

**AIA LOUISIANA**  
**2020 Profit & Loss Budget vs. Actual - Cash Basis**  
 January through December 2020

Ordinary Income/Expense	Jan - Dec 20	Budget	% of Budget
<b>Income</b>			
<b>4000 · MEMBER DUES</b>			
4010 · AIA MEMBER DUES	222,343.21	261,000.00	85.2%
4050 · AFFILIATE DUES	4,550.00	4,000.00	113.8%
4075 · 2020 SUPPLEMENTAL DUES (AUDIT)	0.00	1,100.00	0.0%
<b>Total 4000 · MEMBER DUES</b>	<b>226,893.21</b>	<b>266,100.00</b>	<b>85.3%</b>
<b>4100 · CONTINUING EDUCATION</b>			
4110 · CONT. ED SPONSORSHIP	0.00	5,000.00	0.0%
<b>4120 · CELEBRATE ARCHITECTURE</b>			
4120.J · CELEBRATE ARCHITECTURE 2020	13,997.25	44,000.00	31.8%
<b>Total 4120 · CELEBRATE ARCHITECTURE</b>	<b>13,997.25</b>	<b>44,000.00</b>	<b>31.8%</b>
4140 · CONTINUING ED - OTHER	0.00	5,000.00	0.0%
4140.H · EMERGING LEADERS INSTITUTE	0.00	1,900.00	0.0%
4140.L · BIM WEBINAR	225.00		
4140.M · HYDRAULICS & HYDROLOGY WEBINAR	400.00		
<b>Total 4100 · CONTINUING EDUCATION</b>	<b>14,622.25</b>	<b>55,900.00</b>	<b>26.2%</b>
<b>4200 · DOCUMENTS AND RELATED</b>			
4230 · RESOURCE ALLOCATION	16,853.26	21,623.00	77.9%
4240 · DOCUMENTS INCOME	11,223.31	30,000.00	37.4%
4250 · DOCUMENTS CITY SALES TAX	0.00	250.00	0.0%
4260 · DOCUMENTS STATE SALES TAX	0.00	1,000.00	0.0%
<b>Total 4200 · DOCUMENTS AND RELATED</b>	<b>28,076.57</b>	<b>52,873.00</b>	<b>53.1%</b>
<b>4300 · DESIGN CONFERENCE</b>			
4320 · BOOTH SALES	5,000.00	60,000.00	8.3%
4330 · REGISTRATION	6,790.00	50,000.00	13.6%
4370 · EVENT SPONSORS	24,510.00	11,000.00	222.8%
4380 · HONOR AWARDS ENTRIES	9,000.00	11,000.00	81.8%
4390 · PETTY CASH	0.00	300.00	0.0%
4420 · REIMBURSABLES	100.00		
4300 · DESIGN CONFERENCE - Other	80.00		
<b>Total 4300 · DESIGN CONFERENCE</b>	<b>45,480.00</b>	<b>132,300.00</b>	<b>34.4%</b>
<b>4600 · REIMBURSABLES AND MISCELLANEOUS</b>			
4610 · MISCELLANEOUS OTHER	142.95	1,000.00	14.3%
4620 · OFFICE TRAVEL REIMBURSEMENT	0.00	2,000.00	0.0%
4630 · LAF REIMBURSEMENT	0.00	50.00	0.0%
4640 · PAC REIMBURSEMENT	0.00	150.00	0.0%
<b>Total 4600 · REIMBURSABLES AND MISCELLANEOUS</b>	<b>142.95</b>	<b>3,200.00</b>	<b>4.5%</b>
<b>4700 · OTHER SOURCES OF REVENUE</b>			
4710 · NEWSLETTER/WEBSITE SPONSORSHIPS	0.00	6,400.00	0.0%
<b>Total 4700 · OTHER SOURCES OF REVENUE</b>	<b>0.00</b>	<b>6,400.00</b>	<b>0.0%</b>
