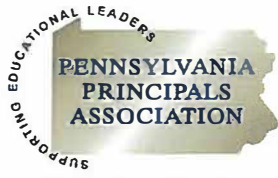


**Executive Committee
Meeting Packet for
April 11, 2024**



PENNSYLVANIA PRINCIPALS ASSOCIATION

122 Valley Road - Enola, PA 17025

Dr. Eric C. Eshbach
Executive Director

Dr. Michael S. Snell
Asst. Executive Director

Executive Committee Meeting
Virtual – April 11, 2024

Board of Directors Meeting
In-Person – April 15, 2024

MEETINGS SCHEDULE

Thursday, April 11 (Virtual)

7:30am – 9:30am

Executive Committee Meeting

Monday, April 15 (In-Person)

7:30am-8:30am

Breakfast

8:30am – 10:00am

Board Meeting

10:00am – 10:15am

Sponsor Presentation – Lincoln Investment

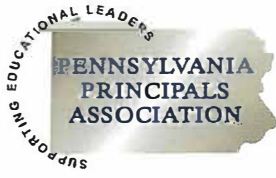
10:15am – 12:30pm

Board Meeting/Working Lunch

12:30pm

Adjourn

**schedule is subject to change*



PENNSYLVANIA PRINCIPALS ASSOCIATION

122 Valley Road - Enola, PA 17025

Dr. Eric C. Eshbach
Executive Director

Dr. Michael S. Snell
Asst. Executive Director

Executive Committee Meeting Agenda Virtual – Zoom Call Thursday, April 11, 2024 @ 7:30 AM

- | | |
|---|----------------------------------|
| 1. Approval of minutes—Executive Committee Meeting January 26, 2024 | Maureen Letcher |
| 2. Budget 2024 - 2025 | Eric Eshbach / Nicholas Indeglio |
| 3. Professional Development | Michael Snell |
| 4. Interim Principals | Eric Eshbach |
| 5. Regional Boards | Eric Eshbach |
| 6. Membership Update | Eric Eshbach |
| 7. Summit24 Update | Michael Snell |
| 8. Memorial Contribution | Eric Eshbach |
| 9. Personnel Update | Eric Eshbach |
| 10. Award Process | Eric Eshbach |
| 11. Election Results | Eric Eshbach |

PENNSYLVANIA EDUCATIONAL LEADERSHIP FOUNDATION MEETING AGENDA PA Principals Association, Enola, PA Thursday, April 11, 2024 - Following Executive Committee Meeting

- | | |
|-------------------|--------------|
| 1. Account Update | Eric Eshbach |
| 2. New Business | Eric Eshbach |
| 3. Old Business | Eric Eshbach |
| 4. Adjournment | Eric Eshbach |

MINUTES

Pennsylvania Principals Association ■ Executive Committee

January 24, 2023, at 5:00 pm | Meeting called to order by Dr. Maureen Letcher, President

In Attendance

- Maureen Letcher, President
- Jonathan Ross, Past President
- Jessica Quinter, Treasurer
- Melissa Patschke, NAESP Representative
- Jonathan Bauer, NASSP Coordinator
- Eric Eshbach, Executive Director
- Michael Snell, Assistant Executive Director

Approval of Minutes

Approval of the minutes from the October 11, 2022, Executive Committee Meeting passed unanimously.

Financial Report

Dr. Eshbach shared updates on the following:

- Status of Accounts to include fund balance, the PELF account, budget vs. actuals and income and expense trends.
- Requested permission to transfer \$250,000 into a 12-month CD.
- Conference Financial Report – profit and loss sheets.

Professional Development

Dr. Snell provided an update on past professional development sessions and reviewed a couple that are in the works.

Advocacy Update

Dr. Eshbach mentioned Tina Viletto's presentation at the Board meeting on Friday. He also discussed updates to our efforts at advocacy and Act 93.

Summit 2023

Dr. Eshbach & Dr. Snell reviewed the status of Summit 2023.

Regional Service Specialists

Dr. Eshbach & Dr. Snell provided an update on the activities of the specialists to include hours to date.

Legal case Update

Dr. Eshbach reviewed two legal cases.

Membership Update

Dr. Eshbach provided a brief update on membership numbers that will be shared with the full Board.

Alternative Funding Appointment

Dr. Letcher discussed the timeframe for the appointment of an Alternative Funding Chair.

