

	PLA FY20 FINAL Budget	FY20 PLA Summary by Line FINAL Budget, 8-23-19, for Board Approval				
	Fund: OPERATING/DIVISIONS FUND (12)					
	Unit_Project: PLA					
	As of August 23, 2019					
	Line Item	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2020 FINAL Budget
	Beginning Net Assets	2,421,661	3,464,588	3,053,862	3,866,408	3,066,868
	REVENUES					
	(4000) DUES/PERSONAL	557,067	523,248	595,405	566,803	600,000
	(4003) DUES/LIFE MEMBERS-CURRENT	1,530	1,515	1,500	1,600	1,600
	(4004) DUES/CNTNUNG MBRS & DIV TRFR	750	750	750	800	800
	(4100) SALES/BOOKS	1,011	677	599	700	5,000
	(4601) RETURNS/CREDITS	(1,571)	(1,982)	(184)	(3,540)	(850)
	(4602) SALES/BOOKS-DISCOUNT	(1,323)	(1,691)	(519)		
	(4103) SALES - ONLINE	32,283	20,142	3,508	20,800	21,700
	(4104) SALES/RENTL MAIL LISTS	49,200		44,850		45,000
	(4105) SALES/WEBINARS/WEBCASTS/WEB CE					40,000
	(4109) SALES/MISC	62,508	28,811	19,710	28,100	20,000
	(4110) SUBSCRIPTIONS	38,727	38,204	37,154	40,000	40,000
	(4140) ADVERTISING/GROSS	68,489	10,003	55,522	15,000	65,000
	(4143) ADVERTISING/ON-LINE				5,000	5,000
	(4611) COMMISSION/SALES REP	(3,550)	(5,149)	(6,473)	(7,400)	(5,000)
	(4200) REGISTRATION FEES	1,693,342	45,403	1,761,440	48,000	1,939,365
	(4210) EXHIBIT SPACE RENTALS	1,459,495	0	1,433,569	0	1,434,000
	(4220) MEAL FUNCTIONS	114,675		75,050	0	75,000
	(4400) DONATIONS/HONORARIA	78,822	35,779	144,686	40,000	138,000
	(4421) ROYALTIES	4,320	4,599	4,461	4,550	3,000
	(4429) OVRHD-EXMPT REVENUE/DIVISIONS	210,000	151,552	218,763	1,500	271,000
	(4430) MISCELLANEOUS FEES	918	79,811	59,327	90,500	20,000
	(4490) MISCELLANEOUS REVENUE	4,854		400		
	Total Revenues	4,371,547	931,671	4,449,518	852,413	4,718,615
	Line Item	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2020 FINAL Budget
	EXPENSES					
	(5000) SALARIES & WAGES	502,445	494,035	489,840	518,595	554,536
	(5001) WAGES/TEMPORARY EMPLOYEES	21,078	24,294	11,028		
	(5002) OVERTIME WAGES	1,834	1,163	2,535	0	
	(5010) EMPLOYEE BENEFITS	154,025	154,979	149,085	156,125	174,240
	(5016) PROFESSIONAL MEMBERSHIPS	936	2,785	2,513	6,000	3,000
	(5100) TEMPORARY EMPLOYEES/OUTSIDE	23,516	0	14,483	7,000	38,826

