

**MPLA**  
**Income & Expense Prev Year Comparison**  
**January through December 2011**

	<u>Jan - Dec 11</u>	<u>Jan - Dec 10</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Income</b>				
<b>Conference</b>	7,946.81	5,446.24	2,500.57	45.9%
<b>Dues</b>	23,487.80	23,142.48	345.32	1.5%
<b>Fundraising</b>	340.00	50.00	290.00	580.0%
<b>Interest</b>	373.51	638.72	-265.21	-41.5%
<b>Jobline</b>	288.67	192.79	95.88	49.7%
<b>Leadership Institute</b>	18,000.00	16,617.05	1,382.95	8.3%
<b>Miscellaneous Income</b>	40.00	0.00	40.00	100.0%
<b>Newsletter</b>	363.82	688.78	-324.96	-47.2%
<b>Sponsorships Special Projects</b>	2,500.00	0.00	2,500.00	100.0%
<b>Total Income</b>	<u>53,340.61</u>	<u>46,776.06</u>	<u>6,564.55</u>	<u>14.0%</u>
<b>Gross Profit</b>	53,340.61	46,776.06	6,564.55	14.0%
<b>Expense</b>				
<b>Booth</b>	169.36	232.47	-63.11	-27.2%
<b>Committees</b>	560.64	912.89	-352.25	-38.6%
<b>Conference Expense</b>	404.39	0.00	404.39	100.0%
<b>Dues/Subscriptions</b>	150.00	135.00	15.00	11.1%
<b>Exec Sec Salary FICA Medicare</b>	15,124.84	11,841.50	3,283.34	27.7%
<b>Executive Board</b>	1,569.05	1,631.48	-62.43	-3.8%
<b>Insurance - Bond</b>	912.95	392.00	520.95	132.9%
<b>Leadership Institute Expense</b>	2,800.00	21,127.17	-18,327.17	-86.8%
<b>MemberClicks</b>	1,592.56	1,524.20	68.36	4.5%
<b>Miscellaneous Expense</b>	32.54	107.00	-74.46	-69.6%
<b>Newsletter Ad Commissions</b>	0.00	45.00	-45.00	-100.0%
<b>Newsletter Editor</b>	1,751.01	1,700.01	51.00	3.0%
<b>Newsletter Expenses</b>	0.00	1,005.06	-1,005.06	-100.0%
<b>Office Supplies</b>	219.29	184.05	35.24	19.2%
<b>Portal Administrator</b>	0.00	1,900.00	-1,900.00	-100.0%
<b>Postage</b>	36.12	71.92	-35.80	-49.8%
<b>President-Travel</b>	1,493.03	3,228.28	-1,735.25	-53.8%
<b>Prof Dev Grant Awards</b>	4,200.00	3,050.00	1,150.00	37.7%
<b>Reconciliation Discrepancies</b>	0.01	0.00	0.01	100.0%
<b>Telephone</b>	323.94	270.00	53.94	20.0%
<b>Web Hosting</b>	98.70	119.40	-20.70	-17.3%
<b>Webmaster</b>	2,060.00	2,000.00	60.00	3.0%
<b>Total Expense</b>	<u>33,498.43</u>	<u>51,477.43</u>	<u>-17,979.00</u>	<u>-34.9%</u>
<b>Net Income</b>	<u><u>19,842.18</u></u>	<u><u>-4,701.37</u></u>	<u><u>24,543.55</u></u>	<u><u>522.1%</u></u>