

PIABA

# Financial Report

March 2025



Prepared By  
Kretchmar Accounting Services

Prepared On  
May 8, 2025

# Contents

---

<b>Executive Summary</b> .....	<b>3</b>
<b>Profit and Loss (Fiscal Year-to-date)</b> .....	<b>4</b>
<b>Profit and Loss (Fiscal Year-to-date)</b> .....	<b>4</b>
<b>Balance Sheet (Fiscal Year-to-date)</b> .....	<b>16</b>
<b>Top 10 Vendors by Spend</b> .....	<b>18</b>
<b>A/P Aging Summary</b> .....	<b>19</b>
<b>A/R Aging Summary</b> .....	<b>20</b>
<b>Metrics</b> .....	<b>22</b>

# Executive Summary

## Revenue

March

\$6,652



Down **64%**  
vs. Feb 2025

Fiscal YTD

\$857,693



Up **0%**  
vs. Prior Year

## Operating Expenses

March

\$60,487



Up **62%**  
vs. Feb 2025

Fiscal YTD

\$671,307



Down **28%**  
vs. Prior Year

## Net Income

March

-\$53,402



Down **191%**  
vs. Feb 2025

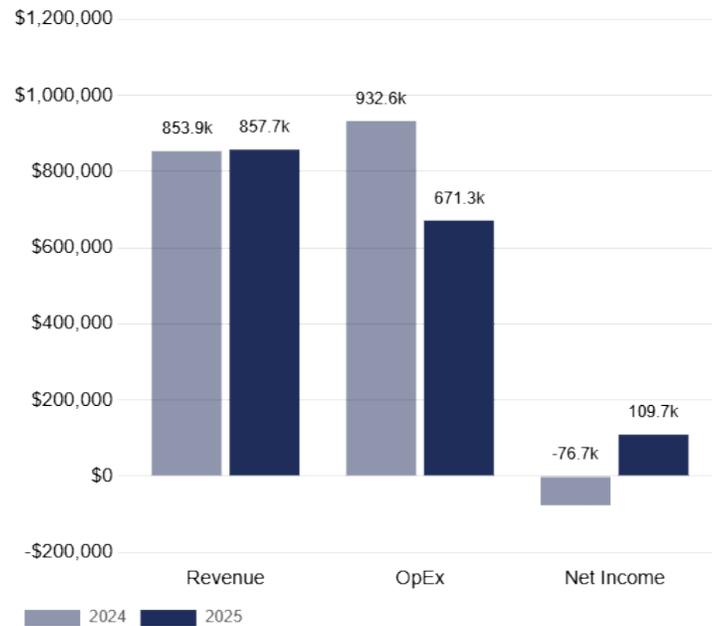
Fiscal YTD

\$109,733



Up **243%**  
vs. Prior Year

## Profit and Loss: Fiscal YTD 2025 vs. 2024



# Profit and Loss (Fiscal Year-to-date)

April 2024 - March 2025

Name	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Dec '24	Jan '25	Feb '25	Mar '25	Total
REVENUE	-	-	-	-	-	-	-	-	-	-	-	-	-
Administrative Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Admin Income Sponsorships	-	-	-	\$1,000	-	\$545	-	-	-	-	-	-	\$1,545
Advertising, Expert Plus	-	-	-	-	-	-	-	-	-	\$1,287	-	\$2,000	\$3,287
Bar Journal Subscriptions / Licensing Fees	-	-	\$146	-	\$151	-	-	\$146	-	-	-	\$189	\$634
Director Contributions	\$21,105	\$1,750	\$3,500	\$1,750	\$7,565	\$3,500	\$72,500	-	\$2,500	-	-	-\$600	\$113,570
Interest Income	\$73	\$75	\$129	\$166	\$205	\$180	\$199	\$80	\$65	\$71	\$71	\$76	\$1,395
Membership Dues	-	-	-	-	-	-	-	-	-	-	-	-	-
Paralegal Fees	-	\$255	-	-	-	-	-	-	-	-	-	-	\$255
PIABA Plus Fees	\$2,000	\$800	\$1,600	\$800	\$4,400	-	\$2,200	\$600	\$8,400	\$400	\$1,000	\$800	\$23,000
PIABA Premium Fees	-	-	-	-	-	-	-	-	-	-	-	\$300	\$300
Regular Fees	\$21,743	\$10,565	\$12,725	\$9,450	\$27,499	-	\$17,575	\$8,750	\$55,080	\$1,250	\$6,250	\$3,506	\$174,395
Regulator Fees	-	\$625	-	-	\$625	-	-	-	-	-	-	-	\$1,250
Retiree Fees	-	-	\$175	\$410	-	\$205	\$205	-	\$410	-	-	-	\$1,405
Young Member, Year 1	-	\$325	-	-	\$325	\$325	-	\$650	-\$325	-	-	-	\$1,300
Young Member, Year 2	-	-	\$425	-	-	-	-	\$850	\$425	-	-	-	\$1,700
Young Member, Year 3	\$525	-	\$2,100	\$525	\$525	-	-	-	-	-	-	-	\$3,675
<b>Total Membership Dues</b>	<b>\$24,268</b>	<b>\$12,570</b>	<b>\$17,025</b>	<b>\$11,185</b>	<b>\$33,374</b>	<b>\$530</b>	<b>\$19,980</b>	<b>\$10,850</b>	<b>\$63,990</b>	<b>\$1,650</b>	<b>\$7,250</b>	<b>\$4,606</b>	<b>\$207,280</b>
Rewards Card	-	-	-	-	\$1,065	-	\$581	-	-	-	\$1,402	\$513	\$3,562