	PLA FY20 FINAL Budget	FY20 PLA Summary by Line FINAL Budget, 8-23-19, for Board Approval				
	Fund: OPERATING/DIVISIONS FUND (12)					
	Unit_Project: PLA					
	As of August 23, 2019					
	Line Item	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2020 FINAL Budget
	(5110) PROFESSIONAL SERVICES	379,456	300,882	356,138	314,382	826,700
	(5122) BANK S/C	106,888	13,993	87,361	15,020	89,600
	(5140) EQUIP/FURN REPAIRS		29		200	
	(5150) MESSENGER SERVICE	533	294	1,655	540	650
	(5210) TRANSPORTATION	37,210	26,467	45,091	64,750	105,250
	(5212) LODGING & MEALS	(139,194)	36,005	125,024	82,780	130,300
	(5214) ENTERTAINMENT	306,714		496,745	0	500,000
	(5216) BUSINESS MEETINGS	2,861	1,406	1,639	1,200	600
	(5300) FACILITIES RENT	152,180		199,903	50,000	225,000
	(5301) CONFERENCE EQUIPMENT RENTAL	263,574	2,793	406,471	11,500	364,000
	(5302) MEAL FUNCTIONS	158,114	42,552	100,303	63,500	188,080
	(5303) EXHIBITS	52,314		52,232	0	55,000
	(5304) SPEAKER/GUEST EXPENSE	13,821	740	10,017	6,000	40,000
	(5305) SPEAKER/GUEST HONORARIUM	75,250	31,531	112,705	22,000	77,500
	(5306) AWARDS	27,626	18,019	26,429	17,800	17,800
	(5307) SECURITY SERVICES	23,369		22,547	0	40,000
	(5308) SPECIAL TRANSPORTATION				1,000	40,000
	(5309) AUDIO/VISUAL EQUIPMENT RENTAL & LABOR	0	7,364	1,276	1,000	
	(5310) COMPUTER RENTAL/INTERNET CONNECTIONS	1,072			250	
	(5400) EDITORIAL/PROOFREADING/OUTSIDE	186			100	
	(5402) PRINTING-OUTSIDE	60,547	26,524	43,907	26,928	90,338
	(5403) BINDING-OUTSIDE				0	4,000
	(5404) DESIGN SERVICE-OUTSIDE	18,003	12,623	12,583	14,500	13,500
	(5406) REVIEW SERVICE	288				
	(5410) MAIL SERVICE-OUTSIDE	2,320	3,831	3,231	2,943	4,400
	(5411) ADVERTISING/SPACE		150	1,324	1,125	1,400
	(5414) SUPPLIES/PRODUCTION	8,359	9,834	9,182	8,960	14,803
	(5420) COPYRIGHT FEES				330	
	(5430) WEB OPERATING EXPENSES	718	9,126	18,881	14,116	15,626
	(5431) WEBINAR/WEBCASTS/WEB CE EXP	29,356	4,987	26,410	6,294	28,647
	(5433) ORDER PROCESSING/FULFILLMENT	2,653	5,757	3,723	5,700	3,000
	(5031) STAFF DEVELOPMENT	1,988	25	1,112	1,000	2,500
	(5500) SUPPLIES/OPERATING	11,119	7,550	16,157	12,630	19,800
	(5501) EQUIPMENT & SOFTWARE/MINOR	660	385	369	3,500	500
	(5502) REFERENCE MATERIAL/PERIODICALS	315	315	148		
	(5510) INSURANCE			7,402	0	10,000
	(5520) EQUIPMENT RENTAL/LEASE				200	
	(5522) TELEPHONE/FAX	1,614	689	954	1,500	900
	(5523) POSTAGE/E-MAIL	23,153	25,280	32,046	24,838	38,395
	(5530) DEPRECIATION F/E	6,722	8,151	3,767	9,059	7,601
	(5543) BAD DEBT EXPENSE	300	547	500	547	547
	(5550) PROMOTION	48,605	(5,009)	(1,069)	3,600	7,000
	(5560) ORG SUPPORT/CONTRIBUTION	(33,333)			10,000	
	(5599) MISC EXPENSE	146,397	708	(109,229)	10,400	(150,000)

	PLA FY20 FINAL Budget	FY20 PLA Summary by Line FINAL Budget, 8-23-19, for Board Approval				
	Fund: OPERATING/DIVISIONS FUND (12)					
	Unit_Project: PLA					
	As of August 23, 2019					
	Line Item	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2020 FINAL Budget
	(5901) IUT/CPU	6,308	6,004	7,701	6,050	12,588
	(5902) IUT/DATA PROC	830	695	965	675	675
	(5903) IUT/SUBS PROC	3,218	3,115	3,013	3,415	3,415
	(5904) TRANSFER TO/FROM ENDOWMENT	(55,040)		(59,192)	0	
	(5905) IUT/TELEPHONE	3,120	4,088	2,096	4,000	2,000
	(5909) IUT/DIST CTR	2,024	927	1,261	2,520	1,550
	(5910) IUT/REPRO CTR	10,381	8,671	14,938	14,140	10,175
	(5912) IUT-Copyediting/Proofreading	5,099	4,581	4,454	4,670	5,880
	(5913) IUT-Composition/Alteration	17,920	15,111	16,062	16,840	27,625
	(5940) IUT/REGISTRATION PROCESSING	1,472	1,455		2,100	4,775
	(5942) IUT/ADVERTISING					1,800
	(5999) IUT/MISC				0	9,938
	(5911) IUT/OVERHEAD	837,697	28,596	859,257	49,085	941,342
	(5600) TAXES/INCOME		(1,650)	0	547	547
	(TEI) Total Expenses plus Taxes / Income	3,328,620	1,342,397	3,636,973	1,601,954	4,606,348
	Net Revenue Over Expenses	1,042,927	(410,726)	812,545	(749,541)	112,267
	(3000) Ending Net Assets	3,464,588	3,053,862	3,866,408	3,116,867	3,179,135
	(5900) Transfer To Endowment	0	0	0	(49,999)	(49,999)
	(3000) Final Ending Net Assets	3,464,588	3,053,862	3,866,408	3,066,868	3,129,136
	Endowment/LTI Beginning Balance	1,216,345	1,232,433	1,362,579	1,455,604	1,503,470
	Gain/Loss, Fees, Allocation to Programs	16,088	130,146	93,025	(2,133)	TBD
	(5900) Transfer to Endowment/LTI	0	0	0	49,999	49,999
	Endowment/LTI Ending Balance	1,232,433	1,362,579	1,455,604	1,503,470	1,553,469