

**MPAAA**  
**Profit & Loss Budget vs. Actual**  
 July through October 2009

|                                       | <u>Jul - Oct 09</u> | <u>Budget</u>     | <u>\$ Over Budget</u> | <u>% of Budget</u> |
|---------------------------------------|---------------------|-------------------|-----------------------|--------------------|
| <b>Ordinary Income/Expense</b>        |                     |                   |                       |                    |
| <b>Income</b>                         |                     |                   |                       |                    |
| Credit Card Incentive / purchas       | 2,000.00            | 3,000.00          | -1,000.00             | 66.67%             |
| Interest-Savings/ Money Market        | 168.47              | 4,850.00          | -4,681.53             | 3.47%              |
| Membership Dues                       | 17,800.00           | 30,000.00         | -12,200.00            | 59.33%             |
| <b>MSDS Workshop</b>                  |                     |                   |                       |                    |
| Registration Fee - Upper              | 5,550.00            | 3,500.00          | 2,050.00              | 158.57%            |
| Registration Fees - Lower             | 21,000.00           | 20,000.00         | 1,000.00              | 105.0%             |
| <b>Total MSDS Workshop</b>            | <b>26,550.00</b>    | <b>23,500.00</b>  | <b>3,050.00</b>       | <b>112.98%</b>     |
| <b>Program Income</b>                 |                     |                   |                       |                    |
| <b>Fall Conf ( Lower)</b>             |                     |                   |                       |                    |
| Attendee Registration Fee             | 39,555.00           | 51,300.00         | -11,745.00            | 77.11%             |
| Fall Conf Reimbursements              | 0.00                | 0.00              | 0.00                  | 0.0%               |
| Late Fee                              | 0.00                | 0.00              | 0.00                  | 0.0%               |
| Non-member Fee                        | 2,520.00            | 3,360.00          | -840.00               | 75.0%              |
| <b>Total Fall Conf ( Lower)</b>       | <b>42,075.00</b>    | <b>54,660.00</b>  | <b>-12,585.00</b>     | <b>76.98%</b>      |
| <b>Fall Conference (Upper)</b>        |                     |                   |                       |                    |
| Attendee Registration (Upper)         | 4,050.00            | 8,100.00          | -4,050.00             | 50.0%              |
| Late Fee                              | 0.00                | 0.00              | 0.00                  | 0.0%               |
| Non-member Fee                        | 210.00              | 210.00            | 0.00                  | 100.0%             |
| <b>Total Fall Conference (Upper)</b>  | <b>4,260.00</b>     | <b>8,310.00</b>   | <b>-4,050.00</b>      | <b>51.26%</b>      |
| <b>Spring Conf</b>                    |                     |                   |                       |                    |
| Attendee Registration Fee             | 0.00                | 84,800.00         | -84,800.00            | 0.0%               |
| Late Fee                              | 0.00                | 0.00              | 0.00                  | 0.0%               |
| Non Member Fee                        | 0.00                | 9,750.00          | -9,750.00             | 0.0%               |
| Tower upgrade                         | 0.00                | 800.00            | -800.00               | 0.0%               |
| <b>Total Spring Conf</b>              | <b>0.00</b>         | <b>95,350.00</b>  | <b>-95,350.00</b>     | <b>0.0%</b>        |
| <b>Total Program Income</b>           | <b>46,335.00</b>    | <b>158,320.00</b> | <b>-111,985.00</b>    | <b>29.27%</b>      |
| Vendor Donation                       | 0.00                | 0.00              | 0.00                  | 0.0%               |
| <b>Total Income</b>                   | <b>92,853.47</b>    | <b>219,670.00</b> | <b>-126,816.53</b>    | <b>42.27%</b>      |
| <b>Expense</b>                        |                     |                   |                       |                    |
| Accum Depr - Furn and Equip           | 0.00                | 784.00            | -784.00               | 0.0%               |
| <b>Board / Planning Comm Expenses</b> |                     |                   |                       |                    |
| Board / Planning Comm Mileage         | 3,787.02            | 12,000.00         | -8,212.98             | 31.56%             |
| Copies / Printing                     | 15.45               | 300.00            | -284.55               | 5.15%              |
| Gifts - Pres/ Retirees                | 0.00                | 200.00            | -200.00               | 0.0%               |
| Licenses / Registrations Fees         | 0.00                | 100.00            | -100.00               | 0.0%               |
| Lodging Monthly                       | 1,602.72            | 5,500.00          | -3,897.28             | 29.14%             |
