$399,25   \$449.48   101%   \$3,360.00   3     National Meetings   \$1,005.04   3,000.00   34%   \$1,712.50   \$3,600.00   34     National Meetings   \$1,005.04   3,000.00   12%   \$8,37.04   4,800.00   11     Ormer Conferences   \$3,405.77   \$2,54.50   -10%   \$1,243.61   \$1,781.45   7			\$59,421.84	\$60,973.25	97%	\$406,565.43	\$381,812.75	106%
Group Insurance   \$10,822.10   \$10,382.30   104%   \$77,754.17   \$77,7700.85   11     Octinuing Education   \$120.00   \$144.25   \$153.00   94%   \$1,027.21   \$3,000.00   3     Retirement Plan   \$3,107.40   \$3,750.00   83%   \$20,641.39   \$22,250.00   7     Total Personnel Expense   \$78,211.09   \$80,043.75   98%   \$541,147.99   \$512,156.26   10     Tavel, Meetings, Conferences       \$24,250.00   7     Auto Expense   \$769.30   \$583.33   132%   \$44,723.42   \$4,083.35   11     Auto Expense   \$769.30   \$583.33   197%   \$2,773.75   \$2,888.35   19     Auto Expense   \$769.30   \$549.48   101%   \$3,326.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42   \$3,286.42 </td <td>Temporary Labor</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Temporary Labor							
Workers Compensation   \$14.4.25   \$15.300   94%   \$1.028.25   \$1.071.00   9     Continuing Education   \$3.107.40   \$500.00   24%   \$1.267.41   \$3.500.00   3     Retirement Plan   \$3.107.40   \$53,750.00   35%   \$226,250.00   7     Total Personnel Expense   \$763.211.09   \$80,043.75   96%   \$541,147.99   \$512,156.26   10     Travel, Meetings, Conferences    \$769.30   \$583.33   132%   \$4,723.42   \$4,083.35   91     Auto Expense   \$779.50   \$469.48   101%   \$3.326.42   \$3.286.35   9     Auto Insurance   \$475.50   \$469.48   101%   \$3.326.42   \$3.286.38   100     State Meetings   \$1.005.04   3.000.00   34%   \$1.212.60   \$3.500.00   11     Order formeces   \$251.916.93   \$3.073.14   1.500.00   112%   \$8.331.35   \$5.500.00   11     Order formeces   \$251.916.93   \$3.435.77   \$3.435.71   \$3.435.81   \$3.1781.45   7	Payroll Taxes		\$4,595.50	\$4,281.67	107%	\$31,891.34	\$26,821.66	119%
Continuing Education   \$120.00   \$500.00   24%   \$1.267.41   \$3,500.00   3     Retirement Plan   \$3,107.40   \$3,750.00   83%   \$20,641.39   \$26,250.00   7     Total Personnel Expense   \$78,211.09   \$80,043.75   98%   \$541,147.99   \$512,156.26   10     Travel, Meetings, Conferences   Xulo Expense   \$769.30   \$583.33   132%   \$4,723.42   \$4,083.35   11     Auto Expense   \$769.30   \$589.33   132%   \$4,723.42   \$4,083.35   10     Auto Expense   \$475.50   \$469.48   101%   \$3,326.42   \$3,286.38   10     State Meetings   \$1,005.04   3,000.00   34%   \$1,212.50   \$3,500.00   31     National Meetings   \$3,073.14   1,500.00   205%   \$6,331.35   \$5,500.00   11     Ormitize Meetings   \$111.90   100.00   112%   \$837.04   4,500.00   1     Commitize Meetings   \$1,345.77   \$3,113.44   110%   \$1,849.09   \$21,794.03   8	Group Insurance		\$10,822.10	\$10,385.83	104%	\$79,754.17	\$72,700.85	110%