<b>4900 · IN-OUT</b>	<b>4,113.00</b>		
<b>Total Income</b>	<b>319,327.98</b>	<b>516,773.00</b>	<b>61.8%</b>
<b>Gross Profit</b>	<b>319,327.98</b>	<b>516,773.00</b>	<b>61.8%</b>
<b>Expense</b>			
11003 · IN/OUT	873.00		
<b>6000 · DOCUMENTS</b>			
6010 · DOCUMENTS	5,077.19	6,000.00	84.6%
6020 · SHIPPING DOCUMENTS	236.85	1,500.00	15.8%
6030 · DOCUMENTS CITY SALES TAX	0.00	250.00	0.0%
6040 · DOCUMENTS STATE SALES TAX	0.00	1,000.00	0.0%

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<b>Total 6000 · DOCUMENTS</b>	5,314.04	8,750.00	60.7%
<b>6100 · BUILDING RELATED</b>			
6110 · INSURANCE FIRE/LIABILITY	5,778.00	5,200.00	111.1%
6120 · PROPERTY TAX	0.00	5,500.00	0.0%
6130 · GENERAL MAINTENANCE	1,155.47	1,500.00	77.0%
6140 · JANITORIAL	880.00	1,450.00	60.7%
6150 · LAWN MAINTENANCE	310.00	1,000.00	31.0%
6160 · SECURITY/ALARM SERVICES	391.27	1,000.00	39.1%
6170 · ELECTRICITY	1,696.81	3,400.00	49.9%
6180 · WATER/SEWER	674.01	1,700.00	39.6%
6190 · GARBAGE	1,090.04	1,100.00	99.1%
<b>Total 6100 · BUILDING RELATED</b>	11,975.60	21,850.00	54.8%
<b>6200 · OPERATIONAL</b>			
6205 · BANK SERVICE (CC) CHARGES	614.06	1,200.00	51.2%
6210 · COMMUNICATIONS/WEB/DIRECTORY	1,329.74	2,500.00	53.2%
6215 · D & O LIABILITY INSURANCE	1,110.00	1,111.00	99.9%
6220 · DUES & SUBSCRIPTIONS	298.00	1,000.00	29.8%
6225 · EQUIPMENT REPAIRS & MAINTENANCE	389.22	1,100.00	35.4%
6230 · INTERNET/WEB HOSTING	2,240.00	3,650.00	61.4%
6235 · OFFICE SUPPLIES	1,613.40	3,000.00	53.8%
6240 · POSTAGE & RELATED	933.70	2,500.00	37.3%
6245 · PRINTING - LETTERHEAD	0.00	500.00	0.0%
6250 · PRINTING - OUTSOURCE	0.00	1,000.00	0.0%
6255 · TELEPHONE	2,563.38	3,500.00	73.2%
<b>Total 6200 · OPERATIONAL</b>	11,091.50	21,061.00	52.7%
<b>6400 · PROF. &amp; TECHNICAL SERVICE</b>			
6410 · PUBLIC RELATIONS	5,751.37	12,000.00	47.9%
6430 · ACCOUNTING	247.00	5,000.00	4.9%
6440 · CONTRACT PERSONNEL			
6440.A · ADD'L FUNDS APPROVED BY BOD	0.00	1,000.00	0.0%
6440 · CONTRACT PERSONNEL - Other	13,639.00	30,000.00	45.5%
<b>Total 6440 · CONTRACT PERSONNEL</b>	13,639.00	31,000.00	44.0%
6450 · BOOKKEEPING/OUTSOURCE	2,695.00	1,500.00	179.7%
6460 · LOBBYING - OUTSOURCE	18,000.00	27,000.00	66.7%
6470 · TECHNICAL SUPPORT - COMPUTER	2,126.50	2,000.00	106.3%
6480 · LEGAL	1,127.00	500.00	225.4%
