

**Profit & Loss Budget Performance**

	Jan - Feb 19	Budget	\$ Over Budget	Jan - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
<b>6000 · MEMBERSHIP DUES</b>							
6001 · Regular	194,401.25	202,283.00	-7,881.75	194,401.25	202,283.00	-7,881.75	287,820.00
6003 · Regular - Joint	9,360.00	7,458.75	1,901.25	9,360.00	7,458.75	1,901.25	12,285.00
6006 · Regular - Retired	6,142.00	9,311.25	-3,169.25	6,142.00	9,311.25	-3,169.25	13,357.50
6009 · Regular - NP(1)	2,827.50	2,340.00	487.50	2,827.50	2,340.00	487.50	3,217.50
6012 · Regular - NP(2)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6015 · Regular - Graduate Student	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6018 · Associate - Pharmacy Technician	3,780.00	5,520.00	-1,740.00	3,780.00	5,520.00	-1,740.00	8,070.00
6021 · Associate	2,340.00	2,145.00	195.00	2,340.00	2,145.00	195.00	2,437.50
6024 · Student	2,840.00	3,300.00	-460.00	2,840.00	3,300.00	-460.00	5,880.00
6910 · Restricted Contributions-Legal	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 6000 · MEMBERSHIP DUES</b>	<b>221,690.75</b>	<b>232,358.00</b>	<b>-10,667.25</b>	<b>221,690.75</b>	<b>232,358.00</b>	<b>-10,667.25</b>	<b>333,067.50</b>
<b>6199 · MEMBERSHIP SERVICE PROGRAMS</b>							
6210 · Pharmacy Signs	219.00	353.12	-134.12	219.00	353.12	-134.12	1,995.12
<b>Total 6199 · MEMBERSHIP SERVICE PROGRAMS</b>	<b>219.00</b>	<b>353.12</b>	<b>-134.12</b>	<b>219.00</b>	<b>353.12</b>	<b>-134.12</b>	<b>1,995.12</b>
<b>6249 · MEMBERSHIP AFFINITY PROGRAMS</b>							
6250 · Pharmacy Marketing Group, Inc.	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6295 · Other Affinity Programs	0.00	0.00	0.00	0.00	0.00	0.00	1,149.15
<b>Total 6249 · MEMBERSHIP AFFINITY PROGRAMS</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>21,149.15</b>
<b>6350 · PTCB Program</b>							
6500 · CE PROGRAM REVENUE	0.00	0.00	0.00	0.00	0.00	0.00	9,000.00
6504 · Adopt-A-Student	0.00	0.00	0.00	0.00	0.00	0.00	5,711.00
6508 · Donations and Grants	2,561.60	0.00	2,561.60	2,561.60	0.00	2,561.60	32,142.84
6512 · Exhibits	20,700.00	26,100.00	-5,400.00	20,700.00	26,100.00	-5,400.00	59,812.50
6518 · Marketing	0.00	35.00	-35.00	0.00	35.00	-35.00	501.29
6522-20 · CE Co-Sponsor	304.00	3,638.00	-3,334.00	304.00	3,638.00	-3,334.00	10,298.06
6522 · Registrations	62,050.00	71,425.00	-9,375.00	62,050.00	71,425.00	-9,375.00	445,000.00
6530 · Other CE Revenue	50.00	0.00	50.00	50.00	0.00	50.00	338.67
6535 · General Home Study	2,210.00	2,000.00	210.00	2,210.00	2,000.00	210.00	22,000.00
6545 · AIDS/HIV-Med Error Home Study	40.00	130.00	-90.00	40.00	130.00	-90.00	820.00
<b>Total 6500 · CE PROGRAM REVENUE</b>	<b>87,915.60</b>	<b>103,328.00</b>	<b>-15,412.40</b>	<b>87,915.60</b>	<b>103,328.00</b>	<b>-15,412.40</b>	<b>576,624.36</b>
<b>6700 · PUBLICATIONS</b>							
