

Women Lawyers Association of Michigan
Balance Sheet
As of May 31, 2015

| | May 31, 15 | May 31, 14 | \$ Change |
|--|------------------|------------------|------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| 110 PNC Operating Account | 56,829.31 | 59,852.68 | -3,023.37 |
| Total Checking/Savings | 56,829.31 | 59,852.68 | -3,023.37 |
| Total Current Assets | 56,829.31 | 59,852.68 | -3,023.37 |
| Other Assets | | | |
| 195 Other Assets | -1.00 | 0.00 | -1.00 |
| Total Other Assets | -1.00 | 0.00 | -1.00 |
| TOTAL ASSETS | 56,828.31 | 59,852.68 | -3,024.37 |
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| 200 Accounts Payable | 6.25 | 1,362.83 | -1,356.58 |
| Total Accounts Payable | 6.25 | 1,362.83 | -1,356.58 |
| Other Current Liabilities | | | |
| 250 Payable to Foundation | 300.00 | -115.73 | 415.73 |
| 280 Region Funds Held in Escrow | | | |
| 280.90 WLAM Cooley Grand Rapids | 451.18 | 451.18 | 0.00 |
| Total 280 Region Funds Held in Escrow | 451.18 | 451.18 | 0.00 |
| Total Other Current Liabilities | 751.18 | 335.45 | 415.73 |
| Total Current Liabilities | 757.43 | 1,698.28 | -940.85 |
| Total Liabilities | 757.43 | 1,698.28 | -940.85 |
| Equity | | | |
| 300 Opening Balance Equity | 32,017.28 | 32,017.28 | 0.00 |
| 380 Unrestricted Net Assets | 26,338.67 | 23,185.42 | 3,153.25 |
| Net Income | -2,285.07 | 2,951.70 | -5,236.77 |
| Total Equity | 56,070.88 | 58,154.40 | -2,083.52 |
| TOTAL LIABILITIES & EQUITY | 56,828.31 | 59,852.68 | -3,024.37 |

Women Lawyers Association of Michigan
Statement of Operations - Budget v. Actual
May 2015

| | <u>May 15</u> | <u>Jan - May 15</u> | <u>YTD Budget</u> | <u>\$ Over Budget</u> | <u>% of Budget</u> | <u>Annual Budget</u> |
|--|-----------------|---------------------|-------------------|-----------------------|--------------------|----------------------|
| Income | | | | | | |
| 640 Dues | | | | | | |
| 640.10 Sustaining Member | | | | | | |
| 640.11 Sustaining - State | 450.00 | 2,475.00 | | | | |
| 640.15 Sustaining - Region | 150.00 | 825.00 | | | | |
| 640.10 Sustaining Member - Other | 0.00 | 0.00 | 4,062.50 | -4,062.50 | 0.0% | 9,750.00 |
| Total 640.10 Sustaining Member | <u>600.00</u> | <u>3,300.00</u> | <u>4,062.50</u> | <u>-762.50</u> | <u>81.23%</u> | <u>9,750.00</u> |
| 640.20 Attorney 5+ Years | | | | | | |
| 640.21 Attorney 5+ - State | 1,350.00 | 6,300.00 | | | | |
| 640.25 Attorney 5+ - Region | 450.00 | 2,350.00 | | | | |
| 640.20 Attorney 5+ Years - Other | 0.00 | 0.00 | 10,416.65 | -10,416.65 | 0.0% | 25,000.00 |
| Total 640.20 Attorney 5+ Years | <u>1,800.00</u> | <u>8,650.00</u> | <u>10,416.65</u> | <u>-1,766.65</u> | <u>83.04%</u> | <u>25,000.00</u> |
| 640.30 Attorney 1-5 Years | | | | | | |
| 640.31 Attorney 1-5 - State | 225.00 | 1,912.50 | | | | |
| 640.35 Attorney 1-5 - Region | 75.00 | 637.50 | | | | |
| 640.30 Attorney 1-5 Years - Other | 0.00 | 0.00 | 2,166.65 | -2,166.65 | 0.0% | 5,200.00 |
| Total 640.30 Attorney 1-5 Years | <u>300.00</u> | <u>2,550.00</u> | <u>2,166.65</u> | <u>383.35</u> | <u>117.69%</u> | <u>5,200.00</u> |
| 640.40 Law Student | | | | | | |
| 640.41 Law Student - State | 18.75 | 187.50 | | | | |
| 640.45 Law Student - Region | 6.25 | 62.50 | | | | |
| 640.40 Law Student - Other | 0.00 | 0.00 | 1,250.00 | -1,250.00 | 0.0% | 3,000.00 |
| Total 640.40 Law Student | <u>25.00</u> | <u>250.00</u> | <u>1,250.00</u> | <u>-1,000.00</u> | <u>20.0%</u> | <u>3,000.00</u> |
| 640.50 Attorney Admittee | | | | | | |
| 640.51 Attorney Admittee -State | 56.25 | 206.25 | | | | |
| 640.55 Atty Admittee - Region | 18.75 | 68.75 | | | | |
| 640.50 Attorney Admittee - Other | 0.00 | 0.00 | | | | |
| Total 640.50 Attorney Admittee | <u>75.00</u> | <u>275.00</u> | | | | |

