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Accrual Basis

ALO -
Profit & Loss Budget vs. Actual
June 2009 through May 2010

	Jun '09 - May 10	Budget	\$ Over Budget	% of Budget
Income				
4000 · TOTAL REVENUE				
4001 · RETAIL ACTIVITIES				
4010 · THRIFT SHOP SALES				
4020 · ALO Sales	87,396.72	90,000.00	-2,603.28	97.1%
4021 · PA Sales	0.00			
4022 · Assisteens Sales	0.00			
4023 · OB Sales	0.01			
4024 · Thrift Renovation Sales	0.00			
Total 4010 · THRIFT SHOP SALES	87,396.73	90,000.00	-2,603.27	97.1%
4050 · BOUTIQUE NOEL				
4051 · Vendor Entry Fees	5,050.00	6,000.00	-950.00	84.2%
4052 · Underwriting/Donation	400.00	500.00	-100.00	80.0%
4061 · Sales				
4062 · Boutique Sales	37,314.61	35,775.00	1,539.61	104.3%
4063 · Credit Card Sales	49,062.17	44,000.00	5,062.17	111.5%
Total 4061 · Sales	86,376.78	79,775.00	6,601.78	108.3%
4069 · Vendor Payments	-62,918.13	-56,700.00	-6,218.13	111.0%
4070 · Boutique Sales Tax	-6,419.00	-3,400.00	-3,019.00	188.8%
4081 · Aftersales	1,897.25	2,600.00	-702.75	73.0%
4082 · Opportunity	2,346.00			
Total 4050 · BOUTIQUE NOEL	26,732.90	28,775.00	-2,042.10	92.9%
4072 · Less Dir Benefits to BN Attend				
4072-01 · Advertising/Windows/Signage	-345.85	-350.00	4.15	98.8%
4072-02 · Electrical	-1,210.68	-1,000.00	-210.68	121.1%
4072-03 · Tent Rental	-783.05	-1,500.00	716.95	52.2%
4072-04 · Security	-1,008.00	-1,000.00	-8.00	100.8%
4072-05 · Credit card fees	-1,328.79	-1,000.00	-328.79	132.9%
4072-06 · Bank Fees	-30.00	-100.00	70.00	30.0%
4072-07 · Bags/Tissue	-121.58	-300.00	178.42	40.5%
Total 4072 · Less Dir Benefits to BN Attend	-4,827.95	-5,250.00	422.05	92.0%
4080 · Spring Boutique				
4086 · fees	850.00			
4088 · Sales	8,410.17			
4092 · Vender Payouts	-6,502.13			
4096 · Direct Benefit expenses	-43.60			
4098 · Expenses	-846.12			
4080 · Spring Boutique - Other	0.00	1,000.00	-1,000.00	0.0%
Total 4080 · Spring Boutique	1,868.32	1,000.00	868.32	186.8%
Total 4001 · RETAIL ACTIVITIES	111,170.00	114,525.00	-3,355.00	97.1%
4200 · PROGRAM SERVICE REVENUE				
4210 · Dental Fees	19,364.72	22,688.00	-3,323.28	85.4%
Total 4200 · PROGRAM SERVICE REVENUE	19,364.72	22,688.00	-3,323.28	85.4%
4300 · CONTRIBUTIONS				
4305 · MAIL CAMPAIGN				
4306 · To OSB	4,400.00	1,700.00	2,700.00	258.8%
4307 · To Dental	492.87	1,150.00	-657.13	42.9%
4308 · Undesignated	4,742.00	13,000.00	-8,258.00	36.5%
4309 · Other Designation	500.00	2,000.00	-1,500.00	25.0%
4305 · MAIL CAMPAIGN - Other	340.00			
Total 4305 · MAIL CAMPAIGN	10,474.87	17,850.00	-7,375.13	58.7%

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4310 · UNRESTRICTED				
4311 · Albertsons, Vons, Script	769.59	800.00	-30.41	96.2%
4312 · Cars for Causes	0.00	500.00	-500.00	0.0%
4314 · In Memoriam Donations	100.00	100.00	0.00	100.0%
4316 · United Way	5,801.66	7,000.00	-1,198.34	82.9%
4319 · Other	30,678.55	4,000.00	26,678.55	767.0%
Total 4310 · UNRESTRICTED	37,349.80	12,400.00	24,949.80	301.2%
4320 · RESTRICTED				
4321 · OSB - Back to School in Style	200.00	750.00	-550.00	26.7%
4322 · Dental Donations	15,890.00	2,000.00	13,890.00	794.5%