<b>Total 6400 · PROF. &amp; TECHNICAL SERVICE</b>	43,585.87	79,000.00	55.2%
6490 · INTEREST EXPENSE	49.81		
<b>6500 · FURNITURE, EQUIPMENT &amp; AUTO</b>			
6510 · AUTO INSURANCE	0.00	2,600.00	0.0%
6520 · AUTO MAINTENANCE	157.00	1,000.00	15.7%
6530 · OFFICE FURNITURE	654.93	1,000.00	65.5%
6540 · COMPUTER/SOFTWARE PURCHASE	2,682.06	3,000.00	89.4%
6550 · DEBT SERVICE EXPENSE - AUTO	0.00	6,907.00	0.0%
6560 · VEHICLE RENTAL - EXEC. DIR.	842.59		
<b>Total 6500 · FURNITURE, EQUIPMENT &amp; AUTO</b>	4,336.58	14,507.00	29.9%
<b>6600 · CONTINUING ED/MEETINGS/TRAVEL</b>			
6610.G · EMERGING LEADERS INSTITUTE 2	0.00	750.00	0.0%
6620 · CELEBRATE ARCHITECTURE			
6620.J · CELEBRATE ARCHITECTURE 2020	14,606.96	44,000.00	33.2%
6620.K · CELEBRATE ARCHITECTURE 2021	300.00		
6620.L · CELEBRATE ARCHITECTURE 2022	300.00		
<b>Total 6620 · CELEBRATE ARCHITECTURE</b>	15,206.96	44,000.00	34.6%
6640 · BOARD MEETING 1ST QUARTER	429.84	500.00	86.0%
6641 · BOARD MEETING 2ND QUARTER	0.00	1,000.00	0.0%
6642 · BOARD MEETING 3RD QUARTER	0.00	1,000.00	0.0%

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6643 · BOARD MEETING 4TH QUARTER	0.00	3,000.00	0.0%
6650 · TRAVEL REIMB. - BOARD MEMBERS	1,268.45	4,200.00	30.2%
6660 · EXECUTIVE PLANNING MEETING	20.00	1,500.00	1.3%
6670 · TRAVEL OFFICE			
6670.B · GRASSROOTS	1,744.08		
6670 · TRAVEL OFFICE - Other	770.63	14,000.00	5.5%
<b>Total 6670 · TRAVEL OFFICE</b>	<b>2,514.71</b>	<b>14,000.00</b>	<b>18.0%</b>
6671 · TRAVEL PRESIDENT			
6671.A · NATIONAL CONVENTION	0.00	3,000.00	0.0%
<b>Total 6671 · TRAVEL PRESIDENT</b>	<b>0.00</b>	<b>3,000.00</b>	<b>0.0%</b>
6672 · TRAVEL PRESIDENT ELECT			
6672.A · GRASSROOTS	0.00	2,500.00	0.0%
6672 · TRAVEL PRESIDENT ELECT - Other	759.20		
<b>Total 6672 · TRAVEL PRESIDENT ELECT</b>	<b>759.20</b>	<b>2,500.00</b>	<b>30.4%</b>
<b>Total 6600 · CONTINUING ED/MEETINGS/TRAVEL</b>	<b>20,199.16</b>	<b>75,450.00</b>	<b>26.8%</b>
6800 · DEVELOPMENT			
6810 · EVENTS	0.00	300.00	0.0%
6820 · EXECUTIVE	0.00	300.00	0.0%
6830 · GOVERNANCE	0.00	300.00	0.0%
6840 · LEGISLATIVE	1,023.76	5,000.00	20.5%
6930 · GOV'T AGENCY LIAISON	0.00	750.00	0.0%
6960 · LSBAE/SELECTION BOARD LIAISON	22.00	200.00	11.0%
<b>Total 6800 · DEVELOPMENT</b>	<b>1,045.76</b>	<b>6,850.00</b>	<b>15.3%</b>
7000 · SALARIES AND RELATED BENEFITS.			