Retirement Plan   \$3,107.40   \$3,750.00   83%   \$20,641.39   \$26,250.00   7     Total Personnel Expense   \$78,211.09   \$80,043.75   98%   \$541,147.99   \$512,156.26   10     Tavel, Meetings, Conferences   \$769.30   \$583.33   132%   \$4,723.42   \$4,083.35   11     Auto & Fixed Asset Depreciation   \$396.25   \$406.83   97%   \$2,775,75   \$2,883.35   91     Auto & Fixed Asset Depreciation   \$396.25   \$406.94   101%   \$3,328.42   \$3,286.35   93     Auto Erixed Asset Depreciation   \$476.50   \$469.46   101%   \$3,328.42   \$3,286.30   93     National Meetings   \$1,005.04   3,000.00   34%   \$1,212.50   \$3,500.00   11     Presidents Expense   0   00.00   112%   \$837.04   4,500.00   1     Committee Meetings   \$111.90   100.00   112%   \$837.04   4,500.00   1     Counties Meetings   \$1,243.61   \$1,781.45   7   \$2,244.90   \$25,509.53   8 <td>Workers Compensa</td> <td>ation</td> <td>\$144.25</td> <td>\$153.00</td> <td>94%</td> <td>\$1,028.25</td> <td>\$1,071.00</td> <td>96%</td>	Workers Compensa	ation	\$144.25	\$153.00	94%	\$1,028.25	\$1,071.00	96%
Total Personnel Expense   \$78,211.09   \$80,043.75   99%   \$541,147.99   \$512,156.26   10     Travel, Meetings, Conferences   Auto Expense   \$76,211.09   \$80,043.75   99%   \$541,147.99   \$512,156.26   10     Auto Expense   \$769.30   \$583.33   132%   \$4,723.42   \$4,003.35   511     Auto Expense   \$765.00   \$460.48   101%   \$3,326.42   \$3,286.35   9     Auto Insurance   \$475.50   \$460.48   101%   \$3,326.42   \$3,286.38   10     National Meetings   \$1,005.04   3,000.00   205%   \$86,331.35   \$5,500.00   11     Other Conferences   Presidents Expense   Board Of Directors Meetings   \$11.90   100.00   112%   \$837.04   4,500.00   1     Committee Meetings   \$11.190   100.00   112%   \$837.04   4,500.00   1     Correlater Planning Conferences   \$1,243.61   \$1,781.45   7     Total Travel, Meetings, Conferences   \$3,435.77   \$3,113.41   10%   \$18,940.99 </td <td>Continuing Education</td> <td>on</td> <td>\$120.00</td> <td>\$500.00</td> <td>24%</td> <td>\$1,267.41</td> <td>\$3,500.00</td> <td>36%</td>	Continuing Education	on	\$120.00	\$500.00	24%	\$1,267.41	\$3,500.00	36%
Tavel, Meetings, Conferences     Auto Expense   \$769.30   \$583.33   132%   \$4,723.42   \$4,083.35   11     Auto Expense   \$396.25   \$409.33   97%   \$2,773.75   \$2,2869.35   93     Auto Insurance   \$375.50   \$464.84   101%   \$3,326.42   \$3,286.33   10     State Meetings   \$1,005.04   3,000.00   34%   \$1,212.50   \$3,500.00   3     National Meetings   \$3,073.14   1,500.00   205%   \$6,331.35   \$5,500.00   1     Other Conferences   Presidents Expense   Board of Directors Meetings   \$1,781.45   7     Chapter Planning Conference   \$1,243.61   \$1,781.45   7     Total Travel, Meetings, Conferences   \$5,806.38   \$6,315.64   92%   \$20,448.09   \$21,794.03   8     Duikling Insurance   \$1,266.20   \$1,183.33   107%   \$8,755.16   \$8,283.35   10     Property Taxes   \$3,365.33   \$3,365.33   100%   \$24,494.86   \$24,490.85   \$24,490.85   \$24,490.85   \$24,49	Retirement Plan		\$3,107.40	\$3,750.00	83%	\$20,641.39	\$26,250.00	79%
