

SAPFM

STATEMENT OF ACTIVITY COMPARISON

April 2017 - March 2018

	TOTAL			
	APR 2017 - MAR 2018	APR 2016 - MAR 2017 (PY)	CHANGE	% CHANGE
Revenue				
41000 Fees and Donations				
41010 Advertising Fees	10,335.00	9,915.00	420.00	4.24 %
41015 Scholarship Fund donations		855.00	-855.00	-100.00 %
41020 Donations	895.00	2,455.00	-1,560.00	-63.54 %
Total 41000 Fees and Donations	11,230.00	13,225.00	-1,995.00	-15.09 %
42000 Item Sales				
42010 Exhibition Catalog		490.00	-490.00	-100.00 %
42020 Journal & Pub. Sales	4,061.50	7,876.35	-3,814.85	-48.43 %
42025 Plans	855.00	530.00	325.00	61.32 %
42040 Merchandise - Clothing/Other	4,320.00	2,477.51	1,842.49	74.37 %
Total 42000 Item Sales	9,236.50	11,373.86	-2,137.36	-18.79 %
43000 Membership Dues				
43010 Annual	67,205.03	65,832.25	1,372.78	2.09 %
43020 Lifetime	4,240.80	4,237.04	3.76	0.09 %
Total 43000 Membership Dues	71,445.83	70,069.29	1,376.54	1.96 %
45000 Member Events				
45010 Mid Year Registrations	40,517.55	31,185.00	9,332.55	29.93 %
45020 Winter Banquet Registrations	9,210.00	8,320.00	890.00	10.70 %
45035 Winterthur Event		6,154.35	-6,154.35	-100.00 %
Total 45000 Member Events	49,727.55	45,659.35	4,068.20	8.91 %
Interest, Dividends (deleted)				
Interest, Dividends, Other (deleted)		9.61	-9.61	-100.00 %
Total Interest, Dividends (deleted)		9.61	-9.61	-100.00 %
Total Revenue	\$141,639.88	\$140,337.11	\$1,302.77	0.93 %
GROSS PROFIT	\$141,639.88	\$140,337.11	\$1,302.77	0.93 %
Expenditures				
62100 Contract Services				
62140 Storage Fees	324.60	1,500.00	-1,175.40	-78.36 %
62190 Other	113.66	750.00	-636.34	-84.85 %
Total 62100 Contract Services	438.26	2,250.00	-1,811.74	-80.52 %
65000 Administrative				
65020 Postage, Mailing Service	428.56	595.90	-167.34	-28.08 %
65030 Printing,Copying, memb.cards		915.21	-915.21	-100.00 %
65040 Office Supplies		64.64	-64.64	-100.00 %
65050 Telephone, Telecommunications	583.63	669.17	-85.54	-12.78 %
65060 BOD Meetings and Conf. calls				
expensas				
65061 BOD Annual Meeting	2,322.96		2,322.96	
65062 Signage & BOD Bus. Cards	285.00	214.10	70.90	33.12 %

	TOTAL			
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Total 65060 BOD Meetings and Conf. calls expensas	2,607.96	214.10	2,393.86	1,118.10 %
65070 Fed Ex		136.33	-136.33	-100.00 %
65080 Membership Survey	199.04		199.04	
65090 Travel	1,043.61		1,043.61	
Total 65000 Administrative	4,862.80	2,595.35	2,267.45	87.37 %
66000 Awards, Grants, Contributions				
66010 Cartouche Award	1,937.46	205.15	1,732.31	844.41 %
66020 W W Shows	200.00	1,000.00	-800.00	-80.00 %
66030 Education Grants, Scholarships	5,000.00	4,450.00	550.00	12.36 %
Total 66000 Awards, Grants, Contributions	7,137.46	5,655.15	1,482.31	26.21 %
67000 Chapter Support, Member Svcs.				
67010 Banners		607.78	-607.78	-100.00 %
67030 Chapter Support		559.21	-559.21	-100.00 %
67040 P4A Antique Search	1,346.40	1,346.40	0.00	0.00 %
Total 67000 Chapter Support, Member Svcs.	1,346.40	2,513.39	-1,166.99	-46.43 %
68000 Conferences and Workshops				
68010 Annual Member Meeting/Banquet	10,480.54	9,369.99	1,110.55	11.85 %
68020 Banquet Reimbursements (deleted)		2,028.95	-2,028.95	-100.00 %
68020 Winterthur Event	4,504.60		4,504.60	
68030 Mid Year Conference	36,891.71	20,680.05	16,211.66	78.39 %
68040 Mid Year Reimbursements		3,012.74	-3,012.74	-100.00 %
Total 68000 Conferences and Workshops	51,876.85	35,091.73	16,785.12	47.83 %
69000 Taxes Paid				
69010 Taxes Paid	50.00	10.75	39.25	365.12 %
Total 69000 Taxes Paid	50.00	10.75	39.25	365.12 %
70000 Fees				
70010 Bank/Checking Account	147.03	108.95	38.08	34.95 %
70020 CPA Fees	1,150.00	2,150.00	-1,000.00	-46.51 %
70030 Legal Fees	300.00	450.00	-150.00	-33.33 %
70040 PayPal Account Fees	4,143.18	4,052.26	90.92	2.24 %
70050 PayPal Credit Card		270.00	-270.00	-100.00 %
VA State Corporation (deleted)		26.95	-26.95	-100.00 %
Total 70000 Fees	5,740.21	7,058.16	-1,317.95	-18.67 %
71000 Insurance				
71010 Directors/Officers Liability	1,378.00	1,378.00	0.00	0.00 %
71020 General Liability		1,392.36	-1,392.36	-100.00 %
Total 71000 Insurance	1,378.00	2,770.36	-1,392.36	-50.26 %
72000 Publications				
72100 APF Publication				
72101 APF Editor Expenses	9,211.40	5,977.30	3,234.10	54.11 %
72103 APF Editor Fees	30,000.00	21,500.00	8,500.00	39.53 %
72105 Commisions from APF Ads		2,097.50	-2,097.50	-100.00 %
72110 APF Journal Postage	3,669.11	2,588.88	1,080.23	41.73 %
72120 APF Journal Publication	10,250.00	12,246.38	-1,996.38	-16.30 %
Total 72100 APF Publication	53,130.51	44,410.06	8,720.45	19.64 %
72500 News Letter Publishing				