Goal Setting Session

Dr. Snell shared the plan for the goal setting session on Friday with the full Board.

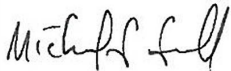
Other Items

Dr. Eshbach reviewed the other events over the two-day Board meeting.

Adjournment

Motion and second to adjourn received unanimous approval. Meeting adjourned at 6:13 pm

Respectfully Submitted



Michael S. Snell, Ed.D.
Assistant Executive Director

PA PRINCIPALS ASSOCIATION

Draft Budget

July 2024- June 2025

Presented to the Board of Directors April 15, 2024

		2023-24 Budget	2024-2025 Budget	Budget to Budget difference
Income				
	40000 · INTEREST INCOME	\$ 35,000	\$ 57,500	\$ 22,500
	40100 · MEMBERSHIP INCOME	\$ 1,145,000	\$ 1,145,000	\$ -
	40300 · REGIONAL MEETING INCOME	\$ 7,000	\$ 3,500	\$ (3,500)
	40400 · EVENT INCOME	\$ 175,000	\$ 103,000	\$ (72,000)
	Summit Registration	\$ 150,000		
	Summit Sponsors	\$ 25,000		
	40500- GRANT INCOME	\$ 15,000	\$ 200,000	\$ 185,000
	40600 · ALT. FUNDING INCOME	\$ 95,000	\$ 110,000	\$ 15,000
	40700 · REBATE INCOME	\$ 90,000	\$ 70,000	\$ (20,000)
	41200 · PUBLICATIONS INCOME	\$ 5,000	\$ 2,500	\$ (2,500)
	41300-MENTORING SERVICES INCOME		\$ 13,500	\$ 13,500
	41400-INTERIM PRINCIPALS INCOME		\$ 150,000	\$ 150,000
	41500-PROFESSIONAL DEV. INCOME	\$ 144,000	\$ 144,000	\$ -
	Microcredentials			
	Other			
	48900 · MISCELLANEOUS INCOME	\$ 1,000	\$ 1,000	\$ -
	Total Income	\$ 1,712,000	\$ 2,000,000	\$ 288,000

Presented to the Board of Directors April 15, 2024

		2023-24 Budget	2024-2025 Budget	Budget to Budget difference
Expense				\$ -
	60000 · SALARY & WAGES	\$ 700,000	\$ 1,060,000	\$ 360,000
	60100 · FRINGE BENEFITS			\$ -
	401K MATCHING	\$ 21,500	\$ 26,000	\$ 4,500
	401K SAFE HAVOR 3%	\$ 16,200	\$ 20,000	\$ 3,800
	EMPLOYEE FLEX ACCT REIM.	\$ 9,450		\$ (9,450)
	FSA ER CONTRIBITION EXP			\$ -
	FSA ER MATCH EXP			\$ -
	FSA EXPENSE			\$ -
	HEALTH INSURANCE EXP	\$ 46,200		\$ (46,200)
	LIFE/DISABILITY INSURANCE	\$ 2,190		\$ (2,190)
	60100 · FRINGE BENEFITS - Other			\$ -
	Total 60100 · FRINGE BENEFITS	\$ 95,540	\$ 130,000	\$ 34,460
	60200 · EDUCATION			\$ -
	60300 · OCCUPANCY EXP			\$ -
	RE TAXES		\$ 7,500	\$ 7,500
	RENT EXPENSE (TO PELF)	\$ 25,000	\$ 25,000	\$ -
	UTILITIES	\$ 25,000	\$ 10,000	\$ (15,000)
	60300 · OCCUPANCY EXP - Other			\$ -
	Total 60300 · OCCUPANCY EXP	\$ 50,000	\$ 42,500	\$ (7,500)
	60400 · CUSTODIAL EXP			\$ -
	60700 · LOBBYING EXP	\$ 50,000	\$ 50,000	\$ -
	60800 · LEGISLATIVE SERVICES	\$ 20,000	\$ 20,000	\$ -
	60900 · ATTORNEYS FEES	\$ 35,000	\$ 40,000	\$ 5,000
	61200 · BUILD. REPAIR/MAINT.	\$ 25,000	\$ 10,000	\$ (15,000)
	61400 · BOARD EXPENSES			\$ -
	BOARD MEETING EXP	\$ 30,000	\$ 50,000	\$ 20,000
	CONVENTION/CONF EXP	\$ 5,000	\$ 7,500	\$ 2,500
	MEAL EXP	\$ 7,500	\$ 10,000	\$ 2,500
	MISCELLANEOUS EXP	\$ 4,500	\$ 4,500	\$ -
	TRAVEL EXP	\$ 47,500	\$ 47,500	\$ -
	61400 · BOARD EXPENSES - Other			\$ -
	Total 61400 · BOARD EXPENSES	\$ 94,500	\$ 119,500	\$ 25,000
	62500 · DONATION EXP	\$ 500	\$ 500	\$ -
	64000 · PROFESSIONAL FEES			\$ -
	ACCOUNTING FEES	\$ 51,500		\$ (51,500)
	AUDITING FEE	\$ 8,000	\$ 8,000	\$ -
	PENSION PLAN SERVICING FEE	\$ 2,000	\$ 2,000	\$ -
	Total 64000 · PROFESSIONAL FEES	\$ 61,500	\$ 10,000	\$ (51,500)
	64500 · INSURANCE EXP	\$ 13,000	\$ 15,000	\$ 2,000
	65000 · PHOTOCOPIER EXP	\$ 8,400	\$ 8,400	\$ -
	65500 · EQUIP MAINT/RENTAL	\$ 2,500	\$ 2,500	\$ -

