

Florida Pharmacy Association  
**Profit & Loss Budget Performance**

January through December 2018

	Jan - Dec 18	Budget	\$ Over Budget	Jan - Dec 18	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
<b>6000 · MEMBERSHIP DUES</b>							
6001 · Regular	292,462.63	295,000.00	-2,537.37	292,462.63	295,000.00	-2,537.37	295,000.00
6003 · Regular - Joint	12,480.00	13,698.75	-1,218.75	12,480.00	13,698.75	-1,218.75	13,698.75
6006 · Regular - Retired	13,747.50	14,478.75	-731.25	13,747.50	14,478.75	-731.25	14,478.75
6009 · Regular - NP(1)	3,607.50	5,000.00	-1,392.50	3,607.50	5,000.00	-1,392.50	5,000.00
6015 · Regular - Graduate Student	0.00			0.00			
6018 · Associate - Pharmacy Technician	8,419.24	8,391.25	27.99	8,419.24	8,391.25	27.99	8,391.25
6021 · Associate	3,412.50	2,730.00	682.50	3,412.50	2,730.00	682.50	2,730.00
6024 · Student	5,380.00	5,730.00	-350.00	5,380.00	5,730.00	-350.00	5,730.00
<b>Total 6000 · MEMBERSHIP DUES</b>	<b>339,509.37</b>	<b>345,028.75</b>	<b>-5,519.38</b>	<b>339,509.37</b>	<b>345,028.75</b>	<b>-5,519.38</b>	<b>345,028.75</b>
<b>6199 · MEMBERSHIP SERVICE PROGRAMS</b>							
6210 · Pharmacy Signs	1,634.00	2,051.81	-417.81	1,634.00	2,051.81	-417.81	2,051.81
<b>Total 6199 · MEMBERSHIP SERVICE PROGRAMS</b>	<b>1,634.00</b>	<b>2,051.81</b>	<b>-417.81</b>	<b>1,634.00</b>	<b>2,051.81</b>	<b>-417.81</b>	<b>2,051.81</b>
<b>6249 · MEMBERSHIP AFFINITY PROGRAMS</b>							
6250 · Pharmacy Marketing Group, Inc.	20,829.00	20,000.00	829.00	20,829.00	20,000.00	829.00	20,000.00
6295 · Other Affinity Programs	841.54	1,437.84	-596.30	841.54	1,437.84	-596.30	1,437.84
<b>Total 6249 · MEMBERSHIP AFFINITY PROGRAMS</b>	<b>21,670.54</b>	<b>21,437.84</b>	<b>232.70</b>	<b>21,670.54</b>	<b>21,437.84</b>	<b>232.70</b>	<b>21,437.84</b>
<b>6350 · PTCB Program</b>	<b>14,572.50</b>	<b>14,400.00</b>	<b>172.50</b>	<b>14,572.50</b>	<b>14,400.00</b>	<b>172.50</b>	<b>14,400.00</b>
<b>6500 · CE PROGRAM REVENUE</b>							
6504 · Adopt-A-Student	3,375.00	5,125.00	-1,750.00	3,375.00	5,125.00	-1,750.00	5,125.00
6508 · Donations and Grants	41,540.35	29,185.00	12,355.35	41,540.35	29,185.00	12,355.35	29,185.00
6512 · Exhibits	59,800.00	58,750.00	1,050.00	59,800.00	58,750.00	1,050.00	58,750.00
6518 · Marketing	786.00	1,865.71	-1,079.71	786.00	1,865.71	-1,079.71	1,865.71
6522-20 · CE Co-Sponsor	4,508.00	11,437.50	-6,929.50	4,508.00	11,437.50	-6,929.50	11,437.50
6522 · Registrations	485,891.70	521,879.37	-35,987.67	485,891.70	521,879.37	-35,987.67	521,879.37
6530 · Other CE Revenue	125.00	4,906.02	-4,781.02	125.00	4,906.02	-4,781.02	4,906.02
6535 · General Home Study	54,748.00	10,585.00	44,163.00	54,748.00	10,585.00	44,163.00	10,585.00