Accrual Basis

Name	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Dec '24	Jan '25	Feb '25	Mar '25	Total
<b>Total Administrative Income</b>	\$45,447	\$14,395	\$20,800	\$14,101	\$42,363	\$4,755	\$93,261	\$11,076	\$66,555	\$3,008	\$8,724	\$6,785	\$331,275
Meeting Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Annual Fundraiser	-	-	-	-	-	-	-	-	-	-	-	-	-
Contributions	-	\$1,000	-	-	\$3,250	\$950	\$173,000	-	-	-	-	-	\$178,200
<b>Total Annual Fundraiser</b>	-	\$1,000	-	-	\$3,250	\$950	\$173,000	-	-	-	-	-	\$178,200
Annual Meeting Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Annual Meeting Registration Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Educator	-	-	\$2,985	\$995	\$4,975	-	-	-	-	-	-	-	\$8,955
Expert Mediator	\$1,895	\$5,585	\$15,360	\$4,190	\$20,850	-	-	-	-	-	-	-	\$47,880
Guest	\$1,500	\$2,250	\$6,000	\$2,850	\$2,875	-	\$200	-	-	-	-	-\$845	\$14,830
Member	\$13,560	\$15,255	\$90,035	\$16,855	\$58,945	\$10,075	-	-	-	-	-	-\$1,708	\$203,016
Non-Members	-	-	\$2,495	\$4,990	\$1,895	-	-	-	-	-	-	-	\$9,380
Regulator/NASAA	-	-	\$995	\$995	\$1,990	\$995	-	-	-	-	-	-	\$4,975
Securities Law Seminar	-	-	\$3,390	-	\$1,895	-	-	-	-	-	-	-	\$5,285
Registration Fees	-	-	\$3,390	-	\$1,895	-	-	-	-	-	-	-	\$5,285
Virtual	-	-	-	-	-	-	-	-	-	-	-	-	-
Student	-	-	-	\$995	-	-	-	-	-	-	-	-	\$995
<b>Total Virtual</b>	-	-	-	\$995	-	-	-	-	-	-	-	-	\$995
<b>Total Annual Meeting Registration Fees</b>	\$16,955	\$23,090	\$121,260	\$31,870	\$93,425	\$11,070	\$200	-	-	-	-	-\$2,553	\$295,316
Exhibitor / Sponsorship	\$12,500	-	-	\$7,750	\$1,000	\$5,116	-	-	-	-	-	-	\$26,366
<b>Total Annual Meeting Income</b>	\$29,455	\$23,090	\$121,260	\$39,620	\$94,425	\$16,186	\$200	-	-	-	-	-\$2,553	\$321,682
Discount Income	-	-	-\$300	-\$1,300	-\$500	-	-	-	-	-	-	-	-\$2,100

