PIABA Budget 2024-2025

Income Report

As of March 2025

Administrative Income	Budget	Actual	Variance
Advertising, ExpertPlus	$ 4,400.00	$ 3,287.50	$ (1,112.50)
Bar Journal Subscriptions/Licensing Fees	$ 2,291.56	$ 634.36	$ (1,657.20)
Contributions	$ 75,000.00	$ 113,570.00	$ 38,570.00
Grant Income	$ -	$ -	$ -
Admin Income Sponsorships	$ -	$ 1,545.09	$ 1,545.09
Interest Income	$ 4,102.96	$ 1,395.55	$ (2,707.41)
Membership, Regular Fees	$ 195,625.00	$ 174,395.03	$ (21,229.97)
Young Member, Year 1	$ 1,625.00	$ 1,300.00	$ (325.00)
Young Member, Year 2	$ 2,550.00	$ 1,700.00	$ (850.00)
Young Member, Year 3	$ 4,725.00	$ 3,675.00	$ (1,050.00)
Paralegal Fees	$ 255.00	$ 255.00	$ -
Retiree Fees	$ 1,230.00	$ 1,405.00	$ 175.00
Law Student	$ 160.00	$ -	$ (160.00)
Regulator	$ 625.00	$ 1,250.00	$ 625.00
PIABAPlus Fees	$ 26,000.00	$ 23,000.00	$ (3,000.00)
Premium Membership Fees	$ -	$ 300.00	$ 300.00
Non-Profit Revenue	$ 63.00	$ -	$ (63.00)
Other (rewards card)	$ 3,049.68	$ 3,562.83	$ 513.15
Total Administrative Income	**$ 321,702.20**	**$ 331,275.36**	**$ 9,573.16**

Annual Meeting Income

Annual Meeting Registration Fees	Budget	Actual	Variance
Educator	$ 4,000.00	$ 8,955.00	$ 4,955.00
Expert/Mediator	$ 41,800.00	$ 47,880.00	$ 6,080.00
Guest	$ 21,250.00	$ 14,830.00	$ (6,420.00)
Member, in-Person	$ 229,500.00	$ 208,301.48	$ (21,198.52)
Non-Members, in-person	$ 17,600.00	$ 9,380.00	$ (8,220.00)
Non-Profit, in-person	$ 3,980.00	$ -	$ (3,980.00)
Paralegal, in-person	$ 1,050.00	$ -	$ (1,050.00)
Regulator/NASAA, in-person	$ 1,000.00	$ 4,975.00	$ 3,975.00
Speaker	$ 1,700.00	$ -	$ (1,700.00)
Student	$ -	$ 995.00	$ 995.00
Expert Directory (covers & ads only)	$ 4,709.25	$ -	$ (4,709.25)
Exhibitor / Sponsorships	$ 44,959.32	$ 26,366.23	$ (18,593.09)
Total Annual Meeting Income	**$ 371,548.57**	**$ 321,682.71**	**$ (49,865.86)**

Mid-Year Meeting Income, Virtual

	Budget	Actual	Variance
Registration Fees			
Educator	$ -	$ 360.50	$ 360.50
Expert/Mediator	$ 7,600.00	$ 3,400.10	$ (4,199.90)
Member	$ 16,517.34	$ 20,195.50	$ 3,678.16
Non-Members	$ -	$ 2,523.00	$ 2,523.00
Regulator	$ -	$ 75.00	$ 75.00
Speaker	$ -	$ 1,081.50	$ 1,081.50
Sponsorship	$ -	$ 1,000.00	$ 1,000.00
Total Mid-Year Meeting Income	**$ 24,117.34**	**$ 28,635.60**	**$ 3,518.26**

Other Income

	Budget	Actual	Variance
Online Payment Fees	$ -	$ -	$ -
Dividend Revenue	$ -	$ 9,671.87	$ 9,671.87
Discount Income	$ -	$ (2,100.00)	$ (2,100.00)
Total Other Income	**$ -**	**$ 7,571.87**	**$ 7,571.87**