4330 · Grants				
4337 · Dental	8,000.00	8,000.00	0.00	100.0%
4339 · CDBG	0.00	4,000.00	-4,000.00	0.0%
Total 4330 · Grants	8,000.00	12,000.00	-4,000.00	66.7%
4320 · RESTRICTED - Other	500.00			
Total 4320 · RESTRICTED	24,590.00	14,750.00	9,840.00	166.7%
Total 4300 · CONTRIBUTIONS	72,414.67	45,000.00	27,414.67	160.9%
4350 · THRIFT SHOP RENOVATION				
4351 · Sponsorship Donations	58,033.50			
4352 · Fundraising Proceeds	3,538.99			
4353 · Credit Card Donations	2,596.74			
Total 4350 · THRIFT SHOP RENOVATION	64,169.23			
4400 · FUND RAISING ACTIVITIES				
4410 · BRIDGE				
4410-01 · Bridge Income	990.00	960.00	30.00	103.1%
4410-10 · cost of Direct benefit to Atten	0.00	-180.00	180.00	0.0%
Total 4410 · BRIDGE	990.00	780.00	210.00	126.9%
4415 · CHIPPING IN				
4415-01 · Chip sales	2,605.00	5,800.00	-3,195.00	44.9%
4415-05 · Direct benefits to Attendees	-1,286.95	-1,030.00	-256.95	124.9%
4415 · CHIPPING IN - Other	1,440.00			
Total 4415 · CHIPPING IN	2,758.05	4,770.00	-2,011.95	57.8%
4420 · EMBRACE ORANGE				
4420-10 · Embrace Orange Income				
4421 · Underwriting	7,985.85	12,000.00	-4,014.15	66.5%
4423 · Opportunity	4,880.00	3,500.00	1,380.00	139.4%
4425 · Heads & Tails	1,370.00	300.00	1,070.00	456.7%
4430 · Auction - Silent	2,690.00	35,545.00	-32,855.00	7.6%
4431 · Auction - Live - Main	8,350.00			
4432 · Auction - Live - Fund a Need	1,730.00			
4433 · Auction - Live - Centerpieces	843.00			
4435 · Event Contest	1,650.00			
4440 · Donations	2,640.00			
4450 · Ticket Sales - Members	9,120.00	16,000.00	-6,880.00	57.0%
4451 · Tickets- Non Members	1,975.00			
4452 · Tickets-Obligation/nonatending	3,680.00			
4453 · Underwriter-Benefits	1,120.00			
4455 · Golfers	10,600.00	0.00	10,600.00	100.0%
4470 · Other	60,605.05	830.00	59,775.05	7,301.8%
Total 4420-10 · Embrace Orange Income	119,238.90	68,175.00	51,063.90	174.9%

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4480 · EO - Less Direct Benefits				
4480-02 · Auction	-3,291.73			
4480-04 · Credit Card Fees	-1,952.67			
4480-06 · Decoratons	-2,581.49			
4480-07 · Entertainment	-3,509.59			
4480-09 · Food Expense	-17,563.09			
4480-11 · Golf PKG Expenses	-9,542.84			
4480-13 · Prizes	-2,296.00			
4480-18 · Cash on Hand	0.00			
4480-20 · Direct Benefit to Attendees	0.00	-20,675.00	20,675.00	0.0%
Total 4480 · EO - Less Direct Benefits	-40,737.41	-20,675.00	-20,062.41	197.0%
4490 · Auxiliary Payout	-18,548.05			
Total 4420 · EMBRACE ORANGE	59,953.44	47,500.00	12,453.44	126.2%
Total 4400 · FUND RAISING ACTIVITIES	63,701.49	53,050.00	10,651.49	120.1%
4500 · MEMBERSHIP INCOME				
4510 · Annual Luncheon	2,212.00	1,820.00	392.00	121.5%
4520 · Dues	16,490.00	15,825.00	665.00	104.2%
4525 · Name Tag & Key Replacements	54.00			
4530 · Social Activities	690.00			
4540 · Yuletide Supper	2,430.00	2,520.00	-90.00	96.4%
4550 · Membership Store \$in/\$out	0.00			
Total 4500 · MEMBERSHIP INCOME	21,876.00	20,165.00	1,711.00	108.5%
4800 · ENDOWMENT INCOME	0.00	4,500.00	-4,500.00	0.0%
4900 · MISC INCOME				
4910 · Interest Income	3,052.44	2,400.00	652.44	127.2%