6545 · AIDS/HIV-Med Error Home Study	330.00	765.00	-435.00	330.00	765.00	-435.00	765.00
<b>Total 6500 · CE PROGRAM REVENUE</b>	<b>651,104.05</b>	<b>644,498.60</b>	<b>6,605.45</b>	<b>651,104.05</b>	<b>644,498.60</b>	<b>6,605.45</b>	<b>644,498.60</b>
<b>6700 · PUBLICATIONS</b>							
6705 · Fraud, Waste and Abuse Complian	195.00	780.00	-585.00	195.00	780.00	-585.00	780.00
6730 · Pharmacy Technician Workbooks	149.50	302.75	-153.25	149.50	302.75	-153.25	302.75
6731 · Pass Assured Technician Trainin	176,855.00	165,000.00	11,855.00	176,855.00	165,000.00	11,855.00	165,000.00
6740 · Control Substance Invt Book	425.00	645.00	-220.00	425.00	645.00	-220.00	645.00
6750 · CQI Manual	0.00	2,500.00	-2,500.00	0.00	2,500.00	-2,500.00	2,500.00
6755 · PQC Program	700.00	1,025.00	-325.00	700.00	1,025.00	-325.00	1,025.00
<b>Total 6700 · PUBLICATIONS</b>	<b>178,324.50</b>	<b>170,252.75</b>	<b>8,071.75</b>	<b>178,324.50</b>	<b>170,252.75</b>	<b>8,071.75</b>	<b>170,252.75</b>
<b>6850 · Interest Operating Accounts</b>	<b>1,949.41</b>	<b>1,851.76</b>	<b>97.65</b>	<b>1,949.41</b>	<b>1,851.76</b>	<b>97.65</b>	<b>1,851.76</b>
<b>6900 · Miscellaneous Income</b>	<b>-0.01</b>			<b>-0.01</b>			
<b>6902 · APhA Reception Contributions</b>	<b>1,990.65</b>	<b>6,575.65</b>	<b>-4,585.00</b>	<b>1,990.65</b>	<b>6,575.65</b>	<b>-4,585.00</b>	<b>6,575.65</b>
<b>Total Income</b>	<b>1,210,755.01</b>	<b>1,206,097.16</b>	<b>4,657.85</b>	<b>1,210,755.01</b>	<b>1,206,097.16</b>	<b>4,657.85</b>	<b>1,206,097.16</b>
<b>Gross Profit</b>	<b>1,210,755.01</b>	<b>1,206,097.16</b>	<b>4,657.85</b>	<b>1,210,755.01</b>	<b>1,206,097.16</b>	<b>4,657.85</b>	<b>1,206,097.16</b>
<b>Expense</b>							
<b>4000 · Reconciliation Discrepancies</b>	<b>-5.00</b>			<b>-5.00</b>			

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	Jan - Dec 18	Budget	\$ Over Budget	Jan - Dec 18	YTD Budget	\$ Over Budget	Annual Budget
<b>7000 · PROGRAM EXPENSE</b>							
7001 · MEMBERSHIP RECRUIT & RETENTION							
7002 · Mailing Service	0.00	1,340.00	-1,340.00	0.00	1,340.00	-1,340.00	1,340.00
7004 · Postage	0.00	765.03	-765.03	0.00	765.03	-765.03	765.03
7006 · Printing and Copying	763.91	2,002.87	-1,238.96	763.91	2,002.87	-1,238.96	2,002.87
7025 · Dues Notices	426.24			426.24			
<b>Total 7001 · MEMBERSHIP RECRUIT &amp; RETENTION</b>	<b>1,190.15</b>	<b>4,107.90</b>	<b>-2,917.75</b>	<b>1,190.15</b>	<b>4,107.90</b>	<b>-2,917.75</b>	<b>4,107.90</b>
<b>Total 7000 · PROGRAM EXPENSE</b>	<b>1,190.15</b>	<b>4,107.90</b>	<b>-2,917.75</b>	<b>1,190.15</b>	<b>4,107.90</b>	<b>-2,917.75</b>	<b>4,107.90</b>
<b>7100 · MEMBER SERVICE PROGRAMS</b>							