| Mthly Expenses - Room/Food/Tec        | 464.46              | 2,000.00          | -1,535.54             | 23.22%             |

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| Office Supplies                             | 0.00                | 400.00           | -400.00               | 0.0%               |
| Postage - Member Mailing                    | 70.40               | 50.00            | 20.40                 | 140.8%             |
| Software                                    | 0.00                | 300.00           | -300.00               | 0.0%               |
| <b>Total Board / Planning Comm Expenses</b> | <b>5,940.05</b>     | <b>20,850.00</b> | <b>-14,909.95</b>     | <b>28.49%</b>      |
| <b>Contract Services</b>                    |                     |                  |                       |                    |
| Accounting Fees                             | 0.00                | 0.00             | 0.00                  | 0.0%               |
| Legal Fees                                  | 20.00               | 0.00             | 20.00                 | 100.0%             |
| <b>Total Contract Services</b>              | <b>20.00</b>        | <b>0.00</b>      | <b>20.00</b>          | <b>100.0%</b>      |
| <b>MSDS Workshop</b>                        |                     |                  |                       |                    |
| <b>Workshop Lower</b>                       |                     |                  |                       |                    |
| Hotel / Facility                            | 13,346.32           | 10,450.00        | 2,896.32              | 127.72%            |
| MSDS Event Mgmt System Lower                | 1,781.25            | 1,000.00         | 781.25                | 178.13%            |
| Presenters/Registration/Helpers             | 713.48              | 1,650.00         | -936.52               | 43.24%             |
| SB-CEU Expense                              | 3,681.95            | 3,615.00         | 66.95                 | 101.85%            |
| Supplies / Copies                           | 1,061.81            | 1,400.00         | -338.19               | 75.84%             |
| Workshop Refunds                            | 50.00               | 50.00            | 0.00                  | 100.0%             |
| <b>Total Workshop Lower</b>                 | <b>20,634.81</b>    | <b>18,165.00</b> | <b>2,469.81</b>       | <b>113.6%</b>      |
| <b>Workshop Upper</b>                       |                     |                  |                       |                    |
| Hotel / Facility                            | 2,505.06            | 3,100.00         | -594.94               | 80.81%             |
| MSDS Event Mgmt System Upper                | 413.25              | 400.00           | 13.25                 | 103.31%            |
| Presenters/Registration/Helpers             | 1,385.60            | 2,090.00         | -704.40               | 66.3%              |
| SB-CEU's Expense                            | 684.09              | 660.00           | 24.09                 | 103.65%            |
| Supplies / Copies                           | 211.51              | 600.00           | -388.49               | 35.25%             |
| <b>Total Workshop Upper</b>                 | <b>5,199.51</b>     | <b>6,850.00</b>  | <b>-1,650.49</b>      | <b>75.91%</b>      |
| <b>Total MSDS Workshop</b>                  | <b>25,834.32</b>    | <b>25,015.00</b> | <b>819.32</b>         | <b>103.28%</b>     |
| <b>Operations</b>                           |                     |                  |                       |                    |
| <b>Fall Conference (Lower)</b>              |                     |                  |                       |                    |
| Fall Conf Event Management Syst             | 1,643.53            | 2,200.00         | -556.47               | 74.71%             |
| Fall Conf Hotel / Food                      | 29,172.10           | 30,000.00        | -827.90               | 97.24%             |
| Fall Conf Mbership Dues Refund              | 0.00                | 250.00           | -250.00               | 0.0%               |
| Fall Conf Packet Stuffing Lodgi             | 0.00                | 0.00             | 0.00                  | 0.0%               |
| Fall Conf Planning Meeting                  | 5,359.44            | 4,800.00         | 559.44                | 111.66%            |
| Fall Conf Postage, Mailing                  | 728.28              | 500.00           | 228.28                | 145.66%            |
| Fall Conf Presenter                         | 2,564.72            | 1,500.00         | 1,064.72              | 170.98%            |
| Fall Conf Printing / Copies                 | 967.92              | 600.00           | 367.92                | 161.32%            |
| Fall Conf Refund                            | 135.00              | 1,200.00         | -1,065.00             | 11.25%             |
| Fall Conf Registration / Facili             | 714.69              | 700.00           | 14.69                 | 102.1%             |
| Fall Conf SB CEU's Fee                      | 4,019.81            | 4,400.00         | -380.19               | 91.36%             |
| Fall Conf Supplies                          | 567.86              | 4,000.00         | -3,432.14             | 14.2%              |