4920 · Building Rental	700.00	1,400.00	-700.00	50.0%
4990 · Other Income	-457.00			
4900 · MISC INCOME - Other	1,315.89			
Total 4900 · MISC INCOME	4,611.33	3,800.00	811.33	121.4%
Total 4000 · TOTAL REVENUE	357,307.44	263,728.00	93,579.44	135.5%
Total Income	357,307.44	263,728.00	93,579.44	135.5%
Expense				
5000 · RETAIL EXPENSES				
5010 · THRIFT SHOP EXPENSE				
5010-11 · Advertising	165.00	325.00	-160.00	50.8%
5010-15 · Bank Charges	137.08	700.00	-562.92	19.6%
5010-25 · Housekeeping	20.40			
5010-35 · Office Supplies	245.71			
5010-40 · Operating Supplies	4,369.42	3,500.00	869.42	124.8%
5010-45 · Property Tax	670.82	650.00	20.82	103.2%
5010-50 · Repair & Maint-Bldg	114.00			
5010-55 · Repair & Maint-Equip	0.00	775.00	-775.00	0.0%
5010-60 · Telephone	19.62			
5010-65 · Utilities	1,999.02	2,100.00	-100.98	95.2%
5010.91 · Allocated Expenses	1,126.10	5,071.50	-3,945.40	22.2%
Total 5010 · THRIFT SHOP EXPENSE	8,867.17	13,121.50	-4,254.33	67.6%
5020 · THRIFT RENOVATION				
5020-10 · Fundraising Expenses	6,367.90			
5020-20 · Credit Card Processing Fees	3.36			
5020 · THRIFT RENOVATION - Other	419.18			
Total 5020 · THRIFT RENOVATION	6,790.44			

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	Jun '09 - May 10	Budget	\$ Over Budget	% of Budget
5050 · BOUTIQUE NOEL EXPENSE				
5050-35 · Food Orders / Hospitality	211.03			
5050-38 · Licenses & Fees	323.00	325.00	-2.00	99.4%
5050-40 · Printing & Mailing	1,119.08	2,000.00	-880.92	56.0%
5050-55 · Set Up & Breakdown	458.52	475.00	-16.48	96.5%
5050-60 · Supplies	116.57	300.00	-183.43	38.9%
Total 5050 · BOUTIQUE NOEL EXPENSE	2,228.20	3,100.00	-871.80	71.9%
5080 · NOELS EXPENSE				
5080-10 · Raw Materials	1,892.61	2,600.00	-707.39	72.8%
Total 5080 · NOELS EXPENSE	1,892.61	2,600.00	-707.39	72.8%
Total 5000 · RETAIL EXPENSES	19,778.42	18,821.50	956.92	105.1%
5100 · FUND RAISING EXPENSES				
5110 · BRIDGE EXPENSES				
5110-10 · Prizes & Gifts	180.00			
Total 5110 · BRIDGE EXPENSES	180.00			
5111 · CHIPPING IN EXPENSE	0.00	30.00	-30.00	0.0%
5115 · MAIL CAMPAIGN	265.64	2,800.00	-2,534.36	9.5%
5120 · EMBRACE ORANGE				
5120-31 · Invitations & Program Covers	1,309.57			
5120-34 · Printing	141.38	1,800.00	-1,658.62	7.9%
5120-40 · Operating Supplies	286.97	500.00	-213.03	57.4%
5120-50 · Postage	477.78	500.00	-22.22	95.6%
5120-90 · Misc	769.00	200.00	569.00	384.5%
Total 5120 · EMBRACE ORANGE	2,984.70	3,000.00	-15.30	99.5%
5199 · Allocated Expenses	1,206.54	5,433.75	-4,227.21	22.2%
5100 · FUND RAISING EXPENSES - Other	20.00			
Total 5100 · FUND RAISING EXPENSES	4,656.88	11,263.75	-6,606.87	41.3%
5200 · PROGRAM SERVICE EXPENSE				
5210 · DENTAL EXPENSE				
5210-10 · ADP - Net Wages	8,678.69			
5210-12 · ADP - Withholdings	2,319.48			
5210-14 · ADP - Service Fees	292.45			
5210-16 · Dental Services - Outside	288.91			
5210-22 · Gross Wages	14,869.71	27,600.00	-12,730.29	53.9%
5210-23 · Employers Payroll Taxes	1,418.56	2,625.00	-1,206.44	54.0%
5210-24 · Workers Comp Ins	-152.67	500.00	-652.67	-30.5%
5210-38 · Housekeeping	340.00	640.00	-300.00	53.1%