7115 · Pharmacy Signs	0.00	112.81	-112.81	0.00	112.81	-112.81	112.81
<b>Total 7100 · MEMBER SERVICE PROGRAMS</b>	<b>0.00</b>	<b>112.81</b>	<b>-112.81</b>	<b>0.00</b>	<b>112.81</b>	<b>-112.81</b>	<b>112.81</b>
7155 · FPT Journal Service Fee	25,800.00	25,800.00	0.00	25,800.00	25,800.00	0.00	25,800.00
<b>7159 · CE PROGRAM EXPENSE</b>							
7160 · Administrative	7,410.00	7,300.00	110.00	7,410.00	7,300.00	110.00	7,300.00
7162 · Adopt-A-Student	6,295.81	5,235.87	1,059.94	6,295.81	5,235.87	1,059.94	5,235.87
7164 · Audio/Visual Equipment	22,321.22	21,756.55	564.67	22,321.22	21,756.55	564.67	21,756.55
7166 · Banquets/Meals	175,069.32	150,000.00	25,069.32	175,069.32	150,000.00	25,069.32	150,000.00
7170 · Postage	29,181.70	31,335.17	-2,153.47	29,181.70	31,335.17	-2,153.47	31,335.17
7180 · Printing (General)	15,655.89	17,574.34	-1,918.45	15,655.89	17,574.34	-1,918.45	17,574.34
7182 · Printing (Handouts)	5,374.68	4,880.07	494.61	5,374.68	4,880.07	494.61	4,880.07
7184 · Printing - Exhibitor	1,097.43	40.00	1,057.43	1,097.43	40.00	1,057.43	40.00
7188 · Entertainment	0.00	350.00	-350.00	0.00	350.00	-350.00	350.00
7190 · Exhibits - Decorator	2,791.59	4,607.17	-1,815.58	2,791.59	4,607.17	-1,815.58	4,607.17
7196 · Mailing Service	7,009.65	8,684.26	-1,674.61	7,009.65	8,684.26	-1,674.61	8,684.26
7200 · Programs	0.00	613.67	-613.67	0.00	613.67	-613.67	613.67
7202 · Shipping	0.00	209.63	-209.63	0.00	209.63	-209.63	209.63
7204 · Speaker Honorarium	24,000.00	21,700.00	2,300.00	24,000.00	21,700.00	2,300.00	21,700.00
7205 · Speaker Rooms	18,122.49	9,681.14	8,441.35	18,122.49	9,681.14	8,441.35	9,681.14
7206 · Speaker Transport. & Expenses	19,296.86	17,157.82	2,139.04	19,296.86	17,157.82	2,139.04	17,157.82
7208 · Staff Rooms	7,474.11	9,977.53	-2,503.42	7,474.11	9,977.53	-2,503.42	9,977.53
7210 · T-Shirts/Specialty	7,306.28	5,250.62	2,055.66	7,306.28	5,250.62	2,055.66	5,250.62
7211 · Officer Expenses	4,417.80	3,197.99	1,219.81	4,417.80	3,197.99	1,219.81	3,197.99
7212 · Staff Transportation & Expenses	4,380.46	6,420.04	-2,039.58	4,380.46	6,420.04	-2,039.58	6,420.04
7220 · Other CE Program Expenses	879.02	493.56	385.46	879.02	493.56	385.46	493.56
<b>Total 7159 · CE PROGRAM EXPENSE</b>	<b>358,084.31</b>	<b>326,465.43</b>	<b>31,618.88</b>	<b>358,084.31</b>	<b>326,465.43</b>	<b>31,618.88</b>	<b>326,465.43</b>
<b>7249 · PUBLICATION EXPENSE</b>							
7260 · Pharmacy Technician Workbooks	247.13	201.93	45.20	247.13	201.93	45.20	201.93
7261 · Passed Assured Technician Train	117,807.20	115,500.00	2,307.20	117,807.20	115,500.00	2,307.20	115,500.00
7263 · Pharmacy Quality Commitment	375.00	525.00	-150.00	375.00	525.00	-150.00	525.00