Auto Expense \$769.30 \$583.33 122% \$4,723.42 \$4,083.35 11   Auto & Fixed Asset Depreciation \$396.25 \$408.33 97% \$2,773.75 \$2,858.35 9   Auto Insurance \$475.50 \$469.48 101% \$3,326.42 \$3,286.32 \$10   State Meetings \$1,005.04 3,000.00 34% \$1,212.50 \$3,500.00 31   Other Conferences Presidents Expense Board of Directors Meetings \$111.90 100.00 112% \$837.04 4,500.00 11   Committee Meetings \$111.90 100.00 112% \$837.04 4,500.00 11   Committee Meetings \$111.90 100.00 112% \$837.04 4,500.00 11   Committee Meetings \$11.781.45 \$7 \$1,243.61 \$1,781.45 7   Total Travel, Meetings, Conferences \$5,806.38 \$6,315.64 92% \$20,448.09 \$21,794.03 8   Occupancy Expense Uitlifies \$3,435.77 \$3,113.44 110% \$18,940.99 \$21,794.03 8   Daintorial Services \$1,266.20	Total Personnel Ex	xpense	\$78,211.09	\$80,043.75	98%	\$541,147.99	\$512,156.26	106%
Auto & Fixed Asset Depreciation   \$396.25   \$408.33   97%   \$2,773.75   \$2,858.35   99     Auto Insurance   \$475.50   \$469.48   101%   \$3,326.42   \$3,260.38   10     State Meetings   \$1,005.04   3,000.00   34%   \$1,212.50   \$3,500.00   31     Other Conferences   Presidents Expense   \$5,307.314   1,500.00   205%   \$6,331.35   \$5,500.00   11     Presidents Expense   Board of Directors Meetings   \$111.90   100.00   112%   \$837.04   4,500.00   1     Committee Meetings   \$111.90   100.00   112%   \$837.04   4,500.00   1     Committee Meetings   \$1243.61   \$1,781.45   7   S1243.61   \$1,781.45   7     Total Travel, Meetings, Conferences   \$1265.03   \$6,315.64   92%   \$20,448.09   \$25,509.53   8     Occupancy Expense   Utilities   \$3,435.77   \$3,113.44   110%   \$18,940.99   \$21,794.03   8     Building Insurance   \$1,266.20   \$1,183.33	Travel, Meetings, (	Conferences						
Auto Insurance \$475.50 \$469.48 101% \$3,326.42 \$3,286.38 100   State Meetings \$1,005.04 3,000.00 34% \$1,212.50 \$3,500.00 3   Other Conferences \$3,073.14 1,500.00 205% \$6,331.35 \$5,500.00 10   Other Conferences \$3,073.14 1,500.00 205% \$6,331.35 \$5,500.00 1   Deard of Directors Meetings \$111.90 100.00 112% \$837.04 4,500.00 1   Committee Meetings \$111.90 100.00 112% \$837.04 \$5,00.00 1   Committee Meetings \$11.90 100.00 112% \$837.04 \$5,00.00 1   Committee Meetings \$11.90 100.00 112% \$837.04 \$5,00.00 1   Committee Meetings \$1,243.61 \$1,781.45 7 7 \$1,243.61 \$1,781.45 7   Cotage \$20,900.00 \$11.33.31 107% \$8,755.16 \$8,283.35 10   Dirigit Insurance \$1,266.20 \$1,183.31 107% \$8,755.16 \$2,498.35 <t< td=""><td>Auto Expense</td><td></td><td>\$769.30</td><td>\$583.33</td><td>132%</td><td>\$4,723.42</td><td>\$4,083.35</td><td>116%</td></t<>	Auto Expense		\$769.30	\$583.33	132%	\$4,723.42	\$4,083.35	116%