6705 · Fraud, Waste and Abuse Complain	0.00	195.00	-195.00	0.00	195.00	-195.00	390.00
6730 · Pharmacy Technician Workbooks	0.00	266.00	-266.00	0.00	266.00	-266.00	287.47
6731 · Pass Assured Technician Trainin	40,086.00	28,265.56	11,820.44	40,086.00	28,265.56	11,820.44	168,362.56
6740 · Control Substance Invt Book	75.00	85.00	-10.00	75.00	85.00	-10.00	785.00
6755 · PQC Program	0.00	0.00	0.00	0.00	0.00	0.00	350.00
<b>Total 6700 · PUBLICATIONS</b>	<b>40,161.00</b>	<b>28,811.56</b>	<b>11,349.44</b>	<b>40,161.00</b>	<b>28,811.56</b>	<b>11,349.44</b>	<b>170,175.03</b>
6850 · Interest Operating Accounts	140.35	191.34	-50.99	140.35	191.34	-50.99	1,806.65
6900 · Miscellaneous Income	0.00	0.00	0.00	0.00	0.00	0.00	7.50
6902 · APhA Reception Contributions	0.00	0.00	0.00	0.00	0.00	0.00	6,064.00
<b>Total Income</b>	<b>350,126.70</b>	<b>365,042.02</b>	<b>-14,915.32</b>	<b>350,126.70</b>	<b>365,042.02</b>	<b>-14,915.32</b>	<b>1,119,889.31</b>
<b>Gross Profit</b>	<b>350,126.70</b>	<b>365,042.02</b>	<b>-14,915.32</b>	<b>350,126.70</b>	<b>365,042.02</b>	<b>-14,915.32</b>	<b>1,119,889.31</b>
<b>Expense</b>							
<b>7000 · PROGRAM EXPENSE</b>							
<b>7001 · MEMBERSHIP RECRUIT &amp; RETENTION</b>							
7004 · Postage	0.00	0.00	0.00	0.00	0.00	0.00	908.87
7006 · Printing and Copying	0.00	0.00	0.00	0.00	0.00	0.00	843.11
7025 · Dues Notices	0.00	304.65	-304.65	0.00	304.65	-304.65	702.00
<b>Total 7001 · MEMBERSHIP RECRUIT &amp; RETENTION</b>	<b>0.00</b>	<b>304.65</b>	<b>-304.65</b>	<b>0.00</b>	<b>304.65</b>	<b>-304.65</b>	<b>2,453.98</b>
<b>Total 7000 · PROGRAM EXPENSE</b>	<b>0.00</b>	<b>304.65</b>	<b>-304.65</b>	<b>0.00</b>	<b>304.65</b>	<b>-304.65</b>	<b>2,453.98</b>
7155 · FPT Journal Service Fee	0.00	6,450.00	-6,450.00	0.00	6,450.00	-6,450.00	25,800.00
<b>7159 · CE PROGRAM EXPENSE</b>							
7160 · Administrative	0.00	0.00	0.00	0.00	0.00	0.00	7,515.00
7162 · Adopt-A-Student	0.00	0.00	0.00	0.00	0.00	0.00	3,929.82
7164 · Audio/Visual Equipment	1,078.02	1,000.00	78.02	1,078.02	1,000.00	78.02	10,000.00
7166 · Banquets/Meals	17,854.60	25,743.68	-7,889.08	17,854.60	25,743.68	-7,889.08	146,595.99
7170 · Postage	4,058.82	2,000.00	2,058.82	4,058.82	2,000.00	2,058.82	20,000.00
7180 · Printing (General)	47.04	2,458.85	-2,411.81	47.04	2,458.85	-2,411.81	14,000.00
7182 · Printing (Handouts)	0.00	555.66	-555.66	0.00	555.66	-555.66	3,668.48
7184 · Printing - Exhibitor	0.00	196.97	-196.97	0.00	196.97	-196.97	1,265.12
7188 · Entertainment	0.00	0.00	0.00	0.00	0.00	0.00	300.00
7190 · Exhibits - Decorator	0.00	0.00	0.00	0.00	0.00	0.00	3,488.04
7196 · Mailing Service	0.00	2,362.33	-2,362.33	0.00	2,362.33	-2,362.33	8,899.60
7200 · Programs	0.00	0.00	0.00	0.00	0.00	0.00	574.76
7204 · Speaker Honorarium	4,100.00	1,859.83	2,240.17	4,100.00	1,859.83	2,240.17	19,702.87
7205 · Speaker Rooms	1,588.41	1,100.00	488.41	1,588.41	1,100.00	488.41	8,875.07