Women Lawyers Association of Michigan
Statement of Operations - Budget v. Actual
May 2015

| | <u>May 15</u> | <u>Jan - May 15</u> | <u>YTD Budget</u> | <u>\$ Over Budget</u> | <u>% of Budget</u> | <u>Annual Budget</u> |
|---|---------------|---------------------|-------------------|-----------------------|--------------------|----------------------|
| 640.60 Attorney Retiree | | | | | | |
| 640.61 Attorney Retiree - State | 18.75 | 56.25 | | | | |
| 640.65 Atty Retiree - Region | 6.25 | 18.75 | | | | |
| 640.60 Attorney Retiree - Other | 0.00 | 0.00 | 83.35 | -83.35 | 0.0% | 200.00 |
| Total 640.60 Attorney Retiree | <u>25.00</u> | <u>75.00</u> | <u>83.35</u> | <u>-8.35</u> | <u>89.98%</u> | <u>200.00</u> |
| 640.70 New (Incentive) | | | | | | |
| 640.71 New (incentive)-State | 0.00 | 0.00 | | | | |
| 640.75 - New (Extra Region) | 0.00 | 0.00 | | | | |
| 640.70 New (Incentive) - Other | 0.00 | 0.00 | 187.50 | -187.50 | 0.0% | 450.00 |
| Total 640.70 New (Incentive) | <u>0.00</u> | <u>0.00</u> | <u>187.50</u> | <u>-187.50</u> | <u>0.0%</u> | <u>450.00</u> |
| 640.80 Associate Member | | | | | | |
| 640.81 Associate Member - State | 75.00 | 75.00 | | | | |
| 640.85 Associate - Region | 25.00 | 25.00 | | | | |
| 640.80 Associate Member - Other | 0.00 | 0.00 | | | | |
| Total 640.80 Associate Member | <u>100.00</u> | <u>100.00</u> | | | | |
| 640.90 Paralegal | | | | | | |
| 640.91 Paralegal - State | 0.00 | 120.00 | | | | |
| 640.95 Paralegal - Region | 0.00 | 40.00 | | | | |
| 640.90 Paralegal - Other | 0.00 | 0.00 | 50.00 | -50.00 | 0.0% | 120.00 |
| Total 640.90 Paralegal | <u>0.00</u> | <u>160.00</u> | <u>50.00</u> | <u>110.00</u> | <u>320.0%</u> | <u>120.00</u> |
| 640.99 Attorneys In Transition | | | | | | |
| 640.99.01 Transition - State | 0.00 | 0.00 | | | | |
| 640.99.02 Transition - Region | 0.00 | 0.00 | | | | |
| 640.99 Attorneys In Transition - Other | 0.00 | 50.00 | | | | |
| Total 640.99 Attorneys In Transition | <u>0.00</u> | <u>50.00</u> | | | | |
| 640 Dues - Other | <u>0.00</u> | <u>0.00</u> | | | | |

Women Lawyers Association of Michigan
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May 2015

