# APA CALIFORNIA FINAL 2019 P&L
## Budget vs. Actuals: Chapter 2019 (New) - FY19 P&L (
### January - December 2019

| | Cha | |
|---|---|---|
| | Actual | Budget |
| Income | | |
| 4000 Operations Income | 45.00 | |
| 4100 Dues & Conference | | |
| 4115 Dues - National Subvention | 369,093.59 | 380,000.00 |
| 4120 Dues - Chapter Only | 17,070.00 | 22,000.00 |
| 4125 Conference Profit | | 120,000.00 |
| 4126 Conference Profit - Prior Year | 272,109.41 | 120,000.00 |
| 4127 Pre-Conference Session Profit | 3,060.00 | 10,000.00 |
| 4128 Extra Conference Profit 2016 for Allocation | | 28,100.00 |
| Total 4100 Dues & Conference | $ 661,333.00 | $ 680,100.00 |
| 4200 Administrative Income | | |
| 4205 Extra Award Reimb | | 500.00 |
| Total 4200 Administrative Income | $ 0.00 | $ 500.00 |
| 4400 Professional Development Income | | |
| 4405 AICP Publications | 120.00 | 240.00 |
| 4410 Webcast/Workshop Income | 7,995.00 | 6,000.00 |
| Total 4400 Professional Development Income | $ 8,115.00 | $ 6,240.00 |
| 4500 Public Information Income | | |
| 4510 News - Ads | 1,500.00 | 5,000.00 |
| 4520 Web Ad | 59,540.00 | 58,000.00 |
| Total 4500 Public Information Income | $ 61,040.00 | $ 63,000.00 |
| 4950 Unrealized Gain(Loss) | 38,238.61 | |
| 9200 Federal Tax Return | | 2,200.00 |
| Total Income | $ 768,771.61 | $ 752,040.00 |
| Gross Profit | $ 768,771.61 | $ 752,040.00 |
| Expenses | | |
| 5100 Operations Expense | | |
| 5105 Management | 60,500.00 | 66,000.00 |
| 5110 Operations/Miscellaneous | | 650.00 |
| 5115 Board Meetings | 12,358.66 | 20,000.00 |
| 5120 Insurance Expense | 1,362.43 | 1,000.00 |
| 5125 Board Retreat | 14,712.95 | 18,000.00 |
| 5130 Speaker Fees | 3,000.00 | 3,000.00 |
| 5140 Telephone/Fax | 1,100.00 | 1,300.00 |
| 5145 Office Supplies | 1,266.60 | 1,600.00 |
| 5150 Postage | 527.10 | 700.00 |
| 5155 Dues & Subscriptions | 56.00 | 20.00 |
| 5170 Storage | 1,925.00 | 2,100.00 |
| 5175 Merchant Credit Card Fee | 3,897.45 | 4,000.00 |
| 5180 ATEGO Resources | 25,875.00 | 27,000.00 |
| 5185 New Horizon Enterprise | 34,979.17 | 36,500.00 |
| 5190 Bank Charges | 25.62 | 115.00 |

| | | |
|---|---|---|
| **Total 5100 Operations Expense** | **$ 161,585.98** | **$ 181,985.00** |
| **5200 President Expense** | | |
| **5210 Meeting & Conference/State** | 6,907.83 | 5,850.00 |
| **5215 Travel/National** | 2,176.92 | 10,000.00 |
| **5220 President-Elect/Past President** | 250.15 | 1,000.00 |
| **5230 Student Representative** | | 250.00 |
| **Total 5200 President Expense** | **$ 9,334.90** | **$ 17,100.00** |
| **5300 Policy & Legislation** | | |
| **5305 Lobbying Expenses** | 88,000.00 | 96,000.00 |
| **5310 FPPC Quarterly Filing Fees** | 625.39 | 1,000.00 |
| **5315 VP Policy & Legislation/Review** | 988.15 | 1,000.00 |
| **5320 National Legislative Rep.** | 2,196.15 | 1,000.00 |
| **Total 5300 Policy & Legislation** | **$ 91,809.69** | **$ 99,000.00** |
| **5400 Professional Development** | | |
| **5402 APA Anniversary Activities** | | 1,500.00 |
| **5405 VP Professional Development** | 258.95 | 2,250.00 |
| **5415 Webinars/Workshops** | 3,344.96 | 5,000.00 |
| **5420 AICP Publications** | 100.00 | 200.00 |
| **5430 Section-Wide Events** | | |
| **5459 Planning Commissioner Workshop** | 101.60 | |
| **Total 5430 Section-Wide Events** | **$ 101.60** | **$ 0.00** |
| **Total 5400 Professional Development** | **$ 3,805.51** | **$ 8,950.00** |
| **5500 Public Information Expense** | | |
| **5505 V.P. for Public Information Exp** | 169.97 | 250.00 |
| **5510 Directory Maintenance - NHE** | 9,583.33 | 10,000.00 |
| **5515 News Distributions - ATEGO** | 5,000.04 | 5,000.00 |
| **5520 News & Design - Gran Designs** | 30,999.96 | 29,200.00 |
| **5521 News Production - Proofreader** | 1,093.00 | 2,100.00 |
| **5525 News Management - NHE** | 4,583.34 | 5,000.00 |
| **5530 Awards Program - Website Update** | 4,791.66 | 5,000.00 |
| **5535 Webmaster - ATEGO** | 8,750.04 | 8,750.00 |
| **5540 Website Hosting/Support** | 7,322.00 | 7,400.00 |
| **5545 Website Redesign** | | 5,000.00 |
| **5555 Other Public Information** | 384.00 | 300.00 |
| **Total 5500 Public Information Expense** | **$ 72,677.34** | **$ 78,000.00** |
| **5600 Administrative** | | |
| **5605 VP Administration Expense** | | 250.00 |
| **5610 Awards** | 6,958.61 | 8,000.00 |
| **5615 Extra Award Expense** | 28.54 | 1,500.00 |
| **5620 Bookkeeping/Accounting/Tax Services** | 29,606.80 | 37,000.00 |
| **5625 Reserves/Savings Contributions** | 300.00 | |
| **5630 UBIT Tax-Unrelated Business Inc** | 1,780.00 | 1,000.00 |
| **5645 Annual Report** | | 1,500.00 |
| **5650 QBO Fee + Section Access** | 380.00 | 300.00 |
| **5668 Travel - National Conference - Staff** | | 1,000.00 |
| **5669 Future Expenditures** | | 30,054.00 |
| **Total 5600 Administrative** | **$ 39,053.95** | **$ 80,604.00** |
| **5700 Section Subventions** | | |