State Meetings   \$1,005.04   3,000.00   34%   \$1,212.50   \$3,500.00   33     National Meetings   \$3,073.14   1,500.00   205%   \$6,331.35   \$5,500.00   11     Other Conferences   Presidents Expense   5   100.00   112%   \$837.04   4,500.00   1     Committee Meetings   \$111.90   100.00   112%   \$837.04   4,500.00   1     Committee Meetings   \$111.90   100.00   112%   \$837.04   4,500.00   1     Committee Meetings   \$1,781.45   7   \$254.50   -10%   \$1,243.61   \$1,781.45   7     Chapter Planning Conferences   \$5,806.38   \$6,315.64   92%   \$20,448.09   \$25,509.53   8     Occupancy Expense   Uliling   \$3,435.77   \$3,113.44   110%   \$18,940.99   \$21,794.03   8     Building Insurance   \$1,266.20   \$1,183.33   100%   \$24,949.86   \$24,908.35   10     Janitorial Services   \$1,384.50   \$916.67   151%   \$5,676.47	Auto & Fixed Asset	Depreciation	\$396.25	\$408.33	97%	\$2,773.75	\$2,858.35	97%
National Meetings   \$3,073.14   1,500.00   205%   \$6,331.35   \$5,500.00   11     Other Conferences   Presidents Expense   Board of Directors Meetings   \$111.90   100.00   112%   \$837.04   4,500.00   1     Committee Meetings   (\$24.75)   \$254.50   -10%   \$1,243.61   \$1,781.45   7     Chapter Planning Conference   \$5,806.38   \$6,315.64   92%   \$20,448.09   \$25,509.53   8     Occupancy Expense     \$1,266.20   \$1,183.33   107%   \$8,755.16   \$8,283.35   10     Property Taxes   \$3,658.33   \$3,558.33   100%   \$24,949.86   \$24,908.35   10     Janitorial Services   \$1,384.50   \$916.67   151%   \$5,676.47   \$6,416.65   8     Building Insurance   \$1,384.50   \$916.67   151%   \$5,676.47   \$6,416.65   8     Building Repairs & Maintenance   \$1,656.94   \$2,916.67   57%   \$20,284.49   \$20,416.65   9     State Coffice Equipment   \$438.97 <t< td=""><td>Auto Insurance</td><td></td><td>\$475.50</td><td>\$469.48</td><td>101%</td><td>\$3,326.42</td><td>\$3,286.38</td><td>101%</td></t<>	Auto Insurance		\$475.50	\$469.48	101%	\$3,326.42	\$3,286.38	101%
Other Conferences   \$111.90   100.00   112%   \$837.04   4,500.00   1     Deard of Directors Meetings   (\$24.75)   \$254.50   -10%   \$1,243.61   \$1,781.45   7     Chapter Planning Conferences   *   *   *   *   *   *     Total Travel, Meetings, Conferences   \$5,806.38   \$6,315.64   92%   \$20,448.09   \$25,509.53   8     Occupancy Expense    *   *   *   *   *     Utilities   \$3,435.77   \$3,113.44   110%   \$8,755.16   \$8,283.35   10     Property Taxes   \$3,558.33   \$3,558.33   100%   \$24,949.86   \$24,908.35   10     Janitorial Services   \$1,384.50   \$916.67   151%   \$5,676.47   \$6,416.65   8     Building Repairs & Maintenance   \$1,1301.74   \$11,688.44   97%   \$78,606.97   \$81,819.03   9     Office Expense   \$11,301.74   \$11,688.44   97%   \$7,795.08   \$3,441.65   9     Postage   \$13	State Meetings		\$1,005.04	3,000.00	34%	\$1,212.50	\$3,500.00	35%
Presidents Expense S111.90 100.00 112% \$837.04 4,500.00 1   Committee Meetings (\$24.75) \$254.50 -10% \$1,243.61 \$1,781.45 7   Chapter Planning Conference ************************************	National Meetings		\$3,073.14	1,500.00	205%	\$6,331.35	\$5,500.00	115%
Board of Directors Meetings   \$111.90   100.00   112%   \$837.04   4,500.00   1     Committee Meetings   (\$24.75)   \$254.50   -10%   \$1,243.61   \$1,781.45   7     Chapter Planning Conferences	Other Conferences							