Presented to the Board of Directors April 15, 2024

	2023-24 Budget	2024-2025 Budget	Budget to Budget difference
65600 · INFORMATION TECHNOLOGY EXPEN			\$ -
HARDWARE/SUPPORT SVCS	\$ 20,000	\$ 20,000	\$ -
SOFTWARE/ON-LINE SUBSC	\$ 21,500	\$ 21,500	\$ -
Total 65600 · INFORMATION TECH EXP			\$ -
65700 · SOFTWARE EXP			\$ -
65800 · DUES & SUBSCRIPTIONS	\$ 9,000	\$ 15,000	\$ 6,000
66000 · TELEPHONE/INTERNET EXP	\$ 16,000	\$ 16,000	\$ -
66100 · REGIONAL MEETING EXP	\$ 7,000	\$ 10,000	\$ 3,000
66200 · EVENT EXP (HELD BY PAESSP)	\$ 200,000	\$ 103,000	\$ (97,000)
Summit			\$ -
Other			\$ -
66300 · CONVENTION/CONF EXP (OUTSIDE)	\$ 15,000	\$ 25,000	\$ 10,000
66400 · MEAL EXP	\$ 3,500	\$ 5,500	\$ 2,000
66500 · TRAVEL EXP	\$ 30,000	\$ 30,000	\$ -
66700 · PROF DEVELOP EXP	\$ 93,500	\$ 45,000	\$ (48,500)
68000 · PRINTING EXP	\$ 1,000	\$ 6,000	\$ 5,000
68400 · ADMINISTRATOR MAGAZINE EXP	\$ 32,000	\$ 34,000	\$ 2,000
68500 · POSTAGE EXP	\$ 3,000	\$ 3,000	\$ -
68700 · OFFICE SUPPLIES	\$ 25,000	\$ 15,000	\$ (10,000)
68800 · BANK FEE	\$ 500	\$ 500	\$ -
68900 · MISCELLANEOUS EXP	\$ 2,760	\$ 4,100	\$ 1,340
69000 · CREDIT CARD PROCESSING FEE	\$ 5,000	\$ 5,000	\$ -
69100 · PAYROLL TAX EXP	\$ 68,800	\$ 84,500	\$ 15,700
69400 · ALTERNATIVE FUNDING EXP	\$ 2,500	\$ 2,500	\$ -
Total Expense	\$ 1,712,000	\$ 2,000,000	\$ 288,000
			16.82%