5210-45 · Licenses & Permits	163.00			
5210-50 · Professional Fees	46,800.00	50,210.00	-3,410.00	93.2%
5210-55 · Repair/Maintenance-Bldg	264.70	200.00	64.70	132.4%
5210-58 · Repair/Maintenance-Equip	846.30	500.00	346.30	169.3%
5210-60 · Supplies-Office & General	723.20	750.00	-26.80	96.4%
5210-65 · Supplies-Operating	6,162.64	7,895.00	-1,732.36	78.1%
5210-75 · Telephone	444.42	380.00	64.42	117.0%
5210-78 · Utilities	1,556.48	1,700.00	-143.52	91.6%
5210-90 · Other	900.00	700.00	200.00	128.6%
Total 5210 · DENTAL EXPENSE	85,915.87	93,700.00	-7,784.13	91.7%
5220 · HALO'S EXPENSE	0.00	50.00	-50.00	0.0%
5230 · HHH EXPENSE				
5230-30 · Supplies	65.74			
5230 · HHH EXPENSE - Other	0.00	50.00	-50.00	0.0%
Total 5230 · HHH EXPENSE	65.74	50.00	15.74	131.5%
5240 · KOB EXPENSE	4.89	50.00	-45.11	9.8%

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5250 · ORANGEWOOD EXPENSE				
5250-10 · Crafts	74.18	600.00	-525.82	12.4%
5250-20 · Prom	170.18			
Total 5250 · ORANGEWOOD EXPENSE	244.36	600.00	-355.64	40.7%
5260 · OSB EXPENSE				
5260-20 · Clothing	50,583.72	52,000.00	-1,416.28	97.3%
5260-21 · Pre- School clothing	1,022.15			
5260-60 · Supplies	359.18	250.00	109.18	143.7%
Total 5260 · OSB EXPENSE	51,965.05	52,250.00	-284.95	99.5%
5270 · SCHOLARSHIP EXPENSE				
5271 · Scholarship Expense	7,000.00	7,000.00	0.00	100.0%
5272 · Office Supplies	7.48			
5275 · Love Memorial Scholarship	2,000.00	2,000.00	0.00	100.0%
Total 5270 · SCHOLARSHIP EXPENSE	9,007.48	9,000.00	7.48	100.1%
5285 · SPECIAL ASSISTANCE				
5285-10 · Groceries	2,228.56			
5285-15 · Rent	5,643.00			
5285-50 · Utilities	2,496.73			
5285-90 · Other	598.61			
5285 · SPECIAL ASSISTANCE - Other	0.00	16,800.00	-16,800.00	0.0%
Total 5285 · SPECIAL ASSISTANCE	10,966.90	16,800.00	-5,833.10	65.3%
5299 · Allocated Expenses	3,700.08	16,663.50	-12,963.42	22.2%
Total 5200 · PROGRAM SERVICE EXPENSE	161,870.37	189,163.50	-27,293.13	85.6%
5700 · MEMBERSHIP EXPENSE				
5700-10 · Awards	952.40			
5700-21 · ASSISTEENS Medallions	870.00	1,000.00	-130.00	87.0%
5700-25 · Dues Paid to NAL	8,255.00	8,320.00	-65.00	99.2%
5700-27 · Corresponding Secretary	577.28	230.00	347.28	251.0%
5700-29 · Hospitality				
5700-28 · OC Presidents Roundtable	0.00	80.00	-80.00	0.0%
5700-30 · Board Training	0.00	100.00	-100.00	0.0%
5700-31 · Christmas Entertainment	0.00	0.00	0.00	0.0%
5700-32 · Joint Meetings	0.00	0.00	0.00	0.0%
5700-33 · Annual Meeting in June	1,668.31	1,700.00	-31.69	98.1%
5700-34 · Meeting Luncheons-Food	1,774.50	2,100.00	-325.50	84.5%
5700-35 · Meeting Luncheons-Decor	44.88	350.00	-305.12	12.8%
5700-36 · New Member Brunch	676.90	300.00	376.90	225.6%
5700-37 · Past Presidents Lunch/Decor/Gif	427.29	400.00	27.29	106.8%
5700-38 · Angels Expense	0.00	150.00	-150.00	0.0%
5700-39 · Misc Hospitality Events	36.50	100.00	-63.50	36.5%
Total 5700-29 · Hospitality	4,628.38	5,280.00	-651.62	87.7%
5700-43 · Membership Chairman	72.81	365.00	-292.19	19.9%
5700-45 · Postage	44.00			
5700-60 · Chapter Center Consumables	323.72	800.00	-476.28	40.5%
5700-65 · Social Activities	690.00			