| | | |
|---|---|---|
| 5705 Section Dues Rebates | 62,745.94 | 64,600.00 |
| 5706 CM Fees | 3,221.00 | 3,250.00 |
| 5715 Section State Conference Rebate | | 72,000.00 |
| 5720 Section State Conf. Rebate-PY | 148,054.70 | 148,054.71 |
| 5725 Section Chapter-Only Rebate | | 3,800.00 |
| 5730 Section Grants & Projects/Extra 2016 Conf Profits | | 18,092.00 |
| **Total 5700 Section Subventions** | **$ 214,021.64** | **$ 309,796.71** |
| **5900 Other Expenses** | | |
| 5905 Chapter Historian | 357.84 | 750.00 |
| 5915 CSUN Archives | 1,000.00 | 1,000.00 |
| 5920 Miscellaneous Expense | 0.00 | |
| 5925 PEN Expense | 649.89 | 750.00 |
| **Total 5900 Other Expenses** | **$ 2,007.73** | **$ 2,500.00** |
| 6100 Commission & Board Rep | | 150.00 |
| **6200 Conferences** | | |
| 6480 Social Media | | |
| 6481 Website | | 3,300.00 |
| **Total 6480 Social Media** | **$ 0.00** | **$ 3,300.00** |
| **Total 6200 Conferences** | **$ 0.00** | **$ 3,300.00** |
| 6205 VP Conference Expense | | 250.00 |
| **6300 Marketing & Membership** | | |
| 6305 VP Marketing & Membership | | 250.00 |
| 6310 VP Diversity & Equity | 9,000.00 | 5,150.00 |
| 6315 Young Planners Group | | 150.00 |
| 6320 Great Places | 255.98 | 250.00 |
| 6325 University Liaison | | 150.00 |
| 6335 Membership Programs | | 25,000.00 |
| **Total 6300 Marketing & Membership** | **$ 9,255.98** | **$ 30,950.00** |
| 6439 Pre-Conference Session Expenses | 2,070.64 | 3,500.00 |
| **Total Expenses** | **$ 605,623.36** | **$ 816,085.71** |
| **Net Operating Income** | **$ 163,148.25** | **-$ 64,045.71** |
| **Net Income** | **$ 163,148.25** | **-$ 64,045.71** |

## Classes

OVERAGES To be approved by Board

| pter over Budget | | % of Budget | |
|---|---|---|---|
| | 45.00 | | |
| | 0.00 | | |
| | -10,906.41 | 97.13% | |
| | -4,930.00 | 77.59% | |
| | -120,000.00 | 0.00% | |
| | 152,109.41 | 226.76% | |
| | -6,940.00 | 30.60% | |
| | -28,100.00 | 0.00% | |
| **-$** | **18,767.00** | **97.24%** | |
| | 0.00 | | |
| | -500.00 | 0.00% | |
| **-$** | **500.00** | **0.00%** | |
| | 0.00 | | |
| | -120.00 | 50.00% | |
| | 1,995.00 | 133.25% | |
| **$** | **1,875.00** | **130.05%** | |
| | 0.00 | | |
| | -3,500.00 | 30.00% | |
| | 1,540.00 | 102.66% | |
| **-$** | **1,960.00** | **96.89%** | |
| | 38,238.61 | | |
| | -2,200.00 | 0.00% | |
| **$** | **16,731.61** | **102.22%** | |
| **$** | **16,731.61** | **102.22%** | |
| | 0.00 | | |
| | -5,500.00 | 91.67% | |
| | -650.00 | 0.00% | |
| | -7,641.34 | 61.79% | |
| | 362.43 | 136.24% | Increase in insurance payment/fluctuates re reimb from CPF & Sections |
| | -3,287.05 | 81.74% | |
| | 0.00 | 100.00% | |
| | -200.00 | 84.62% | |
| | -333.40 | 79.16% | |
| | -172.90 | 75.30% | |
| | 36.00 | 280.00% | Doodle Poll and Sec of State Renewals - Increased for 2020 to $60 |
| | -175.00 | 91.67% | |
| | -102.55 | 97.44% | |
| | -1,125.00 | 95.83% | |
| | -1,520.83 | 95.83% | |
| | -89.38 | 22.28% | |