<b>Total 7249 · PUBLICATION EXPENSE</b>	<b>118,429.33</b>	<b>116,226.93</b>	<b>2,202.40</b>	<b>118,429.33</b>	<b>116,226.93</b>	<b>2,202.40</b>	<b>116,226.93</b>
<b>7398 · OPERATING EXPENSES</b>							
7399 · BUILDING & GROUND MAINTENANCE							
7400 · Building Maintenance	4,699.71	4,923.37	-223.66	4,699.71	4,923.37	-223.66	4,923.37
7405 · Pest Control	258.00	236.50	21.50	258.00	236.50	21.50	236.50
7410 · Security System	461.66	446.04	15.62	461.66	446.04	15.62	446.04
7420 · Trash Collection	303.92	449.05	-145.13	303.92	449.05	-145.13	449.05
7425 · Yard Maintenance	2,223.99	1,360.00	863.99	2,223.99	1,360.00	863.99	1,360.00
<b>Total 7399 · BUILDING &amp; GROUND MAINTENANCE</b>	<b>7,947.28</b>	<b>7,414.96</b>	<b>532.32</b>	<b>7,947.28</b>	<b>7,414.96</b>	<b>532.32</b>	<b>7,414.96</b>

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	Jan - Dec 18	Budget	\$ Over Budget	Jan - Dec 18	YTD Budget	\$ Over Budget	Annual Budget
<b>7449 · DATA PROCESSING</b>							
7460 · Computer Maintenance & Training	178.29	335.99	-157.70	178.29	335.99	-157.70	335.99
7465 · Internet Home Page	6,517.53	8,590.00	-2,072.47	6,517.53	8,590.00	-2,072.47	8,590.00
7470 · Credit Card Processing	38,940.50	39,311.77	-371.27	38,940.50	39,311.77	-371.27	39,311.77
7480 · Membership Management Software	15,058.28	7,172.47	7,885.81	15,058.28	7,172.47	7,885.81	7,172.47
<b>Total 7449 · DATA PROCESSING</b>	<b>60,694.60</b>	<b>55,410.23</b>	<b>5,284.37</b>	<b>60,694.60</b>	<b>55,410.23</b>	<b>5,284.37</b>	<b>55,410.23</b>
<b>7550 · Dues and Subscriptions</b>	<b>4,332.95</b>	<b>4,500.00</b>	<b>-167.05</b>	<b>4,332.95</b>	<b>4,500.00</b>	<b>-167.05</b>	<b>4,500.00</b>
<b>7554 · EQUIPMENT RENTAL AND MAINTENANC</b>							
7555 · Copier and Fax Lease	12,071.03	9,029.55	3,041.48	12,071.03	9,029.55	3,041.48	9,029.55
7565 · Postage Meter Lease	1,233.24	2,157.94	-924.70	1,233.24	2,157.94	-924.70	2,157.94
<b>Total 7554 · EQUIPMENT RENTAL AND MAINTENANC</b>	<b>13,304.27</b>	<b>11,187.49</b>	<b>2,116.78</b>	<b>13,304.27</b>	<b>11,187.49</b>	<b>2,116.78</b>	<b>11,187.49</b>
<b>7599 · MEETINGS</b>							
7600 · FPA Comm & Councils (Jan-Mar)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7605 · FPA Comm & Councils (Jul-Sept)	13,817.10	13,112.74	704.36	13,817.10	13,112.74	704.36	13,112.74
7606 · FPA Comm & Councils (Oct-Dec)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7610 · Board of Pharmacy Meetings	979.62	1,107.75	-128.13	979.62	1,107.75	-128.13	1,107.75
7615 · Leadership Retreat	4,468.56	3,287.22	1,181.34	4,468.56	3,287.22	1,181.34	3,287.22
7620 · Other Meetings	4,617.33	7,838.58	-3,221.25	4,617.33	7,838.58	-3,221.25	7,838.58