Total Income	**$ 717,368.11**	**$ 689,165.54**	**$ (29,202.57)**

Expense Report

Operating Expenses	**Budget**	**Actual**	**Variance**
Accounting	$ 6,612.00	$ 6,524.00	$ 88.00
Advertising	$ -	$ 4,685.00	$ (4,685.00)
Awards	$ 1,071.00	$ -	$ 1,071.00
Bank Fees *(Visa/MC/AmEx/Bank/CC Interest)*	$ 2,500.00	$ 1,992.24	$ 507.76
Bar Journal	$ 5,909.76	$ -	$ 5,909.76
Board Meeting	$ 15,000.00	$ 11,718.93	$ 3,281.07
Committees	$ 463.88	$ 2,277.20	$ (1,813.32)
Computer, Software	$ 5,000.00	$ 2,916.69	$ 2,083.31
Copier Maintenance	$ 221.91	$ 105.96	$ 115.95
Employee Expenses, Salary	$ 235,395.00	$ 216,634.21	$ 18,760.79
Employee Benefits, 401k/SIMPLE, Contribution	$ 7,136.85	$ 6,046.58	$ 1,090.27
Employee Benefits, Medical	$ 14,400.00	$ 12,150.00	$ 2,250.00
Employee Benefits, Medical Admin	$ 720.00	$ 3,020.00	$ (2,300.00)
Employee Expenses, HR Admin	$ -	$ 4,039.50	$ (4,039.50)
Entertainment/Promotions	$ 500.00	$ -	$ 500.00
Hill Day	$ 9,000.00	$ 2,415.11	$ 6,584.89
Insurance - Property/D&O/WC	$ 6,918.71	$ 7,229.27	$ (310.56)
Internet	$ 1,500.00	$ 2,480.19	$ (980.19)
Miscellaneous (Other Business Expense)	$ 1,000.00	$ 1,410.00	$ (410.00)
Office Supplies / Furniture / Petty Cash (Supplies & Materials)	$ 1,000.00	$ 10,443.16	$ (9,443.16)
Officer Expense, All	$ 20,000.00	$ 33,127.31	$ (13,127.31)
PIABA Foundation	$ -	$ 185.00	$ (185.00)
Policy	$ 44,730.00	$ 38,500.00	$ 6,230.00
Policy Reports (*Research, Events, Releases*)	$ 15,000.00	$ 13,000.00	$ 2,000.00
Postage	$ 1,000.00	$ 15.02	$ 984.98
Rent	$ 9,000.00	$ 9,000.00	$ -
Cleaning Services	$ -	$ 800.00	$ (800.00)
Tax, Payroll (FICA, Medicare)	$ 18,198.97	$ 17,489.85	$ 709.12
Taxes and Licenses	$ -	$ 768.47	$ (768.47)
Telephone	$ 2,292.90	$ 101.14	$ 2,191.76
Website - Hosting / Maintenance	$ 20,719.50	$ 22,056.89	$ (1,337.39)
Total Operating Expenses	**$ 445,290.48**	**$ 431,131.72**	**$ 14,158.76**

Annual Meeting Expenses	Budget	Actual	Variance
Administrative	$ 11,331.84	$ 14,308.72	$ (2,976.88)
Advertising	$ 836.24	$ 120.00	$ 716.24
App (Written Materials)	$ 3,178.88	$ -	$ 3,178.88
Audio Visual	$ 21,411.52	$ 33,241.96	$ (11,830.44)
Awards	$ 736.93	$ 885.73	$ (148.80)
Casino Night	$ -	$ 3,455.00	$ (3,455.00)
Catering (Food & Beverage)	$ 202,465.21	$ 156,946.79	$ 45,518.42
Guest Program/Other	$ 1,500.00	$ -	$ 1,500.00
MCLE	$ 2,520.41	$ 3,170.78	$ (650.37)
Shipping	$ -	$ 387.68	$ (387.68)
Travel	$ 5,000.00	$ 6,525.75	$ (1,525.75)
Exhibitor / Sponsor Events	$ 13,551.60	$ 1,292.08	$ 12,259.52
Total Annual Meeting Expenses	**$ 262,532.63**	**$ 220,334.49**	**$ 42,198.14**

Mid-Year Meeting Expenses	Budget	Actual	Variance
Administrative	$ 13,000.00	$ 5,681.74	$ 7,318.26
Catering (Food & Beverage)	$ 2,500.00	$ 12,721.60	$ (10,221.60)
MCLE	$ 800.00	$ 1,438.13	$ (638.13)
Total Mid-Year Meeting Expenses	**$ 16,300.00**	**$ 19,841.47**	**$ (3,541.47)**

Other Meeting Expenses	Budget	Actual	Variance
Future Annual Meetings/Site Selection	$ 5,000.00	$ -	$ 5,000.00
Total Other Meeting Expenses	**$ 5,000.00**	**$ -**	**$ 5,000.00**

Other Expenses	Budget	Actual	Variance
Website Update	$ 75,000.00	$ 86,324.74	$ (11,324.74)
Total Other Expenses	**$ 75,000.00**	**$ 86,324.74**	**$ (11,324.74)**

TOTAL EXPENSES	**$ 804,123.11**	**$ 757,632.42**	**$ 46,490.69**
Net Income (Deficit) Before Fundraiser:	**$ (86,755.00)**	**$ (68,466.88)**	**$ 155,221.88**

Annual Fundraiser	Budget	Actual	Variance
Raise the Paddle	$ 150,000.00	$ 178,200.00	$ 28,200.00
Total Annual Meeting Fundraiser	**$ 150,000.00**	**$ 178,200.00**	**$ 28,200.00**
Net Income (Deficit) After Fundraiser:	**$ 63,245.00**	**$ 109,733.12**	**$ 46,488.12**