Name	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Dec '24	Jan '25	Feb '25	Mar '25	Total
Mid-Year Meeting Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Meeting Sponsorship	-	-	-	-	-	-	-	-	-	\$1,000	-	-	\$1,000
Registration Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Educator	-	-	-	-	-	-	-	-	-	\$360	-	-	\$360
Expert Mediator	\$650	-	-	-	-	-	-	-	-	\$1,359	\$1,390	-	\$3,400
Member	\$4,400	-	-	-	-	-	-	-	-	\$6,695	\$6,680	\$2,420	\$20,195
Non-Members	\$50	-	-	-	-	-	-	-	-	\$1,339	\$1,134	-	\$2,523
Regulator	\$75	-	-	-	-	-	-	-	-	-	-	-	\$75
Speaker, NM	-	-	-	-	-	-	-	-	-	\$360	\$721	-	\$1,081
<b>Total Registration Fees</b>	<b>\$5,175</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>\$10,114</b>	<b>\$9,925</b>	<b>\$2,420</b>	<b>\$27,635</b>
<b>Total Mid-Year Meeting Income</b>	<b>\$5,175</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>\$11,114</b>	<b>\$9,925</b>	<b>\$2,420</b>	<b>\$28,635</b>
<b>Total Meeting Income</b>	<b>\$34,630</b>	<b>\$24,090</b>	<b>\$120,960</b>	<b>\$38,320</b>	<b>\$97,175</b>	<b>\$17,136</b>	<b>\$173,200</b>	<b>-</b>	<b>-</b>	<b>\$11,114</b>	<b>\$9,925</b>	<b>-\$133</b>	<b>\$526,418</b>
<b>Total Revenue</b>	<b>\$80,077</b>	<b>\$38,485</b>	<b>\$141,760</b>	<b>\$52,421</b>	<b>\$139,538</b>	<b>\$21,891</b>	<b>\$266,461</b>	<b>\$11,076</b>	<b>\$66,555</b>	<b>\$14,123</b>	<b>\$18,649</b>	<b>\$6,652</b>	<b>\$857,693</b>
GROSS PROFIT	\$80,077	\$38,485	\$141,760	\$52,421	\$139,538	\$21,891	\$266,461	\$11,076	\$66,555	\$14,123	\$18,649	\$6,652	\$857,693
EXPENDITURES	-	-	-	-	-	-	-	-	-	-	-	-	-
Meeting	-	-	-	-	-	-	-	-	-	-	-	-	-
Annual Meeting	-	-	-	-	-	-	-	-	-	-	-	-	-
Administrative	-	-	-	-	\$1,140	\$13,168	-	-	-	-	-	-	\$14,308
Advertising	-	-	-	\$120	-	-	-	-	-	-	-	-	\$120
Audio Visual	-	-	-	-	-	\$33,241	-	-	-	-	-	-	\$33,241
Awards	-	-	-	-	-	\$885	-	-	-	-	-	-	\$885
Casino Night	-	-	-	-	-	\$3,455	-	-	-	-	-	-	\$3,455
Catering (Food & Beverage)	-	-	-	-	-	\$156,946	-	-	-	-	-	-	\$156,946

Name	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Dec '24	Jan '25	Feb '25	Mar '25	Total
Exhibitor / Sponsor Events	-	-	-	-	-	\$1,292	-	-	-	-	-	-	\$1,292
MCLE	-	\$168	-	-	\$1,782	\$759	\$396	\$46	-	-	-	\$16	\$3,170
Shipping	-	-	-	-	-	\$186	\$200	-	-	-	-	-	\$387
Travel	-	-	-	-	-	\$6,012	-	-	-	-	-	\$513	\$6,525
<b>Total Annual Meeting</b>	-	<b>\$168</b>	-	<b>\$120</b>	<b>\$2,922</b>	<b>\$215,949</b>	<b>\$597</b>	<b>\$46</b>	-	-	-	<b>\$530</b>	<b>\$220,334</b>
Hill Day	-	-	-	-	-	-	-	-	-	-	-	\$2,415	\$2,415
Mid-Year Meeting	-	-	-	-	-	-	-	-	-	-	-	-	-
Administrative	\$5,628	-	-	-	-	-	-	-	-	-	\$53	-	\$5,681
Catering (Food & Beverage)	\$1,433	-	-	-	-	-	-	-	-	-	-	\$11,288	\$12,721
MCLE	\$140	-	-	\$15	-	-	-	-	-	-	\$1,134	\$148	\$1,438
<b>Total Mid-Year Meeting</b>	<b>\$7,201</b>	-	-	<b>\$15</b>	-	-	-	-	-	-	<b>\$1,188</b>	<b>\$11,436</b>	<b>\$19,841</b>
<b>Total Meeting</b>	<b>\$7,201</b>	<b>\$168</b>	-	<b>\$135</b>	<b>\$2,922</b>	<b>\$215,949</b>	<b>\$597</b>	<b>\$46</b>	-	-	<b>\$1,188</b>	<b>\$14,381</b>	<b>\$242,591</b>
Operating Expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Accounting	\$542	\$542	\$542	\$542	\$542	\$542	\$542	\$552	\$552	\$552	\$552	\$522	\$6,524
Advertising	-	-	-	-	-	-	-	\$75	-	\$2,335	\$2,275	-	\$4,685
Bank Fees	\$529	\$104	\$36	-\$231	\$892	\$118	-\$2,902	-\$15	\$4	\$543	\$397	\$84	-\$437
Board Meeting	-	\$19	-	-	\$1,561	\$5,189	-	-	-	-	-	\$4,948	\$11,718
Committees	-	-	-	\$1,389	\$230	\$657	-	-	-	-	-	-	\$2,277
Employee Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Employee Benefits, Medical	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$680	\$620	\$620	\$620	\$3,020
HR, Admin	-	-	-	-	\$801	\$1,058	\$2,027	\$153	-	-	-	-	\$4,039
<b>Total Employee Expenses</b>	<b>\$60</b>	<b>\$60</b>	<b>\$60</b>	<b>\$60</b>	<b>\$861</b>	<b>\$1,118</b>	<b>\$2,087</b>	<b>\$213</b>	<b>\$680</b>	<b>\$620</b>	<b>\$620</b>	<b>\$620</b>	<b>\$7,059</b>
Insurance - Property/ D&O/ WC	\$407	-	-\$30	-	\$594	\$409	\$488	\$3,400	\$728	\$409	\$409	\$409	\$7,229
Office Supplies & Software	\$573	\$777	\$197	\$367	\$806	\$1,202	\$1,206	\$2,066	\$921	\$451	\$1,028	\$843	\$10,443