| <b>Total Fall Conference (Lower)</b>        | <b>45,873.35</b>    | <b>50,150.00</b> | <b>-4,276.65</b>      | <b>91.47%</b>      |

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| <b>Fall Conference (Upper)</b>       |                        |                       |                        |                        |
| Fall Conf Event Mgmt Upper           | 258.97                 | 400.00                | -141.03                | 64.74%                 |
| Fall Conf Hotel / Food               | 4,102.93               | 5,000.00              | -897.07                | 82.06%                 |
| Fall Conf Postage, Mailing           | 2.20                   | 0.00                  | 2.20                   | 100.0%                 |
| Fall Conf Presenter                  | 1,762.24               | 4,600.00              | -2,837.76              | 38.31%                 |
| Fall Conf Printing / Copies          | 194.32                 | 100.00                | 94.32                  | 194.32%                |
| Fall Conf Refund                     | 0.00                   | 0.00                  | 0.00                   | 0.0%                   |
| Fall Conf Registration / Facili      | 255.20                 | 180.00                | 75.20                  | 141.78%                |
| Fall Conf SB CEU's Fee               | 557.28                 | 600.00                | -42.72                 | 92.88%                 |
| Fall Conf Supplies                   | 76.73                  | 66.00                 | 10.73                  | 116.26%                |
| <b>Total Fall Conference (Upper)</b> | <u>7,209.87</u>        | <u>10,946.00</u>      | <u>-3,736.13</u>       | <u>65.87%</u>          |
| <b>Spring Conference</b>             |                        |                       |                        |                        |
| Outstanding Service Awards           | 0.00                   | 300.00                | -300.00                | 0.0%                   |
| Spring Conf Copies / Printing        | 0.00                   | 3,000.00              | -3,000.00              | 0.0%                   |
| Spring Conf D.J.                     | 0.00                   | 450.00                | -450.00                | 0.0%                   |
| Spring Conf Donation                 | 0.00                   | 0.00                  | 0.00                   | 0.0%                   |
| Spring Conf Euchre Prizes            | 0.00                   | 200.00                | -200.00                | 0.0%                   |
| Spring Conf Event Management Sy      | 0.00                   | 2,200.00              | -2,200.00              | 0.0%                   |
| Spring Conf Hotel                    | 0.00                   | 73,000.00             | -73,000.00             | 0.0%                   |
| Spring Conf Mailing / Postage        | 8.80                   | 750.00                | -741.20                | 1.17%                  |
| Spring Conf Membership Refund        | 0.00                   | 300.00                | -300.00                | 0.0%                   |
| Spring Conf Planning Meeting         | 0.00                   | 11,500.00             | -11,500.00             | 0.0%                   |
| Spring Conf Presenter                | 0.00                   | 7,000.00              | -7,000.00              | 0.0%                   |
| Spring Conf Refunds                  | 0.00                   | 2,000.00              | -2,000.00              | 0.0%                   |
| Spring Conf Registration / Faci      | 0.00                   | 1,000.00              | -1,000.00              | 0.0%                   |
| Spring Conf SB CEU's Record Kee      | 0.00                   | 4,300.00              | -4,300.00              | 0.0%                   |
| Spring Conf Supp / Neck Wallets      | 0.00                   | 6,000.00              | -6,000.00              | 0.0%                   |
| Spring Conference Tower Refund       | 0.00                   | 0.00                  | 0.00                   | 0.0%                   |
| <b>Total Spring Conference</b>       | <u>8.80</u>            | <u>112,000.00</u>     | <u>-111,991.20</u>     | <u>0.01%</u>           |
| <b>Total Operations</b>              | 53,092.02              | 173,096.00            | -120,003.98            | 30.67%                 |
| <b>Other Types of Expenses</b>       |                        |                       |                        |                        |
| Insurance - Liability, D and O       | 808.00                 | 808.00                | 0.00                   | 100.0%                 |
| <b>Total Other Types of Expenses</b> | <u>808.00</u>          | <u>808.00</u>         | <u>0.00</u>            | <u>100.0%</u>          |
| <b>Total Expense</b>                 | <u>85,694.39</u>       | <u>220,553.00</u>     | <u>-134,858.61</u>     | <u>38.85%</u>          |
| <b>Net Ordinary Income</b>           | <u>7,159.08</u>        | <u>-883.00</u>        | <u>8,042.08</u>        | <u>-810.77%</u>        |
| <b>Net Income</b>                    | <u><u>7,159.08</u></u> | <u><u>-883.00</u></u> | <u><u>8,042.08</u></u> | <u><u>-810.77%</u></u> |