Bank Balances as of March 31, 2024

	STARTING 7/1/2023	9/30/2023	12/31/2023	3/31/2024	6/30/2024		STARTING 7/1/2023	9/30/2023	12/31/2023	3/31/2024	6/30/2024
LINKBANK Savings	\$ 964,184.70	\$ 967,958.87	\$ 470,706.30	\$ 472,528.70		PELF LINKBANK	14,451.50	\$ 10,457.99	\$ 10,463.20	\$ 10,468.41	
LINKBANK Checking	\$ 146,418.97	\$ 451,883.92	\$ 260,624.86	\$ 187,232.06		Checking					
LINKBANK Money Mkt	\$ 166,205.07	\$ 166,308.70	\$ 218,232.92	\$ 161,060.93		PELF LINKBANK	134,270.50	\$ 142,427.93	\$ 148,519.24	\$ 153,113.96	
LINKBANK Payroll	\$ 18,238.94	\$ 10,670.76	\$ 49,432.18	\$ 30,600.42		Money Mkt					
LINKBANK CD	\$ 1,008,874.82	\$ 1,012,220.53	\$ 1,000,000.00	\$ 1,000,000.00							
Mid Penn Savings	\$ 211,800.33	\$ 214,139.89	\$ 216,582.40	\$ 219,025.76							
Mid Penn CD			\$ 503,234.73	\$ 509,695.64							
Petty Cash	\$ 1,074.88	\$ 1,710.88	\$ 1,710.88	\$ 1,710.88							
TOTAL	\$ 2,516,797.71	\$ 2,824,893.55	\$ 2,720,524.27	\$ 2,581,854.39	\$ -		\$ 148,722.00	\$ 152,885.92	\$ 158,982.44	\$ 163,582.37	\$ -
	Budgeted expenses 23-24		\$ 1,712,000.00								
	% of cash to budgeted expenses		151%								
			Starting-->Ending	\$ 65,056.68					Starting-->Ending	14,860.37	

PA PRINCIPALS ASSOCIATION
Balance Sheet
 As of March 31, 2024

	Mar 31, 24
ASSETS	
Current Assets	
Checking/Savings	
10100 · LINKBANK CHECKING-428	187,232.06
10200 · LINKBANK PAYROLL-436	30,600.42
10300 · LINKBANK SAVINGS	
LINKBANK ICS-478	472,528.70
LINKBANK MONEY MARKET-478	161,060.93
Total 10300 · LINKBANK SAVINGS	633,589.63
10400 · MID PENN BANK	
MID PENN CDARS-267	509,695.64
MID PENN ICS SAVINGS-775	219,025.76
Total 10400 · MID PENN BANK	728,721.40
10500 · LINKBANK CDARS	
LINKBANK CDARS-176	250,000.00
LINKBANK CDARS-896	500,000.00
LINKBANK CDARS-TBD	250,000.00
Total 10500 · LINKBANK CDARS	1,000,000.00
11000 · PETTY CASH	1,710.88
Total Checking/Savings	2,581,854.39
Accounts Receivable	
12000 · ACCOUNTS RECEIVABLE	24,234.18
Total Accounts Receivable	24,234.18
Other Current Assets	
14000 · ACCRUED INTEREST	6,791.33
Total Other Current Assets	6,791.33
Total Current Assets	2,612,879.90
TOTAL ASSETS	2,612,879.90
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · ACCOUNTS PAYABLE	6,017.29
Total Accounts Payable	6,017.29
Credit Cards	
20100 · S&T CREDIT CARD	11,500.69
Total Credit Cards	11,500.69
Other Current Liabilities	
22000 · PAYROLL TAX LIABILITIES	
FUTA LIAB	669.31
LOCAL EIT W/H	2,475.87
LST W/H	197.00
PAUC-COMPANY LIAB	2,718.64
PAUC-EMPLOYEE W/H	143.80
Total 22000 · PAYROLL TAX LIABILITIES	6,204.62
25000 · NATIONAL DUES	
NAESP DUES	65,108.00
NASSP DUES	62,289.00
Total 25000 · NATIONAL DUES	127,397.00
28000 · DEFERRED REVENUE	

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04/03/24

Accrual Basis

PA PRINCIPALS ASSOCIATION

Balance Sheet

As of March 31, 2024

	<u>Mar 31, 24</u>
EVENT INCOME	12,950.00
Total 28000 · DEFERRED REVENUE	<u>12,950.00</u>
Total Other Current Liabilities	<u>146,551.62</u>
Total Current Liabilities	<u>164,069.60</u>
Total Liabilities	164,069.60
Equity	
30000 · OPENING BALANCE EQUITY	2,614,258.65
32000 · UNRESTRICTED NET ASSETS	-274,266.17
Net Income	<u>108,817.82</u>
Total Equity	<u>2,448,810.30</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,612,879.90</u></u>