Name	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Dec '24	Jan '25	Feb '25	Mar '25	Total
Officer Expense	\$1,568	\$8,497	\$1,910	-	\$828	\$5,346	\$6,552	\$686	\$3,496	-	-	\$4,240	\$33,127
Other Business Expenses	-	\$25	\$200	-	-	-	-	\$1,185	-	-	-	-	\$1,410
Payroll Expenses	\$19,577	\$19,577	\$19,662	\$25,577	\$14,161	\$18,387	\$18,702	\$18,495	\$18,765	\$18,621	\$18,585	\$24,717	\$234,830
PIABA Foundation	-	-	-	-	-	-	-	-	-	-	-	\$185	\$185
Policy	\$3,500	\$3,500	\$3,500	-	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$38,500
Policy Reports/Publications	\$1,000	-	\$1,000	\$1,000	\$1,000	-	\$3,000	\$1,000	\$1,000	\$2,000	-	\$2,000	\$13,000
<b>Total Policy</b>	<b>\$4,500</b>	<b>\$3,500</b>	<b>\$4,500</b>	<b>\$1,000</b>	<b>\$4,500</b>	<b>\$3,500</b>	<b>\$6,500</b>	<b>\$4,500</b>	<b>\$4,500</b>	<b>\$5,500</b>	<b>\$3,500</b>	<b>\$5,500</b>	<b>\$51,500</b>
Postage	-	-	-	-	\$15	-	-	-	-	-	-	-	\$15
QuickBooks Payments Fees	-\$306	\$89	-\$22	\$216	-\$368	\$224	\$1,037	\$132	-\$1,074	\$1,343	\$695	\$461	\$2,429
Rent	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$9,000
Cleaning Service	-	-	-	-	\$100	\$100	\$100	\$100	\$100	\$200	\$100	-	\$800
<b>Total Rent</b>	<b>\$750</b>	<b>\$750</b>	<b>\$750</b>	<b>\$750</b>	<b>\$850</b>	<b>\$850</b>	<b>\$850</b>	<b>\$850</b>	<b>\$850</b>	<b>\$950</b>	<b>\$850</b>	<b>\$750</b>	<b>\$9,800</b>
Tax, Payroll (FICA, Medicare)	\$1,423	\$1,404	\$1,409	\$1,922	\$1,043	\$1,324	\$1,356	\$1,330	\$1,424	\$1,679	\$1,374	\$1,794	\$17,489
Taxes & Licenses	-	-	-	-	-	-	-	-	\$452	\$316	-	-	\$768
Technology	-	-	-	-	-	\$1,250	-	-	\$879	-	-	\$787	\$2,916
Copier	\$20	-	-	-	\$85	-	-	-	-	-	-	-	\$105
Internet	\$125	\$125	\$125	\$125	\$125	\$414	\$239	\$239	\$239	\$239	\$241	\$241	\$2,480
Telephone	-	-	-	\$101	-	-	-	-	-	-	-	-	\$101
Website-Hosting/ Maintenance	\$3,378	\$3,875	\$1,631	\$1,322	\$1,500	\$1,250	-	\$62	\$201	\$3,222	\$5,612	-	\$22,056
<b>Total Technology</b>	<b>\$3,524</b>	<b>\$4,000</b>	<b>\$1,756</b>	<b>\$1,548</b>	<b>\$1,710</b>	<b>\$2,914</b>	<b>\$239</b>	<b>\$302</b>	<b>\$1,320</b>	<b>\$3,462</b>	<b>\$5,853</b>	<b>\$1,028</b>	<b>\$27,660</b>
<b>Total Operating Expense</b>	<b>\$33,150</b>	<b>\$39,346</b>	<b>\$30,972</b>	<b>\$33,143</b>	<b>\$28,228</b>	<b>\$41,786</b>	<b>\$36,660</b>	<b>\$33,774</b>	<b>\$32,622</b>	<b>\$36,783</b>	<b>\$36,142</b>	<b>\$46,105</b>	<b>\$428,716</b>
<b>Total Expenditures</b>	<b>\$40,352</b>	<b>\$39,515</b>	<b>\$30,972</b>	<b>\$33,278</b>	<b>\$31,150</b>	<b>\$257,735</b>	<b>\$37,257</b>	<b>\$33,820</b>	<b>\$32,622</b>	<b>\$36,783</b>	<b>\$37,330</b>	<b>\$60,487</b>	<b>\$671,307</b>
NET OPERATING REVENUE	\$39,725	-\$1,030	\$110,787	\$19,143	\$108,387	-\$235,843	\$229,203	-\$22,744	\$33,933	-\$22,660	-\$18,680	-\$53,835	\$186,385