7206 · Speaker Transport. & Expenses	2,983.66	1,491.80	1,491.86	2,983.66	1,491.80	1,491.86	14,189.71
7208 · Staff Rooms	186.48	275.28	-88.80	186.48	275.28	-88.80	5,506.56
7210 · T-Shirts/Specialty	0.00	0.00	0.00	0.00	0.00	0.00	4,695.21
7211 · Officer Expenses	0.00	0.00	0.00	0.00	0.00	0.00	3,572.60
7212 · Staff Transportation & Expenses	455.61	183.85	271.76	455.61	183.85	271.76	2,074.30
7220 · Other CE Program Expenses	0.00	-98.28	98.28	0.00	-98.28	98.28	311.72
<b>Total 7159 · CE PROGRAM EXPENSE</b>	<b>32,352.64</b>	<b>39,129.97</b>	<b>-6,777.33</b>	<b>32,352.64</b>	<b>39,129.97</b>	<b>-6,777.33</b>	<b>279,164.85</b>
<b>7249 · PUBLICATION EXPENSE</b>							
7261 · Passed Assured Technician Train	27,609.40	10,985.10	16,624.30	27,609.40	10,985.10	16,624.30	117,096.70
7263 · Pharmacy Quality Commitment	0.00	0.00	0.00	0.00	0.00	0.00	175.00
<b>Total 7249 · PUBLICATION EXPENSE</b>	<b>27,609.40</b>	<b>10,985.10</b>	<b>16,624.30</b>	<b>27,609.40</b>	<b>10,985.10</b>	<b>16,624.30</b>	<b>117,271.70</b>
<b>7398 · OPERATING EXPENSES</b>							
<b>7399 · BUILDING &amp; GROUND MAINTENANCE</b>							
<b>7400 · Building Maintenance</b>							
7405 · Pest Control	43.00	43.00	0.00	43.00	43.00	0.00	247.25
7410 · Security System	80.72	74.34	6.38	80.72	74.34	6.38	460.24
7420 · Trash Collection	57.00	54.00	3.00	57.00	54.00	3.00	341.26
7425 · Yard Maintenance	1,512.40	1,470.00	42.40	1,512.40	1,470.00	42.40	2,846.68
<b>Total 7399 · BUILDING &amp; GROUND MAINTENANCE</b>	<b>2,373.12</b>	<b>1,981.34</b>	<b>391.78</b>	<b>2,373.12</b>	<b>1,981.34</b>	<b>391.78</b>	<b>9,278.80</b>

## Profit &amp; Loss Budget Performance

Accrual Basis

January through February 2019

	Jan - Feb 19	Budget	\$ Over Budget	Jan - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
<b>7449 · DATA PROCESSING</b>							
7460 · Computer Maintenance & Training	42.99	0.00	42.99	42.99	0.00	42.99	1,518.44
7465 · Internet Home Page	0.00	719.40	-719.40	0.00	719.40	-719.40	9,540.83
7470 · Credit Card Processing	3,545.71	6,453.91	-2,908.20	3,545.71	6,453.91	-2,908.20	35,784.15
7480 · Membership Management Software	2,995.00	7,198.70	-4,203.70	2,995.00	7,198.70	-4,203.70	7,529.00
7449 · DATA PROCESSING - Other	0.00	0.00	0.00	0.00	0.00	0.00	236.48
<b>Total 7449 · DATA PROCESSING</b>	<b>6,583.70</b>	<b>14,372.01</b>	<b>-7,788.31</b>	<b>6,583.70</b>	<b>14,372.01</b>	<b>-7,788.31</b>	<b>54,608.90</b>
<b>7550 · Dues and Subscriptions</b>	<b>0.00</b>	<b>155.00</b>	<b>-155.00</b>	<b>0.00</b>	<b>155.00</b>	<b>-155.00</b>	<b>4,583.00</b>
<b>7554 · EQUIPMENT RENTAL AND MAINTENANC</b>							
7555 · Copier and Fax Lease	0.00	1,748.24	-1,748.24	0.00	1,748.24	-1,748.24	8,744.58
7565 · Postage Meter Lease	16.76	0.00	16.76	16.76	0.00	16.76	1,337.00