<b>Total 7599 · MEETINGS</b>	<b>23,882.61</b>	<b>25,346.29</b>	<b>-1,463.68</b>	<b>23,882.61</b>	<b>25,346.29</b>	<b>-1,463.68</b>	<b>25,346.29</b>
7640 · Bank Fees	887.00	1,187.40	-300.40	887.00	1,187.40	-300.40	1,187.40
7655 · Office Supplies	2,110.08	443.72	1,666.36	2,110.08	443.72	1,666.36	443.72
7660 · Postage	2,764.73	3,604.78	-840.05	2,764.73	3,604.78	-840.05	3,604.78
7665 · Printing and Paper	195.69			195.69			
7670 · Property and Casulty Insurance	3,157.00	3,376.00	-219.00	3,157.00	3,376.00	-219.00	3,376.00
7675 · Property taxes	5,602.20	6,097.45	-495.25	5,602.20	6,097.45	-495.25	6,097.45
7678 · State Corporation Fees	211.25	271.13	-59.88	211.25	271.13	-59.88	271.13
7680 · Telephone	2,591.34	2,951.99	-360.65	2,591.34	2,951.99	-360.65	2,951.99
7685 · Utilities	12,326.18	11,437.34	888.84	12,326.18	11,437.34	888.84	11,437.34
7697 · Staff Expenses							
7698 · Payroll Expenses							
7699 · SALARIES							
7700 · Car Allowance	5,799.84	5,800.00	-0.16	5,799.84	5,800.00	-0.16	5,800.00
7699 · SALARIES - Other	327,900.22	348,003.20	-20,102.98	327,900.22	348,003.20	-20,102.98	348,003.20
<b>Total 7699 · SALARIES</b>	<b>333,700.06</b>	<b>353,803.20</b>	<b>-20,103.14</b>	<b>333,700.06</b>	<b>353,803.20</b>	<b>-20,103.14</b>	<b>353,803.20</b>
7799 · TAXES							
7800 · FICA	25,001.28	25,848.60	-847.32	25,001.28	25,848.60	-847.32	25,848.60
7805 · FUTA	210.03	210.04	-0.01	210.03	210.04	-0.01	210.04
7810 · SUTA	35.00	76.94	-41.94	35.00	76.94	-41.94	76.94
<b>Total 7799 · TAXES</b>	<b>25,246.31</b>	<b>26,135.58</b>	<b>-889.27</b>	<b>25,246.31</b>	<b>26,135.58</b>	<b>-889.27</b>	<b>26,135.58</b>
7698 · Payroll Expenses - Other	2,324.44	4,943.69	-2,619.25	2,324.44	4,943.69	-2,619.25	4,943.69
<b>Total 7698 · Payroll Expenses</b>	<b>361,270.81</b>	<b>384,882.47</b>	<b>-23,611.66</b>	<b>361,270.81</b>	<b>384,882.47</b>	<b>-23,611.66</b>	<b>384,882.47</b>
7850 · Insurance	40,520.30	38,150.92	2,369.38	40,520.30	38,150.92	2,369.38	38,150.92
7853 · Disability	3,438.73	8,799.09	-5,360.36	3,438.73	8,799.09	-5,360.36	8,799.09
7855 · Travel and Entertainment	395.99	374.71	21.28	395.99	374.71	21.28	374.71
7865 · Retirement	10,652.17	12,293.52	-1,641.35	10,652.17	12,293.52	-1,641.35	12,293.52
7697 · Staff Expenses - Other	155.99			155.99			
<b>Total 7697 · Staff Expenses</b>	<b>416,433.99</b>	<b>444,500.71</b>	<b>-28,066.72</b>	<b>416,433.99</b>	<b>444,500.71</b>	<b>-28,066.72</b>	<b>444,500.71</b>
<b>Total 7398 · OPERATING EXPENSES</b>	<b>556,441.17</b>	<b>577,729.49</b>	<b>-21,288.32</b>	<b>556,441.17</b>	<b>577,729.49</b>	<b>-21,288.32</b>	<b>577,729.49</b>