Name	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Dec '24	Jan '25	Feb '25	Mar '25	Total
OTHER REVENUE	-	-	-	-	-	-	-	-	-	-	-	-	-
Dividend Revenue	\$814	\$845	\$822	\$855	\$857	\$808	\$789	\$734	\$738	\$729	\$797	\$878	\$9,671
<b>Total Other Revenue</b>	<b>\$814</b>	<b>\$845</b>	<b>\$822</b>	<b>\$855</b>	<b>\$857</b>	<b>\$808</b>	<b>\$789</b>	<b>\$734</b>	<b>\$738</b>	<b>\$729</b>	<b>\$797</b>	<b>\$878</b>	<b>\$9,671</b>
OTHER EXPENDITURES	-	-	-	-	-	-	-	-	-	-	-	-	-
Website Development Costs	\$79,500	\$445	\$239	\$445	\$2,579	\$445	\$445	\$445	\$445	\$445	\$445	\$445	\$86,324
<b>Total Other Expenditures</b>	<b>\$79,500</b>	<b>\$445</b>	<b>\$239</b>	<b>\$445</b>	<b>\$2,579</b>	<b>\$445</b>	<b>\$86,324</b>						
NET OTHER REVENUE	-\$78,685	\$400	\$582	\$410	-\$1,721	\$363	\$344	\$289	\$293	\$284	\$352	\$433	-\$76,652
NET REVENUE	-\$38,960	-\$629	\$111,370	\$19,553	\$106,665	-\$235,480	\$229,547	-\$22,455	\$34,227	-\$22,375	-\$18,328	-\$53,402	\$109,733

# Profit and Loss (Fiscal Year-to-date)

April 2024 - March 2025

Name	Total	Apr '23 - Mar '24	% Change
REVENUE	-	-	-
Administrative Income	-	-	-
Admin Income Sponsorships	\$1,545	-	-
Advertising, Expert Plus	\$3,287	\$4,400	-25%
Bar Journal Subscriptions / Licensing Fees	\$634	\$2,164	-71%
Director Contributions	\$113,570	\$36,630	210%
Interest Income	\$1,395	\$3,341	-58%
Membership Dues	-	-	-
Non-Profit Revenue	-	\$123	-100%
Paralegal Fees	\$255	\$225	13%
PIABA Plus Fees	\$23,000	\$14,000	64%
PIABA Premium Fees	\$300	-	-
Regular Fees	\$174,395	\$175,257	-0%
Regulator Fees	\$1,250	-	-
Retiree Fees	\$1,405	\$875	61%
Young Member, Year 1	\$1,300	\$1,770	-27%
Young Member, Year 2	\$1,700	\$4,245	-60%
Young Member, Year 3	\$3,675	\$1,980	86%
<b>Total Membership Dues</b>	<b>\$207,280</b>	<b>\$198,476</b>	<b>4%</b>
Rental Income	-	\$7,651	-100%
Rewards Card	\$3,562	\$2,420	47%
<b>Total Administrative Income</b>	<b>\$331,275</b>	<b>\$255,084</b>	<b>30%</b>
Meeting Income	-	-	-
Annual Fundraiser	-	-	-
Contributions	\$178,200	\$197,400	-10%
<b>Total Annual Fundraiser</b>	<b>\$178,200</b>	<b>\$197,400</b>	<b>-10%</b>

Name	Total	Apr '23 - Mar '24	% Change
Annual Meeting Income	-	-	-
Annual Meeting Registration Fees	-	-	-
Educator	\$8,955	\$7,297	23%
Expert Mediator	\$47,880	\$43,090	11%
Guest	\$14,830	\$20,320	-27%
Member	\$203,016	\$214,195	-5%
Non-Members	\$9,380	\$22,255	-58%
Paralegal	-	\$995	-100%
Regulator/NASAA	\$4,975	\$5,970	-17%
Securities Law Seminar Registration Fees	\$5,285	-	-
Student	-	\$6,965	-100%
Virtual	-	-	-
Student	\$995	-	-
<b>Total Virtual</b>	<b>\$995</b>	<b>-</b>	<b>-</b>
<b>Total Annual Meeting Registration Fees</b>	<b>\$295,316</b>	<b>\$321,087</b>	<b>-8%</b>
Exhibitor / Sponsorship	\$26,366	\$42,818	-38%
Expert Directory	-	\$4,485	-100%
<b>Total Annual Meeting Income</b>	<b>\$321,682</b>	<b>\$368,390</b>	<b>-13%</b>
Discount Income	-\$2,100	-\$200	-950%
Mid-Year Meeting Income	-	-	-
Meeting Sponsorship	\$1,000	-	-
Registration Fees	-	-	-
Educator	\$360	-	-
Expert Mediator	\$3,400	\$4,250	-20%
Member	\$20,195	\$26,459	-24%
Non-Members	\$2,523	-	-
Regulator	\$75	\$750	-90%
Speaker, NM	\$1,081	\$1,750	-38%