7010 · EXECUTIVE DIRECTOR	56,000.00	96,000.00	58.3%
7020 · DIRECTOR OF MEMBERSHIP			
7020.A · ADD'L FUNDS APPROVED BY BOD	1,000.00	1,000.00	100.0%
7020 · DIRECTOR OF MEMBERSHIP - Other	42,880.13	64,000.00	67.0%
<b>Total 7020 · DIRECTOR OF MEMBERSHIP</b>	<b>43,880.13</b>	<b>65,000.00</b>	<b>67.5%</b>
7040 · BONUS - DIRECTOR OF MEMBERSHIP	5,600.00		
7045 · STAFF BONUSES	3,000.00	8,600.00	34.9%
7060 · RETIREMENT - DIR. OF MEMBERSHIP	3,200.00	3,200.00	100.0%
7081 · GROUP INSURANCE	12,788.16	23,560.00	54.3%
7090 · EMPLOYER FICA/MEDICARE	8,069.23	13,500.00	59.8%
7100 · TAXES UNEMPLOYMENT STATE	200.20	300.00	66.7%
7110 · TAXES FUTA	0.00	500.00	0.0%
7120 · INSURANCE WORKMAN'S COMP	0.00	2,100.00	0.0%
<b>Total 7000 · SALARIES AND RELATED BENEFITS.</b>	<b>132,737.72</b>	<b>212,760.00</b>	<b>62.4%</b>
7500 · DESIGN CONFERENCE EXPENSE			
7510 · PETTY CASH CONVENTION	0.00	300.00	0.0%
7520 · BADGES/REGISTRATION SUPPLIES	0.00	650.00	0.0%
7530 · PRINTING	0.00	500.00	0.0%
7540 · GRAPHICS	0.00	500.00	0.0%
7550 · POSTAGE	0.00	500.00	0.0%
7600 · PRODUCT SHOW LUNCHEON/REFRESH	0.00	11,000.00	0.0%
7610 · PRODUCT SHOW DECORATOR	0.00	6,000.00	0.0%
7615 · WEDNESDAY EVENING EVENT	100.00		
7660 · KEYNOTE SPEAKER	0.00	8,000.00	0.0%
7670 · SEMINAR SPEAKERS	0.00	7,000.00	0.0%
7680 · TOURS	0.00	1,000.00	0.0%
7690 · AUDIO/VISUAL	111.96	6,500.00	1.7%
7700 · HONORS DISPLAY	0.00	1,500.00	0.0%
7710 · HONORS CERTIFICATES	0.00	125.00	0.0%
7720 · HONORS LUNCHEON	0.00	6,500.00	0.0%
7730 · TRANSPORTATION	0.00	1,500.00	0.0%

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Cash Basis

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	Jan - Dec 20	Budget	% of Budget
7740 · HOTEL & MEETING ROOM EXPENSE	84.69	19,000.00	0.4%
7770 · CONVENTION REFUNDS	0.00	1,000.00	0.0%
7790 · CANCELLATION INSURANCE	856.57	750.00	114.2%
7820 · VISA/MC BANK CHARGE	698.77	2,550.00	27.4%
<b>Total 7500 · DESIGN CONFERENCE EXPENSE</b>	<b>1,851.99</b>	<b>74,875.00</b>	<b>2.5%</b>
<b>9000 · OTHER EXPENSES</b>			
9041 · EXCESS RESERVES			
9041.D · EXCESS RESERVES - 2018	9,038.26		
<b>Total 9041 · EXCESS RESERVES</b>	<b>9,038.26</b>		
<b>Total 9000 · OTHER EXPENSES</b>	<b>9,038.26</b>		
<b>Total Expense</b>	<b>242,099.29</b>	<b>515,103.00</b>	<b>47.0%</b>
<b>Net Ordinary Income</b>	<b>77,228.69</b>	<b>1,670.00</b>	<b>4,624.5%</b>
<b>Other Income/Expense</b>			
Other Income			
1045 · GAIN ON SALE OF ASSETS	5,028.85		
<b>Total Other Income</b>	<b>5,028.85</b>		
<b>Net Other Income</b>	<b>5,028.85</b>		
<b>Net Income</b>	<b>82,257.54</b>	<b>1,670.00</b>	<b>4,925.6%</b>