<b>Total 7554 · EQUIPMENT RENTAL AND MAINTENANC</b>	<b>16.76</b>	<b>1,748.24</b>	<b>-1,731.48</b>	<b>16.76</b>	<b>1,748.24</b>	<b>-1,731.48</b>	<b>10,081.58</b>
<b>7599 · MEETINGS</b>							
7600 · FPA Comm & Councils (Jan-Mar)	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
7605 · FPA Comm & Councils (Jul-Sept)	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
7606 · FPA Comm & Councils (Oct-Dec)	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
7610 · Board of Pharmacy Meetings	270.52	0.00	270.52	270.52	0.00	270.52	1,823.40
7615 · Leadership Retreat	0.00	0.00	0.00	0.00	0.00	0.00	2,756.71
7620 · Other Meetings	431.85	0.00	431.85	431.85	0.00	431.85	8,558.30
<b>Total 7599 · MEETINGS</b>	<b>702.37</b>	<b>0.00</b>	<b>702.37</b>	<b>702.37</b>	<b>0.00</b>	<b>702.37</b>	<b>28,138.41</b>
<b>7640 · Bank Fees</b>	<b>65.25</b>	<b>171.65</b>	<b>-106.40</b>	<b>65.25</b>	<b>171.65</b>	<b>-106.40</b>	<b>1,042.93</b>
7655 · Office Supplies	230.07	890.18	-660.11	230.07	890.18	-660.11	3,411.32
7660 · Postage	71.55	307.00	-235.45	71.55	307.00	-235.45	1,807.67
7665 · Printing and Paper	0.00	0.00	0.00	0.00	0.00	0.00	91.32
7670 · Property and Casualty Insurance	597.00	0.00	597.00	597.00	0.00	597.00	3,019.00
7675 · Property taxes	0.00	0.00	0.00	0.00	0.00	0.00	5,562.34
7678 · State Corporation Fees	211.25	211.25	0.00	211.25	211.25	0.00	211.25
7680 · Telephone	288.29	424.07	-135.78	288.29	424.07	-135.78	2,786.87
7685 · Utilities	2,238.53	2,361.10	-122.57	2,238.53	2,361.10	-122.57	11,876.18
7697 · Staff Expenses							
7698 · Payroll Expenses							
7699 · SALARIES							
7700 · Car Allowance	966.64	800.00	166.64	966.64	800.00	166.64	5,091.62
7699 · SALARIES - Other	54,650.04	57,867.20	-3,217.16	54,650.04	57,867.20	-3,217.16	326,255.73
<b>Total 7699 · SALARIES</b>	<b>55,616.68</b>	<b>58,667.20</b>	<b>-3,050.52</b>	<b>55,616.68</b>	<b>58,667.20</b>	<b>-3,050.52</b>	<b>331,347.35</b>
<b>7799 · TAXES</b>							
7800 · FICA	4,254.72	4,488.04	-233.32	4,254.72	4,488.04	-233.32	24,746.72
7805 · FUTA	193.28	200.29	-7.01	193.28	200.29	-7.01	252.04
7810 · SUTA	32.20	33.36	-1.16	32.20	33.36	-1.16	41.99
<b>Total 7799 · TAXES</b>	<b>4,480.20</b>	<b>4,721.69</b>	<b>-241.49</b>	<b>4,480.20</b>	<b>4,721.69</b>	<b>-241.49</b>	<b>25,040.75</b>
<b>7698 · Payroll Expenses - Other</b>	<b>506.35</b>	<b>502.08</b>	<b>4.27</b>	<b>506.35</b>	<b>502.08</b>	<b>4.27</b>	<b>2,387.79</b>
<b>Total 7698 · Payroll Expenses</b>	<b>60,603.23</b>	<b>63,890.97</b>	<b>-3,287.74</b>	<b>60,603.23</b>	<b>63,890.97</b>	<b>-3,287.74</b>	<b>358,775.89</b>
<b>7850 · Insurance</b>	<b>5,635.74</b>	<b>12,776.75</b>	<b>-7,141.01</b>	<b>5,635.74</b>	<b>12,776.75</b>	<b>-7,141.01</b>	<b>37,592.83</b>
7853 · Disability	129.02	2,047.27	-1,918.25	129.02	2,047.27	-1,918.25	7,252.89
7855 · Travel and Entertainment	105.13	0.00	105.13	105.13	0.00	105.13	931.07