5700-75 · Yuletide Supper Expense	2,352.05	2,400.00	-47.95	98.0%
5700-81 · Presidents Book	44.14	150.00	-105.86	29.4%
5700-85 · President's Allowance	0.00	300.00	-300.00	0.0%
5700 · MEMBERSHIP EXPENSE - Other	7.00			
Total 5700 · MEMBERSHIP EXPENSE	18,816.78	18,845.00	-28.22	99.9%

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5800 · ADMINISTRATION EXPENSE				
5800-10 · Awards	138.29	315.00	-176.71	43.9%
5800-15 · Accounting	5,750.00	7,000.00	-1,250.00	82.1%
5800-17 · Archive Maintenance	20.64	50.00	-29.36	41.3%
5800-28 · Bank Charges & Merchant Fees	2,319.24	2,975.00	-655.76	78.0%
5800-42 · Donations	200.00	200.00	0.00	100.0%
5800-43 · Dues and Memberships	356.00			
5800-46 · New Member Orientation	206.33	140.00	66.33	147.4%
5800-48 · Fees & Licenses	84.84	460.00	-375.16	18.4%
5800-50 · Printing	1,260.07	518.00	742.07	243.3%
5800-55 · Insurance - Directors	954.00	1,650.00	-696.00	57.8%
5800-60 · Office Supplies & Equipment [A]	438.59	350.00	88.59	125.3%
5800-70 · Postage	19.79			
5800-72 · Education [A]				
5800-29 · Convention-NAL				
5800-30 · Hotel Charges	1,592.88	2,100.00	-507.12	75.9%
5800-32 · Registration Fees	2,075.00	3,450.00	-1,375.00	60.1%
5800-33 · Travel Expenses	1,581.00	1,400.00	181.00	112.9%
5800-29 · Convention-NAL - Other	9.69			
Total 5800-29 · Convention-NAL	5,258.57	6,950.00	-1,691.43	75.7%
5800-36 · Leadership Conference	950.00			
5800-45 · Board Training [A]	52.67	200.00	-147.33	26.3%
Total 5800-72 · Education [A]	6,261.24	7,150.00	-888.76	87.6%
5800-75 · Public Relations [A]				
5800-77 · Community Outreach	-241.55			
5800-78 · Limelight, Printing & Postage	2,886.25	2,900.00	-13.75	99.5%
5800-82 · Website	75.00	75.00	0.00	100.0%
5800-83 · Yearbook	1,838.71	1,800.00	38.71	102.2%
5800-84 · Other	1,692.50			
5800-75 · Public Relations [A] - Other	0.00	1,500.00	-1,500.00	0.0%
Total 5800-75 · Public Relations [A]	6,250.91	6,275.00	-24.09	99.6%
Total 5800 · ADMINISTRATION EXPENSE	24,259.94	27,083.00	-2,823.06	89.6%
5900 · OCCUPANCY EXPENSE				
5900-25 · Housekeeping	3,781.31	4,080.00	-298.69	92.7%
5900-30 · Insurance	8,789.76	8,400.00	389.76	104.6%
5900-31 · Kitchen Supplies	184.87	400.00	-215.13	46.2%
5900-40 · Operating Supplies	552.43	1,000.00	-447.57	55.2%
5900-45 · Property Tax	468.56	440.00	28.56	106.5%
5900-48 · Furnishings	375.19			
5900-50 · Repair & Maintenance-Bldg	2,629.69	4,200.00	-1,570.31	62.6%
5900-55 · Repair & Maintenance-Equip	611.46			
5900-56 · Set Up for Meetings	115.00			
5900-60 · Telephone	1,091.91			
5900-65 · Utilities	3,171.73	7,200.00	-4,028.27	44.1%
5900-70 · Waste Removal	2,012.16			
5900-80 · Allocation to/from PA	-220.00			
5900-90 · Allocation to/from OB	-330.00			
5900-95 · Allocation of Occupancy Expense	0.00	-36,225.00	36,225.00	0.0%
5900-99 · Allocated Expenses	-6,032.72	9,056.25	-15,088.97	-66.6%
5900 · OCCUPANCY EXPENSE - Other	-500.00			
Total 5900 · OCCUPANCY EXPENSE	16,701.35	-1,448.75	18,150.10	-1,152.8%
66900 · Reconciliation Discrepancies	-20.04			
Total Expense	246,063.70	263,728.00	-17,664.30	93.3%
Net Income	111,243.74	0.00	111,243.74	100.0%