| | | | |
|---|---|---|---|
| **-$** | **20,399.02** | **88.79%** | |
| | 0.00 | | |
| | 1,057.83 | 118.08% | Overage for Chapter reception at National Conference Increased for 2020 to $ |
| | -7,823.08 | 21.77% | |
| | -749.85 | 25.02% | |
| | -250.00 | 0.00% | |
| **-$** | **7,765.10** | **54.59%** | |
| | 0.00 | | |
| | -8,000.00 | 91.67% | |
| | -374.61 | 62.54% | |
| | -11.85 | 98.82% | |
| | 1,196.15 | 219.62% | Overage approved by Exec Bd for Attending National Conferences - Increase for 202 |
| **-$** | **7,190.31** | **92.74%** | |
| | 0.00 | | |
| | -1,500.00 | 0.00% | |
| | -1,991.05 | 11.51% | |
| | -1,655.04 | 66.90% | |
| | -100.00 | 50.00% | |
| | 0.00 | | |
| | 101.60 | | |
| **$** | **101.60** | | |
| **-$** | **5,144.49** | **42.52%** | |
| | 0.00 | | |
| | -80.03 | 67.99% | |
| | -416.67 | 95.83% | |
| | 0.04 | 100.00% | |
| | 1,799.96 | 106.16% | Overage for design of new logo's w/CA theme One time expense |
| | -1,007.00 | 52.05% | |
| | -416.66 | 91.67% | |
| | -208.34 | 95.83% | |
| | 0.04 | 100.00% | |
| | -78.00 | 98.95% | |
| | -5,000.00 | 0.00% | |
| | 84.00 | 128.00% | Increase in Survey Monkey fee Increased to $400 in 2020 |
| **-$** | **5,322.66** | **93.18%** | |
| | 0.00 | | |
| | -250.00 | 0.00% | |
| | -1,041.39 | 86.98% | |
| | -1,471.46 | 1.90% | |
| | -7,393.20 | 80.02% | |
| | 300.00 | | |
| | 780.00 | 178.00% | Chapter will have to pay estimated UBIT in 2020 - increased to $2000 in 2020 budg |
| | -1,500.00 | 0.00% | |
| | 80.00 | 126.67% | |
| | -1,000.00 | 0.00% | |
| | -30,054.00 | 0.00% | |
| **-$** | **41,550.05** | **48.45%** | |
| | 0.00 | | |

| | | | |
|---|---|---|---|
| | -1,854.06 | 97.13% | |
| | -29.00 | 99.11% | |
| | -72,000.00 | 0.00% | |
| | -0.01 | 100.00% | |
| | -3,800.00 | 0.00% | |
| | -18,092.00 | 0.00% | |
| **-$** | **95,775.07** | **69.08%** | |
| | 0.00 | | |
| | -392.16 | 47.71% | |
| | 0.00 | 100.00% | |
| | 0.00 | | |
| | -100.11 | 86.65% | |
| **-$** | **492.27** | **80.31%** | |
| | -150.00 | 0.00% | |
| | 0.00 | | |
| | 0.00 | | |
| | -3,300.00 | 0.00% | |
| **-$** | **3,300.00** | **0.00%** | |
| **-$** | **3,300.00** | **0.00%** | |
| | -250.00 | 0.00% | |
| | 0.00 | | |
| | -250.00 | 0.00% | |
| | 3,850.00 | 174.76% | Chapter paid $9000 for diversity training up front; National to pay remaining $45( |
| | -150.00 | 0.00% | |
| | 5.98 | 102.39% | Overage to pay for postage to mail awards - budget increased for 2020 to $260 |
| | -150.00 | 0.00% | |
| | -25,000.00 | 0.00% | |
| **-$** | **21,694.02** | **29.91%** | |
| | -1,429.36 | 59.16% | |
| **-$** | **210,462.35** | **74.21%** | |
| **$** | **227,193.96** | **-254.74%** | |
| **$** | **227,193.96** | **-254.74%** | |

6000

0 to $3,000

get

)0 to reimb Chapter in 2020?