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<b>7899 · SUPPORT SERVICES</b>							
7900 · Accounting and Auditing	14,000.00	14,504.00	-504.00	14,000.00	14,504.00	-504.00	14,504.00
7905 · Legislative (Representation)	79,750.00	87,000.00	-7,250.00	79,750.00	87,000.00	-7,250.00	87,000.00
7906 · Legislative (Expenses)	997.56	1,095.63	-98.07	997.56	1,095.63	-98.07	1,095.63
7910 · Legal (Representation)	40,008.00	40,008.00	0.00	40,008.00	40,008.00	0.00	40,008.00
7911 · Legal (Expenses)	0.00	2,756.70	-2,756.70	0.00	2,756.70	-2,756.70	2,756.70
<b>Total 7899 · SUPPORT SERVICES</b>	<b>134,755.56</b>	<b>145,364.33</b>	<b>-10,608.77</b>	<b>134,755.56</b>	<b>145,364.33</b>	<b>-10,608.77</b>	<b>145,364.33</b>
<b>Total Expense</b>	<b>1,194,695.52</b>	<b>1,195,806.89</b>	<b>-1,111.37</b>	<b>1,194,695.52</b>	<b>1,195,806.89</b>	<b>-1,111.37</b>	<b>1,195,806.89</b>
<b>Net Ordinary Income</b>	<b>16,059.49</b>	<b>10,290.27</b>	<b>5,769.22</b>	<b>16,059.49</b>	<b>10,290.27</b>	<b>5,769.22</b>	<b>10,290.27</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
<b>6849 · INVESTMENT EARNINGS</b>							
6855 · Interest - Investment Accounts	46.97			46.97			
6857 · Dividend Income (FPA)	6,728.50	15,996.00	-9,267.50	6,728.50	15,996.00	-9,267.50	15,996.00
6880 · Unrealized Gain Loss on Securit	-94,462.35			-94,462.35			
6890 · Investment Fees	0.00	-6,354.21	6,354.21	0.00	-6,354.21	6,354.21	-6,354.21
<b>Total 6849 · INVESTMENT EARNINGS</b>	<b>-87,686.88</b>	<b>9,641.79</b>	<b>-97,328.67</b>	<b>-87,686.88</b>	<b>9,641.79</b>	<b>-97,328.67</b>	<b>9,641.79</b>
<b>Total Other Income</b>	<b>-87,686.88</b>	<b>9,641.79</b>	<b>-97,328.67</b>	<b>-87,686.88</b>	<b>9,641.79</b>	<b>-97,328.67</b>	<b>9,641.79</b>
<b>Other Expense</b>							
7950 · Awards and Gifts	3,025.71	4,821.70	-1,795.99	3,025.71	4,821.70	-1,795.99	4,821.70
7960 · T&E-Members	0.00	75.60	-75.60	0.00	75.60	-75.60	75.60
7970 · T&E-President & President Elect	1,469.04	7,902.36	-6,433.32	1,469.04	7,902.36	-6,433.32	7,902.36
7990 · Miscellaneous	241.81	275.37	-33.56	241.81	275.37	-33.56	275.37
7992 · APhA Reception Expense	4,644.83	5,773.00	-1,128.17	4,644.83	5,773.00	-1,128.17	5,773.00
7994 · Health Fair (Miami)	0.00	1,000.00	-1,000.00	0.00	1,000.00	-1,000.00	1,000.00
<b>Total Other Expense</b>	<b>9,381.39</b>	<b>19,848.03</b>	<b>-10,466.64</b>	<b>9,381.39</b>	<b>19,848.03</b>	<b>-10,466.64</b>	<b>19,848.03</b>
<b>Net Other Income</b>	<b>-97,068.27</b>	<b>-10,206.24</b>	<b>-86,862.03</b>	<b>-97,068.27</b>	<b>-10,206.24</b>	<b>-86,862.03</b>	<b>-10,206.24</b>
<b>Net Income</b>	<b>-81,008.78</b>	<b>84.03</b>	<b>-81,092.81</b>	<b>-81,008.78</b>	<b>84.03</b>	<b>-81,092.81</b>	<b>84.03</b>