Committee Meetings (\$24.75) \$254.50 -10% \$1,243.61 \$1,781.45 7   Chapter Planning Conference \$5,806.38 \$6,315.64 92% \$20,448.09 \$25,509.53 8   Occupancy Expense Utilities \$3,435.77 \$3,113.44 110% \$18,940.99 \$21,794.03 8   Building Insurance \$1,266.20 \$1,183.33 107% \$8,755.16 \$8,283.35 100   Property Taxes \$3,558.33 \$3,558.33 100% \$24,949.86 \$24,949.8.35 100   Janitorial Services \$1,384.50 \$916.67 151% \$5,676.47 \$6,416.65 88   Building Repairs & Maintenance \$1,656.94 \$2,916.67 57% \$20,284.49 \$20,416.65 99   Office Expense   \$11,301.74 \$11,688.44 97% \$78,606.97 \$81,819.03 9   Office Equipment \$465.28 \$491.67 95% \$3,256.96 \$3,441.65 9   Postage \$138.97 \$83.33 167% \$67.091 \$88.35 11   Telephone \$1,085.53 \$83.33 <td>Presidents Expense</td> <td>e</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Presidents Expense	e						
Chapter Planning Conference Total Travel, Meetings, Conferences \$5,806.38 \$6,315.64 92% \$20,448.09 \$25,509.53 8   Occupancy Expense Utilities \$3,435.77 \$3,113.44 110% \$18,940.99 \$21,794.03 8   Building Insurance \$1,266.20 \$1,183.33 107% \$8,755.16 \$8,283.35 10   Property Taxes \$3,558.33 \$3,558.33 100% \$24,949.86 \$24,908.35 10   Janitorial Services \$1,384.50 \$916.67 151% \$5,676.47 \$6,416.65 8   Building Repairs & Maintenance \$1,656.94 \$2,916.67 57% \$20,284.49 \$20,416.65 9   Total Occupancy Expense \$11,301.74 \$11,688.44 97% \$78,606.97 \$81,819.03 9   Office Expense   \$10,085.53 \$83.33 167% \$670.91 \$583.35 10   Leased Office Equipment \$465.28 \$491.67 95% \$3,256.96 \$3,441.65 9   Postage \$138.97 \$83.33 167% \$670.91 \$583.35 13   Comp	Board of Directors I	Veetings	\$111.90	100.00	112%	\$837.04	4,500.00	19%
Total Travel, Meetings, Conferences   \$5,806.38   \$6,315.64   92%   \$20,448.09   \$25,509.53   8     Occupancy Expense   Utilities   \$3,435.77   \$3,113.44   110%   \$18,940.99   \$21,794.03   8     Building Insurance   \$1,266.20   \$1,183.33   107%   \$8,755.16   \$8,283.35   100     Property Taxes   \$3,558.33   \$3,558.33   100%   \$24,949.86   \$24,949.85   100     Janitorial Services   \$1,384.50   \$916.67   151%   \$5,676.47   \$6,416.65   8     Building Repairs & Maintenance   \$11,301.74   \$11,688.44   97%   \$78,606.97   \$81,819.03   9     Office Expense   \$11,301.74   \$11,688.44   97%   \$78,606.97   \$81,819.03   9     Office Equipment   \$465.28   \$491.67   95%   \$3,256.96   \$3,441.65   9     Postage   \$138.97   \$83.33   167%   \$670.91   \$583.35   13     Computer Software   \$3862.39   \$880.83   98%   \$8,421.70   \$6,165.85	Committee Meeting	JS	(\$24.75)	\$254.50	-10%	\$1,243.61	\$1,781.45	70%