Name	Total	Apr '23 - Mar '24	% Change
<b>Total Registration Fees</b>	<b>\$27,635</b>	<b>\$33,209</b>	<b>-17%</b>
<b>Total Mid-Year Meeting Income</b>	<b>\$28,635</b>	<b>\$33,209</b>	<b>-14%</b>
<b>Total Meeting Income</b>	<b>\$526,418</b>	<b>\$598,799</b>	<b>-12%</b>
<b>Total Revenue</b>	<b>\$857,693</b>	<b>\$853,884</b>	<b>0%</b>
GROSS PROFIT	\$857,693	\$853,884	0%
EXPENDITURES	-	-	-
Meeting	-	-	-
Annual Fundraiser	-	-	-
Administrative	-	\$36	-100%
<b>Total Annual Fundraiser</b>	<b>-</b>	<b>\$36</b>	<b>-100%</b>
Annual Meeting	-	-	-
Administrative	\$14,308	\$10,748	33%
Advertising	\$120	\$796	-85%
App (Written Materials)	-	\$3,027	-100%
Audio Visual	\$33,241	\$20,391	63%
Awards	\$885	\$701	26%
Casino Night	\$3,455	-	-
Catering (Food & Beverage)	\$156,946	\$192,824	-19%
Exhibitor / Sponsor Events	\$1,292	\$12,906	-90%
Guest Program/Other	-	\$8,109	-100%
MCLE	\$3,170	\$3,177	-0%
Shipping	\$387	\$1,415	-73%
Travel	\$6,525	\$2,362	176%
<b>Total Annual Meeting</b>	<b>\$220,334</b>	<b>\$256,462</b>	<b>-14%</b>
Hill Day	\$2,415	\$12,223	-80%
Mid-Year Meeting	-	-	-
Administrative	\$5,681	\$1,623	250%
Catering	-	\$669	-100%
Catering (Food & Beverage)	\$12,721	\$4,152	206%
MCLE	\$1,438	\$1,434	0%

Name	Total	Apr '23 - Mar '24	% Change
Travel	-	\$914	-100%
<b>Total Mid-Year Meeting</b>	<b>\$19,841</b>	<b>\$8,795</b>	<b>126%</b>
Other Meeting Expense	-	-	-
Future Annual Meeting Site Selection	-	\$23	-100%
<b>Total Other Meeting Expense</b>	<b>-</b>	<b>\$23</b>	<b>-100%</b>
<b>Total Meeting</b>	<b>\$242,591</b>	<b>\$277,540</b>	<b>-13%</b>
Operating Expense	-	-	-
Accounting	\$6,524	\$9,672	-33%
Advertising	\$4,685	-	-
Awards	-	\$850	-100%
Bank Fees	-\$437	\$21,387	-102%
Bar Journal	-	\$8,442	-100%
Board Meeting	\$11,718	\$32,571	-64%
MCLE Directors	-	\$171	-100%
<b>Total Board Meeting</b>	<b>\$11,718</b>	<b>\$32,743</b>	<b>-64%</b>
Committees	\$2,277	\$368	519%
Employee Expenses	-	\$697	-100%
Employee Benefits, Medical	\$3,020	\$746	305%
HR, Admin	\$4,039	-	-
<b>Total Employee Expenses</b>	<b>\$7,059</b>	<b>\$1,443</b>	<b>389%</b>
Entertainment/Promotion	-	\$241	-100%
Hill Day	-	\$519	-100%
Insurance - Property/ D&O/ WC	\$7,229	\$5,491	32%
Office Supplies & Software	\$10,443	\$12	86926%
Officer Expense	\$33,127	\$26,431	25%
Other Business Expenses	\$1,410	\$2,057	-31%
Payroll Expenses	\$234,830	\$385,778	-39%
PIABA Foundation	\$185	\$649	-72%
<b>Total PIABA Foundation</b>	<b>\$185</b>	<b>\$649</b>	<b>-72%</b>