7865 · Retirement	9,911.00	0.00	9,911.00	9,911.00	0.00	9,911.00	11,534.09
7870 · Other	0.00	0.00	0.00	0.00	0.00	0.00	207.99
<b>Total 7697 · Staff Expenses</b>	<b>76,384.12</b>	<b>78,714.99</b>	<b>-2,330.87</b>	<b>76,384.12</b>	<b>78,714.99</b>	<b>-2,330.87</b>	<b>416,294.76</b>
<b>Total 7398 · OPERATING EXPENSES</b>	<b>89,762.01</b>	<b>101,336.83</b>	<b>-11,574.82</b>	<b>89,762.01</b>	<b>101,336.83</b>	<b>-11,574.82</b>	<b>552,794.33</b>
<b>7899 · SUPPORT SERVICES</b>							
7900 · Accounting and Auditing	0.00	3,000.00	-3,000.00	0.00	3,000.00	-3,000.00	9,000.00
7905 · Legislative (Representation)	21,750.00	14,500.00	7,250.00	21,750.00	14,500.00	7,250.00	87,000.00
7906 · Legislative (Expenses)	50.00	75.00	-25.00	50.00	75.00	-25.00	1,905.25
7910 · Legal (Representation)	6,668.00	6,668.00	0.00	6,668.00	6,668.00	0.00	40,008.00
7911 · Legal (Expenses)	25.00	59.61	-34.61	25.00	59.61	-34.61	59.61
<b>Total 7899 · SUPPORT SERVICES</b>	<b>28,493.00</b>	<b>24,302.61</b>	<b>4,190.39</b>	<b>28,493.00</b>	<b>24,302.61</b>	<b>4,190.39</b>	<b>137,972.86</b>
<b>Total Expense</b>	<b>178,217.05</b>	<b>182,509.16</b>	<b>-4,292.11</b>	<b>178,217.05</b>	<b>182,509.16</b>	<b>-4,292.11</b>	<b>1,115,457.72</b>
<b>Net Ordinary Income</b>	<b>171,909.65</b>	<b>182,532.86</b>	<b>-10,623.21</b>	<b>171,909.65</b>	<b>182,532.86</b>	<b>-10,623.21</b>	<b>4,431.59</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
<b>6849 · INVESTMENT EARNINGS</b>							
6855 · Interest - Investment Accounts	0.00	0.00	0.00	0.00	0.00	0.00	293.70
6857 · Dividend Income (FPA)	31.04	0.00	31.04	31.04	0.00	31.04	25,205.80
6870 · Gain (Loss) on sale of Security	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6880 · Unrealized Gain Loss on Securit	33,143.28	0.00	33,143.28	33,143.28	0.00	33,143.28	0.00
6890 · Investment Fees	0.00	0.00	0.00	0.00	0.00	0.00	-7,273.94
<b>Total 6849 · INVESTMENT EARNINGS</b>	<b>33,174.32</b>	<b>0.00</b>	<b>33,174.32</b>	<b>33,174.32</b>	<b>0.00</b>	<b>33,174.32</b>	<b>18,225.56</b>
<b>Total Other Income</b>	<b>33,174.32</b>	<b>0.00</b>	<b>33,174.32</b>	<b>33,174.32</b>	<b>0.00</b>	<b>33,174.32</b>	<b>18,225.56</b>
<b>Other Expense</b>							
7950 · Awards and Gifts	0.00	0.00	0.00	0.00	0.00	0.00	2,907.02
7970 · T&E-President & President Elect	0.00	0.00	0.00	0.00	0.00	0.00	5,920.52
7990 · Miscellaneous	0.00	8.70	-8.70	0.00	8.70	-8.70	1,208.93
7992 · APhA Reception Expense	0.00	0.00	0.00	0.00	0.00	0.00	7,075.52
<b>Total Other Expense</b>	<b>0.00</b>	<b>8.70</b>	<b>-8.70</b>	<b>0.00</b>	<b>8.70</b>	<b>-8.70</b>	<b>17,111.99</b>
<b>Net Other Income</b>	<b>33,174.32</b>	<b>-8.70</b>	<b>33,183.02</b>	<b>33,174.32</b>	<b>-8.70</b>	<b>33,183.02</b>	<b>1,113.57</b>
<b>Net Income</b>	<b>205,083.97</b>	<b>182,524.16</b>	<b>22,559.81</b>	<b>205,083.97</b>	<b>182,524.16</b>	<b>22,559.81</b>	<b>5,545.16</b>