Occupancy Expense   Utilities   \$3,435.77   \$3,113.44   110%   \$18,940.99   \$21,794.03   8     Building Insurance   \$1,266.20   \$1,183.33   107%   \$8,755.16   \$8,283.35   10     Property Taxes   \$3,558.33   \$3,558.33   100%   \$24,949.86   \$24,908.35   10     Janitorial Services   \$1,384.50   \$916.67   151%   \$5,676.47   \$6,416.65   8     Building Repairs & Maintenance   \$1,656.94   \$2,916.67   57%   \$20,284.49   \$20,416.65   9     Compared Expense     Leased Office Equipment     Postage   \$138.97   \$83.33   167%   \$670.91   \$583.35   11     Computer Software   \$1,085.53   \$833.33   130%   \$7,795.08   \$5,833.35   13     Computer Software   \$486.29   \$391.67   127%   \$3,131.61   \$2,741.65   14     Expense     Leased Office Equipment   \$465.28   \$491.67   95%   \$3,256.96   \$3,441.65	Chapter Planning C	Conference						
Utilities \$3,435.77 \$3,113.44 110% \$18,940.99 \$21,794.03 8   Building Insurance \$1,266.20 \$1,183.33 107% \$8,755.16 \$8,283.35 100   Property Taxes \$3,558.33 \$3,558.33 100% \$24,949.86 \$24,908.35 100   Janitorial Services \$1,384.50 \$916.67 151% \$5,676.47 \$6,416.65 8   Building Repairs & Maintenance \$1,656.94 \$2,916.67 57% \$20,284.49 \$20,416.65 9   Concurrence   Total Occupancy Expense   Concurrence   Utilities   V   Concurrence   V   Total Occupancy Expense   Concurrence   Leased Office Equipment   Postage   \$11,085.53 \$83.33 167% \$670.91 \$583.35 11   Computer Software \$862.39 \$880.83 98% \$8,421.70 \$6,165.85 13   Office Equipment \$862.39	Total Travel, Meet	ings, Conferences	\$5,806.38	\$6,315.64	92%	\$20,448.09	\$25,509.53	80%
Building Insurance \$1,266.20 \$1,183.33 107% \$8,755.16 \$8,283.35 100   Property Taxes \$3,558.33 \$3,558.33 100% \$24,949.86 \$24,908.35 100   Janitorial Services \$1,384.50 \$916.67 151% \$5,676.47 \$6,416.65 88   Building Repairs & Maintenance \$1,656.94 \$2,916.67 57% \$20,284.49 \$20,416.65 99   Total Occupancy Expense   Concurrent expense   Leased Office Equipment   Postage \$138.97 \$83.33 167% \$670.91 \$583.35 10   Postage \$1,085.53 \$833.33 130% \$7,795.08 \$5,833.35 13   Computer Software \$862.39 \$880.83 98% \$8,421.70 \$6,165.85 13   Office Supplies \$498.69 \$391.67 127% \$3,131.61 \$2,741.65 11   Equipment Repairs/Maintenance \$872.68 \$625.00 140% \$5,704.05 \$4,375.00 13	Occupancy Expen	se						
Property Taxes \$3,558.33 \$3,558.33 100% \$24,949.86 \$24,908.35 100%   Janitorial Services \$1,384.50 \$916.67 151% \$5,676.47 \$6,416.65 88   Building Repairs & Maintenance \$1,656.94 \$2,916.67 57% \$20,284.49 \$20,416.65 99   Total Occupancy Expense \$11,301.74 \$11,688.44 97% \$78,606.97 \$81,819.03 99   Office Expense \$11,301.74 \$11,688.44 97% \$78,606.97 \$81,819.03 99   Leased Office Equipment \$465.28 \$491.67 95% \$3,256.96 \$3,441.65 99   Postage \$138.97 \$83.33 167% \$670.91 \$583.35 11   Computer Software \$10,85.53 \$833.33 130% \$7,795.08 \$5,833.35 13   Office Supplies \$498.69 \$391.67 127% \$3,131.61 \$2,741.65 11   Equipment Repairs/Maintenance \$872.68 \$625.00 140% \$5,704.05 \$4,375.00 13	Utilities		\$3,435.77	\$3,113.44	110%	\$18,940.99	\$21,794.03	87%