Name	Total	Apr '23 - Mar '24	% Change
Policy	\$38,500	\$60,119	-36%
Policy Reports/Publications	\$13,000	\$10,975	18%
<b>Total Policy</b>	<b>\$51,500</b>	<b>\$71,094</b>	<b>-28%</b>
Postage	\$15	\$3,783	-100%
Printing Expense (Membership Directory)	-	\$2,026	-100%
QuickBooks Payments Fees	\$2,429	-	-
Rent	\$9,000	\$9,000	-
Cleaning Service	\$800	-	-
<b>Total Rent</b>	<b>\$9,800</b>	<b>\$9,000</b>	<b>9%</b>
Supplies & Materials	-	\$1,367	-100%
Tax, Payroll (FICA, Medicare)	\$17,489	\$39,848	-56%
Taxes & Licenses	\$768	-	-
Technology	\$2,916	\$8,446	-65%
Copier	\$105	\$233	-55%
Internet	\$2,480	\$1,500	65%
Telephone	\$101	\$1,844	-95%
Website-Hosting/Maintenance	\$22,056	\$19,766	12%
<b>Total Technology</b>	<b>\$27,660</b>	<b>\$31,790</b>	<b>-13%</b>
<b>Total Operating Expense</b>	<b>\$428,716</b>	<b>\$654,999</b>	<b>-35%</b>
Other Business Expenses	-	\$20	-100%
<b>Total Expenditures</b>	<b>\$671,307</b>	<b>\$932,561</b>	<b>-28%</b>
NET OPERATING REVENUE	\$186,385	-\$78,677	337%
OTHER REVENUE	-	-	-
Dividend Revenue	\$9,671	\$2,021	378%
<b>Total Other Revenue</b>	<b>\$9,671</b>	<b>\$2,021</b>	<b>378%</b>
OTHER EXPENDITURES	-	-	-
Website Development Costs	\$86,324	-	-
<b>Total Other Expenditures</b>	<b>\$86,324</b>	-	-
NET OTHER REVENUE	-\$76,652	\$2,021	-3892%

Name	Total	Apr '23 - Mar '24	% Change
NET REVENUE	\$109,733	-\$76,655	243%

# Balance Sheet (Fiscal Year-to-date)

April 2024 - March 2025

Name	Total	Apr '23 - Mar '24
<b>ASSETS</b>	-	-
Current Assets	-	-
Bank Accounts	-	-
Business Checking	\$74,644	\$77,047
<b>Total Bank Accounts</b>	<b>\$74,644</b>	<b>\$77,047</b>
Accounts Receivable	-	-
Accounts Receivable (A/R)	\$32,211	-
<b>Total Accounts Receivable</b>	<b>\$32,211</b>	-
Other Current Assets	-	-
Fidelity Brokerage Investments	\$255,816	\$196,144
Prepaid Expenses	\$16,556	\$5,000
<b>Total Other Current Assets</b>	<b>\$272,372</b>	<b>\$201,144</b>
<b>Total Current Assets</b>	<b>\$379,228</b>	<b>\$278,191</b>
Fixed Assets	-	-
Accumulated Depreciation	-\$33,320	-\$33,320
Computer Equipment	\$20,917	\$20,917
Office Equipment	\$6,591	\$6,591
Office Furniture	\$5,812	\$5,812
<b>TOTAL ASSETS</b>	<b>\$379,228</b>	<b>\$278,191</b>
<b>LIABILITIES AND EQUITY</b>	-	-
Liabilities	-	-
Current Liabilities	-	-
Credit Cards	-	-
American Express Business	\$15,441	\$1,710
Capital One	\$2,558	\$15,078
<b>Total Credit Cards</b>	<b>\$18,000</b>	<b>\$16,789</b>

Name	Total	Apr '23 - Mar '24
Other Current Liabilities	-	-
Due To/From PIABA Foundation	\$100	-
Payroll Clearing	\$9,838	\$21,054
Payroll Tax Payable	\$734	\$1,785
Retirement Account Contributions	\$285	\$276
<b>Total Other Current Liabilities</b>	<b>\$10,958</b>	<b>\$23,116</b>
<b>Total Current Liabilities</b>	<b>\$28,959</b>	<b>\$39,905</b>
<b>Total Liabilities</b>	<b>\$28,959</b>	<b>\$39,905</b>
Equity	-	-
Retained Earnings	\$240,535	\$314,941
Net Revenue	\$109,733	-\$76,655
<b>Total Equity</b>	<b>\$350,268</b>	<b>\$238,286</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$379,228</b>	<b>\$278,191</b>

# Top 10 Vendors by Spend

---

As of March 31, 2025

Name	Amount
1. Zaxby's	\$9,368
2. The Williams Group LLC	\$3,500
3. El Presidente	\$2,800
4. Shepherd, Smith, Edwards & Kantas, LLP	\$2,518
5. Sonoma	\$2,415
6. St. Regis Hotel	\$2,158
7. Hastings Group Media	\$2,000
8. Sinplicity Catering	\$1,919
9. RPM Steak	\$1,500
10. NASAA	\$1,150