| | <u>May 15</u> | <u>Jan - May 15</u> | <u>YTD Budget</u> | <u>\$ Over Budget</u> | <u>% of Budget</u> | <u>Annual Budget</u> |
|--|---------------|---------------------|-------------------|-----------------------|--------------------|----------------------|
| Total 640 Dues | 2,925.00 | 15,410.00 | 18,216.65 | -2,806.65 | 84.59% | 43,720.00 |
| 650 Advertising | 0.00 | 0.00 | | | | |
| 660 Interest Income | 0.00 | 0.00 | | | | |
| 680 Other Events/Activities | | | | | | |
| 680.10 Strategic Partnerships | 0.00 | 0.00 | 416.65 | -416.65 | 0.0% | 1,000.00 |
| 680.20 Miss Rep. Film A2 | 0.00 | 0.00 | | | | |
| 680.40 WLAM Apparel/Merchandise | 0.00 | 80.00 | 41.65 | 38.35 | 192.08% | 100.00 |
| 680.50 State Event TBD | 0.00 | 0.00 | 1,000.00 | -1,000.00 | 0.0% | 1,000.00 |
| 680 Other Events/Activities - Other | 0.00 | 20.00 | | | | |
| Total 680 Other Events/Activities | 0.00 | 100.00 | 1,458.30 | -1,358.30 | 6.86% | 2,100.00 |
| 690 Annual Meeting Revenue | | | | | | |
| 690.10 Registration - Members | 40.00 | 3,840.00 | 5,375.00 | -1,535.00 | 71.44% | 5,375.00 |
| 690.20 Registration - Non-Mbrs | 0.00 | 0.00 | | | | |
| 690.30 Sponsorships | 2,750.00 | 11,600.00 | 8,000.00 | 3,600.00 | 145.0% | 8,000.00 |
| 690.40 Registration - Students | 0.00 | 0.00 | 200.00 | -200.00 | 0.0% | 200.00 |
| 690.50 Luncheon | 0.00 | 360.00 | 150.00 | 210.00 | 240.0% | 150.00 |
| 690.60 Reception | 0.00 | 45.00 | | | | |
| 690 Annual Meeting Revenue - Other | 0.00 | 0.00 | | | | |
| Total 690 Annual Meeting Revenue | 2,790.00 | 15,845.00 | 13,725.00 | 2,120.00 | 115.45% | 13,725.00 |
| Total Income | 5,715.00 | 31,355.00 | 33,399.95 | -2,044.95 | 93.88% | 59,545.00 |
| Cost of Goods Sold | | | | | | |
| Cost of Goods Sold | 0.00 | 0.00 | | | | |
| Total COGS | 0.00 | 0.00 | | | | |
| Gross Profit | 5,715.00 | 31,355.00 | 33,399.95 | -2,044.95 | 93.88% | 59,545.00 |
| Expense | | | | | | |
| 710 Board of Directors | | | | | | |

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|--|---------------|---------------------|-------------------|-----------------------|--------------------|----------------------|
| 710.10 Board Meetings | 0.00 | 0.00 | 20.85 | -20.85 | 0.0% | 50.00 |
| 710.20 Conference Calling | 0.00 | 216.47 | 125.00 | 91.47 | 173.18% | 300.00 |
| 710.30 President/Officers | 0.00 | 0.00 | | | | |
| 710.40 Directors/Officers Ins. | 0.00 | 984.00 | 984.00 | 0.00 | 100.0% | 984.00 |
| 710 Board of Directors - Other | 0.00 | 0.00 | | | | |
| Total 710 Board of Directors | 0.00 | 1,200.47 | 1,129.85 | 70.62 | 106.25% | 1,334.00 |
| 720 Committee Expenses | | | | | | |
| 720.10 CREC | 0.00 | 0.00 | | | | |
| 720.20 Membership Committee | | | | | | |
| 720.20.3 Membership Mailings | 0.00 | 0.00 | 125.00 | -125.00 | 0.0% | 300.00 |
| 720.20.5 Postage | 0.00 | 0.00 | 83.35 | -83.35 | 0.0% | 200.00 |
| 720.20 Membership Committee - Other | 0.00 | 0.00 | | | | |
| Total 720.20 Membership Committee | 0.00 | 0.00 | 208.35 | -208.35 | 0.0% | 500.00 |
| 720 Committee Expenses - Other | 0.00 | 50.00 | | | | |
| Total 720 Committee Expenses | 0.00 | 50.00 | 208.35 | -158.35 | 24.0% | 500.00 |
| 730 Licenses and Fees | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 20.00 |
| 740 Regions | | | | | | |
| 740.10 Region Dues | 0.00 | 1,550.00 | 4,583.35 | -3,033.35 | 33.82% | 11,000.00 |
| 740.20 Special Project Funding | 0.00 | 0.00 | 625.00 | -625.00 | 0.0% | 1,500.00 |
| 740.30 New Region Development | 0.00 | 0.00 | 100.00 | -100.00 | 0.0% | 100.00 |
| 740 Regions - Other | 0.00 | 0.00 | | | | |
| Total 740 Regions | 0.00 | 1,550.00 | 5,308.35 | -3,758.35 | 29.2% | 12,600.00 |
| 750 Communications/Marketing | | | | | | |
| 750.10 Newsletter | 0.00 | 0.00 | | | | |
| 750.30 Services (Const.Contact) | 0.00 | 0.00 | | | | |
| 750.40 Print/Promotion Material | 0.00 | 633.41 | 788.00 | -154.59 | 80.38% | 788.00 |
| 750.50 WLAM Logo Merchandise | 136.31 | 2,744.78 | | | | |
| 750 Communications/Marketing - Other | 0.00 | 0.00 | | | | |