Janitorial Services   \$1,384.50   \$916.67   151%   \$5,676.47   \$6,416.65   88     Building Repairs & Maintenance   \$1,656.94   \$2,916.67   57%   \$20,284.49   \$20,416.65   99     Total Occupancy Expense   \$11,301.74   \$11,688.44   97%   \$78,606.97   \$81,819.03   99     Office Expense   \$11,301.74   \$11,688.44   97%   \$78,606.97   \$81,819.03   99     Office Expense   \$11,301.74   \$11,688.44   97%   \$78,606.97   \$81,819.03   99     Office Expense   \$10,865.28   \$491.67   95%   \$3,256.96   \$3,441.65   99     Postage   \$138.97   \$83.33   167%   \$670.91   \$583.35   11     Telephone   \$1,085.53   \$833.33   130%   \$7,795.08   \$5,833.35   13     Office Supplies   \$498.69   \$391.67   127%   \$3,131.61   \$2,741.65   11     Equipment Repairs/Maintenance   \$872.68   \$6625.00   140%   \$5,704.05   \$4,375.00   13	Building Insurance		\$1,266.20	\$1,183.33	107%	\$8,755.16	\$8,283.35	106%
Building Repairs & Maintenance   \$1,656.94   \$2,916.67   57%   \$20,284.49   \$20,416.65   9     Total Occupancy Expense   \$11,301.74   \$11,688.44   97%   \$78,606.97   \$81,819.03   9     Office Expense   E <td>Property Taxes</td> <td></td> <td>\$3,558.33</td> <td>\$3,558.33</td> <td>100%</td> <td>\$24,949.86</td> <td>\$24,908.35</td> <td>100%</td>	Property Taxes		\$3,558.33	\$3,558.33	100%	\$24,949.86	\$24,908.35	100%
Total Occupancy Expense   \$11,301.74   \$11,688.44   97%   \$78,606.97   \$81,819.03   9     Office Expense   Eased Office Equipment   \$465.28   \$491.67   95%   \$3,256.96   \$3,441.65   9     Postage   \$138.97   \$83.33   167%   \$670.91   \$583.35   11     Telephone   \$1,085.53   \$833.33   130%   \$7,795.08   \$5,833.35   13     Computer Software   \$862.39   \$880.83   98%   \$8,421.70   \$6,165.85   13     Office Supplies   \$498.69   \$391.67   127%   \$3,131.61   \$2,741.65   11     Equipment Repairs/Maintenance   \$872.68   \$625.00   140%   \$5,704.05   \$4,375.00   13	Janitorial Services		\$1,384.50	\$916.67	151%	\$5,676.47	\$6,416.65	88%
Office Expense     Leased Office Equipment   \$465.28   \$491.67   95%   \$3,256.96   \$3,441.65   9     Postage   \$138.97   \$83.33   167%   \$670.91   \$583.35   11     Telephone   \$1,085.53   \$833.33   130%   \$7,795.08   \$5,833.35   13     Computer Software   \$862.39   \$880.83   98%   \$8,421.70   \$6,165.85   13     Office Supplies   \$498.69   \$391.67   127%   \$3,131.61   \$2,741.65   11     Equipment Repairs/Maintenance   \$872.68   \$625.00   140%   \$5,704.05   \$4,375.00   13	Building Repairs & I	Maintenance	\$1,656.94	\$2,916.67	57%	\$20,284.49	\$20,416.65	99%
Leased Office Equipment\$465.28\$491.6795%\$3,256.96\$3,441.659Postage\$138.97\$83.33167%\$670.91\$583.3511Telephone\$1,085.53\$833.33130%\$7,795.08\$5,833.3513Computer Software\$862.39\$880.8398%\$8,421.70\$6,165.8513Office Supplies\$498.69\$391.67127%\$3,131.61\$2,741.6511Equipment Repairs/Maintenance\$872.68\$625.00140%\$5,704.05\$4,375.0013	Total Occupancy B	Expense	\$11,301.74	\$11,688.44	97%	\$78,606.97	\$81,819.03	96%
Postage\$138.97\$83.33167%\$670.91\$583.3511Telephone\$1,085.53\$833.33130%\$7,795.08\$5,833.3513Computer Software\$862.39\$880.8398%\$8,421.70\$6,165.8513Office Supplies\$498.69\$391.67127%\$3,131.61\$2,741.6511Equipment Repairs/Maintenance\$872.68\$625.00140%\$5,704.05\$4,375.0013	Office Expense							