# A/P Aging Summary

---

As of March 31, 2025

Name	Current	1-30	31-60	61-90	91 and Over	Total
TOTAL	-	-	-	-	-	-

# A/R Aging Summary

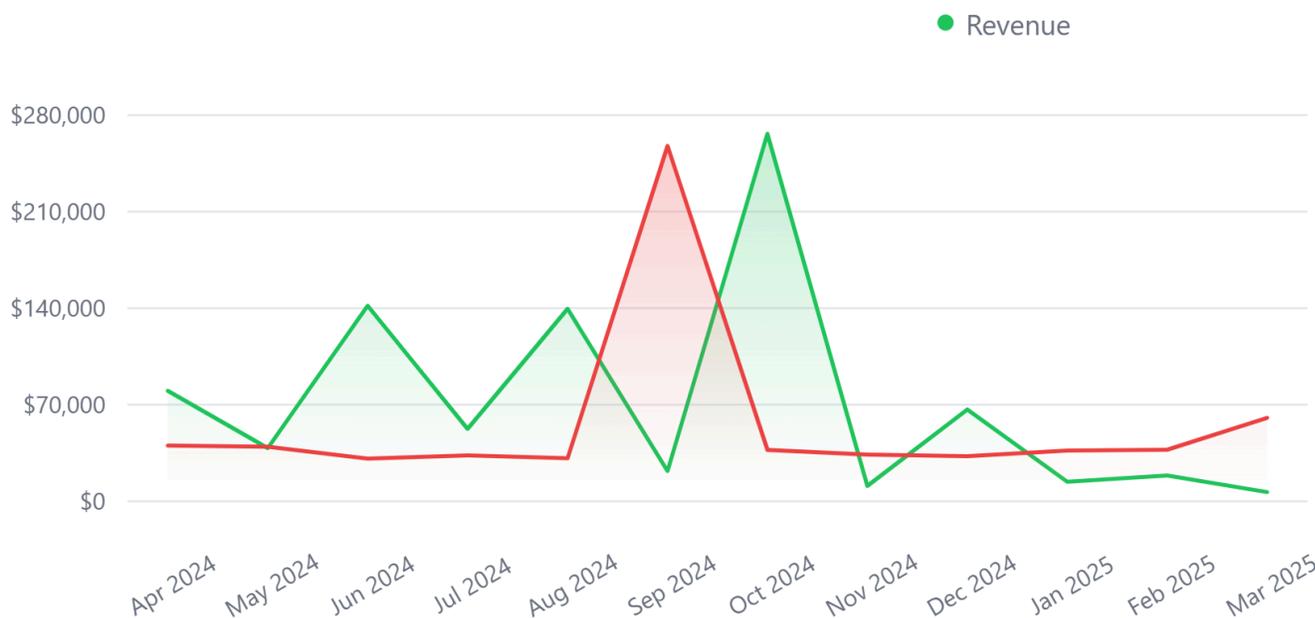
As of March 31, 2025

Name	Current	1-30	31-60	61-90	91 and Over	Total
Bernard Carollo	-	-	-	-	\$643	\$643
Birgitta Siegel	\$643	-	-	-	-	\$643
Brandon Dei	-	-	\$849	-	-	\$849
David Weintraub	-	-\$625	\$625	-	-	-
Dennis Boyle	-	-	\$849	-	-	\$849
Donald McNeil	-	-	-	-	-\$643	-\$643
Douglas Daniels	-	-	\$643	-	-	\$643
Elissa Germaine	-	-	\$643	-	-	\$643
Elizabeth Goldman	\$643	-	-	-	-	\$643
J. Goplerud	-	-	\$849	-	-	\$849
James Kauffman	-	-	-	-	\$849	\$849
Jason Burge	-	-	-	-	\$5,150	\$5,150
Joseph Levi	-	-	-	-	\$643	\$643
Joseph Peiffer	-	-	\$10,300	-	-	\$10,300
Lawrence Elkus	-	-	\$625	-	-	\$625
Marc Rosen	-	-	-	-	-\$625	-\$625
Mark Sanders	-	-	\$643	-	-	\$643
Matthew Lewis	-	-	-	\$643	-	\$643
Michael Boyle	-	-	-	-	\$643	\$643
Michael Kennedy	-	-	\$643	-	-	\$643
Michael Starr	-	-	\$643	-	-	\$643
Montgomery Griffin	-	-	\$643	-	-	\$643
Paul Radvany	-	-	-	\$718	-	\$718
Robert Banks	-	-	\$849	-	-	\$849
Robert Port	-	-	\$643	-	-	\$643
Ryan Bakhtiari	-	-	\$849	-	-	\$849
S. Anton	-	-	\$643	-	-	\$643
Stephany McLaughlin	-	-	\$643	-	-	\$643
V. Arias	-	-	-	-	\$643	\$643

Name	Current	1-30	31-60	61-90	91 and Over	Total
William Flynn	-	-	\$643	-	-	\$643
Worth Graham	-	-	-	-	\$643	\$643
TOTAL	\$1,287	-\$625	\$22,236	\$1,362	\$7,949	\$32,211

# Metrics

## Revenue vs Expense Detail Chart



## Revenue Mix

Revenue Mix

- Administrative Income
- Meeting Income:Annual Fundraiser
- Meeting Income:Annual Meeting Income
- Meeting Income:Mid-Year Meeting Income



### Expense Mix Bar Chart

Expense Mix Bar Chart