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|--|---------------|---------------------|-------------------|-----------------------|--------------------|----------------------|
| Total 750 Communications/Marketing | 136.31 | 3,378.19 | 788.00 | 2,590.19 | 428.7% | 788.00 |
| 760 President Expenses | 0.00 | 0.00 | 291.65 | -291.65 | 0.0% | 700.00 |
| 770 Member Benefits | 0.00 | 54.98 | 125.00 | -70.02 | 43.98% | 300.00 |
| 780 Other Events/Activities | | | | | | |
| 780.20 MissRepresentation A2 | 0.00 | 0.00 | | | | |
| 780.50 State Event TBD | 0.00 | 1,088.05 | 1,000.00 | 88.05 | 108.81% | 1,000.00 |
| 780 Other Events/Activities - Other | 401.57 | 401.57 | | | | |
| Total 780 Other Events/Activities | 401.57 | 1,489.62 | 1,000.00 | 489.62 | 148.96% | 1,000.00 |
| 790 Annual Meeting | | | | | | |
| 790.01 Speakers | 0.00 | 0.00 | 1,500.00 | -1,500.00 | 0.0% | 1,500.00 |
| 790.10 Facility | | | | | | |
| 790.11 Audio/Visual | 0.00 | 0.00 | 700.00 | -700.00 | 0.0% | 700.00 |
| 790.12 Food & Beverage | 0.00 | 4,236.52 | 3,000.00 | 1,236.52 | 141.22% | 3,000.00 |
| 790.13 Room Rental | 0.00 | 3,035.70 | 2,050.00 | 985.70 | 148.08% | 2,050.00 |
| 790.14 Reception | 195.97 | 695.80 | 500.00 | 195.80 | 139.16% | 500.00 |
| 790.10 Facility - Other | 0.00 | 0.00 | | | | |
| Total 790.10 Facility | 195.97 | 7,968.02 | 6,250.00 | 1,718.02 | 127.49% | 6,250.00 |
| 790.20 Awards | | | | | | |
| 790.20.1 President | 0.00 | 122.58 | | | | |
| 790.20.2 JLK | 0.00 | 259.46 | 300.00 | -40.54 | 86.49% | 300.00 |
| 790.20.3 Judge | 0.00 | 227.67 | 250.00 | -22.33 | 91.07% | 250.00 |
| 790.20.4 Region Member | 0.00 | 148.40 | 20.00 | 128.40 | 742.0% | 20.00 |
| 790.20 Awards - Other | 0.00 | 0.00 | | | | |
| Total 790.20 Awards | 0.00 | 758.11 | 570.00 | 188.11 | 133.0% | 570.00 |
| 790.30 Leadership Training | 0.00 | 0.00 | | | | |
| 790.40 Conference Calls | 0.00 | 0.00 | | | | |
| 790.50 Meeting Materials/Signs | | | | | | |
| 790.50.01 Signs | 0.00 | 0.00 | 100.00 | -100.00 | 0.0% | 100.00 |