Telephone   \$1,085.53   \$833.33   130%   \$7,795.08   \$5,833.35   133     Computer Software   \$862.39   \$880.83   98%   \$8,421.70   \$6,165.85   13     Office Supplies   \$498.69   \$391.67   127%   \$3,131.61   \$2,741.65   11     Equipment Repairs/Maintenance   \$872.68   \$625.00   140%   \$5,704.05   \$4,375.00   13	Leased Office Equip	pment	\$465.28	\$491.67	95%	\$3,256.96	\$3,441.65	95%
Computer Software   \$862.39   \$880.83   98%   \$8,421.70   \$6,165.85   13     Office Supplies   \$498.69   \$391.67   127%   \$3,131.61   \$2,741.65   11     Equipment Repairs/Maintenance   \$872.68   \$625.00   140%   \$5,704.05   \$4,375.00   13	Postage		\$138.97	\$83.33	167%	\$670.91	\$583.35	115%
Office Supplies   \$498.69   \$391.67   127%   \$3,131.61   \$2,741.65   11     Equipment Repairs/Maintenance   \$872.68   \$625.00   140%   \$5,704.05   \$4,375.00   13	Telephone		\$1,085.53	\$833.33	130%	\$7,795.08	\$5,833.35	134%
Equipment Repairs/Maintenance \$872.68 \$625.00 140% \$5,704.05 \$4,375.00 13	Computer Software	1	\$862.39	\$880.83	98%	\$8,421.70	\$6,165.85	137%
	Office Supplies		\$498.69	\$391.67	127%	\$3,131.61	\$2,741.65	114%
Total Office Expense   \$3,923.54   \$3,305.83   119%   \$28,980.31   \$23,140.85   12	Equipment Repairs/	Maintenance	\$872.68	\$625.00	140%	\$5,704.05	\$4,375.00	130%
	Total Office Expen	ise	\$3,923.54	\$3,305.83	119%	\$28,980.31	\$23,140.85	125%

	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Other Expenses							
Advertising							
Accounting					\$14,500.00	14,500.00	100%
Association Meetings	3						
Bank Charges		\$22.00	\$28.76	76%	\$154.63	\$201.35	77%
Professional Fees		\$1,610.84	\$3,285.00	49%	\$2,734.26	\$7,570.00	36%
Legal Fees							
Taxes & Licenses		\$107.00	\$25.00	428%	\$168.25	\$175.00	96%
Dues/Subscriptions/S	Sponsor	\$143.85	\$125.00	115%	\$719.86	\$875.00	82%
Interest Expense		\$84.25	\$84.25	100%	\$628.26	\$636.57	99%
Loss on sale of asset							
Directors & Officer In:	surance	\$254.42	\$254.42	100%	\$1,780.94	\$1,780.90	100%
Miscellaneous Expen	se				\$1.387.67		
Total Other Expense		\$2,222.36	\$3,802.43	58%	\$22,073.87	\$25,738.82	86%
Non Cash Expense							
Depreciation		\$7,596.58	\$7,916.67	96%	\$53,176.06	\$55,416.65	96%
Total Non Cash Exp	ense	\$7,596.58	\$7,916.67	96%	\$53,176.06	\$55,416.65	96%
Net General Admini	strative Expense	\$109,061.69	\$113,072.76	96%	\$744,433.29	\$723,781.14	103%
NET PROFIT (LOSS)	) DUE TO OPERATIONS	(\$18,081.21)	(\$30,535.75)	59%	(\$13,864.69)	(\$47,462.06)	29%
Additional Expense							
Contribution					\$257.50		
Other Income							
Interest Income		\$541.32	1,250.00	43%	\$5,486.22	8,750.00	63%
Miscellaneous Income	e	\$8.34	9.17	91%	\$55.64	64.15	87%
Rental Income		\$6,016.61	\$6,016.61	100%	\$42,116.27	42,116.27	100%
Gain/Loss on Investr	ment Asset	\$5,123.50	250.00	2049%	\$14,985.09	1,750.00	856%
Total Other Income		\$11,689.77	\$7,525.78	155%	\$62,643.22	\$52,680.42	119%
NET PROFIT (LOS	SS)	(\$6,391.44)	(\$23,009.97)	28%	\$48,521.03	\$5,218.36	930%