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72560 Newsletter Postage		60.00	-60.00	-100.00 %
72580 Newsletter publication	17,616.78	15,190.00	2,426.78	15.98 %
74090 Mail Chimp fee	360.00	55.00	305.00	554.55 %
Total 72500 News Letter Publishing	17,976.78	15,305.00	2,671.78	17.46 %
72940 Brochure Reprint	427.17		427.17	
72950 Exhibition Books	332.09	380.31	-48.22	-12.68 %
72985 Publications printing and shipping	-333.16	75.60	-408.76	-540.69 %
72990 Other		1,204.51	-1,204.51	-100.00 %
Total 72000 Publications	71,533.39	61,375.48	10,157.91	16.55 %
73000 Trade Shows/Outreach				
73010 Booth Repair		527.52	-527.52	-100.00 %
73020 Outreach and Sponsorships	-479.88	807.61	-1,287.49	-159.42 %
73030 Exhibition Expense	48.15		48.15	
73090 Other	924.83	67.65	857.18	1,267.08 %
Total 73000 Trade Shows/Outreach	493.10	1,402.78	-909.68	-64.85 %
74000 Web Site/Computer				
74015 Membership /Web Mgt	3,045.00	2,242.50	802.50	35.79 %
74020 Host/Server	3,430.00	540.00	2,890.00	535.19 %
74030 Software	580.00		580.00	
74050 Website Outsource Svcs.	1,830.00		1,830.00	
Total 74000 Web Site/Computer	8,885.00	2,782.50	6,102.50	219.32 %
79000 Miscellaneous				
79010 Merchandise Production	4,937.38	3,953.73	983.65	24.88 %
79020 Equipment maintenance	1,201.18		1,201.18	
79030 Shipping and Handling	855.00	4,157.03	-3,302.03	-79.43 %
79040 Study Casts,DVD's, etc		1,302.86	-1,302.86	-100.00 %
79090 Uncategorized Expense		281.47	-281.47	-100.00 %
Total 79000 Miscellaneous	6,993.56	9,695.09	-2,701.53	-27.86 %
Administrative (deleted)				
State reg. fees (deleted)		671.39	-671.39	-100.00 %
Total Administrative (deleted)		671.39	-671.39	-100.00 %
Total Expenditures	\$160,735.03	\$133,872.13	\$26,862.90	20.07 %
NET OPERATING REVENUE	\$ -19,095.15	\$6,464.98	\$ -25,560.13	-395.36 %
Other Revenue				
46200 Interest Income	96.55	13.49	83.06	615.72 %
49000 Other Revenue				
49020 Bank Savings Account Interest		88.42	-88.42	-100.00 %
Total 49000 Other Revenue		88.42	-88.42	-100.00 %
Total Other Revenue	\$96.55	\$101.91	\$ -5.36	-5.26 %
NET OTHER REVENUE	\$96.55	\$101.91	\$ -5.36	-5.26 %
NET REVENUE	\$ -18,998.60	\$6,566.89	\$ -25,565.49	-389.31 %