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|---|-----------------|---------------------|-------------------|-----------------------|--------------------|----------------------|
| 790.50.02 Program | 0.00 | 426.58 | 350.00 | 76.58 | 121.88% | 350.00 |
| 790.50.03 Materials | 599.50 | 638.97 | 428.00 | 210.97 | 149.29% | 428.00 |
| 790.50 Meeting Materials/Signs - Other | 0.00 | 0.00 | | | | |
| Total 790.50 Meeting Materials/Signs | 599.50 | 1,065.55 | 878.00 | 187.55 | 121.36% | 878.00 |
| | | | | | | |
| 790.60 Mail Services, Postage | 230.00 | 230.00 | 350.00 | -120.00 | 65.71% | 350.00 |
| 790.80 Give-Aways/Gifts | 0.00 | 685.98 | 800.00 | -114.02 | 85.75% | 800.00 |
| 790.90 Promotion/Marketing | 0.00 | 1,062.11 | 500.00 | 562.11 | 212.42% | 500.00 |
| 790 Annual Meeting - Other | 0.00 | 0.00 | | | | |
| Total 790 Annual Meeting | 1,025.47 | 11,769.77 | 10,848.00 | 921.77 | 108.5% | 10,848.00 |
| | | | | | | |
| 800 Professional Fees | | | | | | |
| 800.10 Accounting Services | 0.00 | 0.00 | 800.00 | -800.00 | 0.0% | 800.00 |
| 800.20 Administrative Services | 0.00 | 10,000.00 | 10,000.00 | 0.00 | 100.0% | 24,000.00 |
| 800.30 Admin/Staff Travel | 524.30 | 524.30 | 100.00 | 424.30 | 524.3% | 100.00 |
| 800.40 Eval/Search Admin | 0.00 | 0.00 | | | | |
| 800.50 Other Administrative Exp | 0.00 | 0.00 | | | | |
| 800 Professional Fees - Other | 0.00 | 0.00 | | | | |
| Total 800 Professional Fees | 524.30 | 10,524.30 | 10,900.00 | -375.70 | 96.55% | 24,900.00 |
| | | | | | | |
| 810 Dues & Subscriptions | | | | | | |
| 810.10 NCWBA | 0.00 | 300.00 | 175.00 | 125.00 | 171.43% | 175.00 |
| 810.20 NAWL | 0.00 | 0.00 | 125.00 | -125.00 | 0.0% | 125.00 |
| 810 Dues & Subscriptions - Other | 0.00 | 0.00 | | | | |
| Total 810 Dues & Subscriptions | 0.00 | 300.00 | 300.00 | 0.00 | 100.0% | 300.00 |
| | | | | | | |
| 820 Bank Fees | 211.55 | 1,236.02 | 733.35 | 502.67 | 168.54% | 1,760.00 |
| | | | | | | |
| 830 Web Resources | | | | | | |
| 830.10 Website Hosting/Domain | 50.00 | 109.80 | 97.90 | 11.90 | 112.16% | 235.00 |
| 830.20 Website Development | 0.00 | 900.00 | 1,000.00 | -100.00 | 90.0% | 1,000.00 |
| 830.30 Salesforce | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 1,100.00 |
| 830.40 Technical Support Svcs | 0.00 | 550.00 | | | | |

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|----------------------------------|-----------------|---------------------|-------------------|-----------------------|--------------------|----------------------|
| 830 Web Resources - Other | 0.00 | 0.00 | 366.65 | -366.65 | 0.0% | 880.00 |
| Total 830 Web Resources | 50.00 | 1,559.80 | 1,464.55 | 95.25 | 106.5% | 3,215.00 |
| 840 Office Supplies | | | | | | |
| 840.10 Copies | 10.25 | 137.20 | 20.85 | 116.35 | 658.03% | 50.00 |
| 840.20 Stationery/Envelopes | 21.49 | 21.49 | | | | |
| 840.30 Labels | 0.00 | 2.80 | | | | |
| 840 Office Supplies - Other | 0.00 | 0.00 | 125.00 | -125.00 | 0.0% | 300.00 |
| Total 840 Office Supplies | 31.74 | 161.49 | 145.85 | 15.64 | 110.72% | 350.00 |
| 850 Postage | 13.46 | 116.18 | 62.50 | 53.68 | 185.89% | 150.00 |
| 860 Telephone | 63.15 | 249.25 | 304.15 | -54.90 | 81.95% | 730.00 |
| 870 Printing | 0.00 | 0.00 | 20.85 | -20.85 | 0.0% | 50.00 |
| 890 Charitable Contributions | 0.00 | 0.00 | | | | |
| 900 Prior Year Expenses (2011) | 0.00 | 0.00 | | | | |
| Total Expense | 2,457.55 | 33,640.07 | 33,630.45 | 9.62 | 100.03% | 59,545.00 |
| Net Income | 3,257.45 | -2,285.07 | -230.50 | -2,054.57 | 991.35% | 0.00 |

5:58 PM

06/18/15

Women Lawyers Association of Michigan
A/R Aging Summary
As of May 31, 2015

| | <u>Current</u> | <u>1 - 30</u> | <u>31 - 60</u> | <u>61 - 90</u> | <u>> 90</u> | <u>TOTAL</u> |
|-------|----------------|---------------|----------------|----------------|----------------|--------------|
| TOTAL | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> |

5:59 PM

06/18/15

Women Lawyers Association of Michigan
A/P Aging Summary
As of May 31, 2015

| | <u>Current</u> | <u>1 - 30</u> | <u>31 - 60</u> | <u>61 - 90</u> | <u>> 90</u> | <u>TOTAL</u> |
|--------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| WLAM Cooley Law Lansing Region | 0.00 | 0.00 | 0.00 | 0.00 | 6.25 | 6.25 |
| TOTAL | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>6.25</u> | <u>6.25</u> |