PA PRINCIPALS ASSOCIATION
Profit & Loss
 July 2023 through March 2024

	<u>Jul '23 - Mar 24</u>
Income	
40000 · INTEREST INCOME	53,428.16
40100 · MEMBERSHIP INCOMCE	920,270.00
40400 · EVENT INCOME	
SUMMIT REGISTRATION	77,265.85
SUMMIT SPONSORS	25,750.00
	<hr/>
Total 40400 · EVENT INCOME	103,015.85
40500 · GRANT INCOME	15,000.00
40600 · ALTERNATIVE FUNDING INCOME	100,104.17
40700 · REBATE INCOME	67,119.82
41300 · MENTORING SERVICES INCOME	1,544.18
41400 · INTERIM PRINCIPALS INCOME	127,106.88
41500 · PROF DEVELOP INCOME	
MICROCREDENTIALS	3,280.00
OTHER PROF DEVELOP	63,060.00
	<hr/>
Total 41500 · PROF DEVELOP INCOME	66,340.00
48900 · MISCELLANEOUS INCOME	2,100.00
	<hr/>
Total Income	1,456,029.06
Expense	
60000 · SALARY & WAGES	
EMPLOYEES	180,564.34
EXECUTIVE DIRECTORS	196,171.06
INTERIM PRINCIPAL	125,022.69
REGIONAL SPECIALIST	114,307.50
	<hr/>
Total 60000 · SALARY & WAGES	616,065.59
60100 · FRINGE BENEFITS	
401K MATCHING	13,314.62
401K SAFE HAVOR 3%	9,985.96
FSA ER CONTRIBITION EXP	2,166.32
FSA ER MATCH EXP	3,000.02
FSA EXPENSE	8,462.30
HEALTH INSURANCE EXP	37,450.86
LIFE/DISABILITY INSURANCE	1,607.91
60100 · FRINGE BENEFITS - Other	-692.31
	<hr/>
Total 60100 · FRINGE BENEFITS	75,295.68
60300 · OCCUPANCY EXP	
RE TAXES	7,621.42
RENT EXPENSE (TO PELF)	19,000.00
UTILITIES	5,825.27
	<hr/>
Total 60300 · OCCUPANCY EXP	32,446.69
60700 · LOBBYING EXPENSE	55,813.55
60800 · LEGISLATIVE SERVICES	7,812.50
60900 · ATTORNEYS FEES	25,201.25
61200 · BUILD. REPAIR/MAINT.	4,717.02
61400 · BORD EXPENSES	
BOARD MEETING EXP	45,033.62
CONVENTION/CONF EXP	5,106.00
MEAL EXP	10,247.50
MISCELLANEOUS EXP	4,113.08
TRAVEL EXP	34,037.03
	<hr/>
Total 61400 · BORD EXPENSES	98,537.23
62500 · DONATION EXP	399.60
64000 · PROFESSIONAL FEES	
ACCOUNTING FEES	35,339.00
AUDITING FEE	7,875.00
PENSION PLAN SERVICING FEE	1,657.50
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04/03/24

Accrual Basis

PA PRINCIPALS ASSOCIATION

Profit & Loss

July 2023 through March 2024

	<u>Jul '23 - Mar 24</u>
Total 64000 · PROFESSIONAL FEES	44,871.50
64500 · INSURANCE EXP	13,134.00
65000 · PHOTOCOPIER EXP	5,834.56
65500 · EQUIP MAINT/RENTAL	1,539.09
65600 · INFORMATION TECH EXP	
HARDWARE/SUPPORT SERVICES	13,359.62
SOFTWARE/ONLINE SUBSCRIPTIONS	11,909.93
Total 65600 · INFORMATION TECH EXP	25,269.55
65800 · DUES & SUBSCRIPTIONS	11,549.06
66000 · TELEPHONE/INTERNET EXP	9,594.42
66100 · REGIONAL MTG EXP (BY PAESSP)	7,234.50
66200 · EVENT EXP (HELD BY PAESSP)	
SUMMIT EXP	139,361.63
Total 66200 · EVENT EXP (HELD BY PAESSP)	139,361.63
66300 · CONVENTION/CONF EXP (OUTSIDE)	19,438.97
66400 · MEAL EXP	3,600.58
66500 · TRAVEL EXP	21,922.05
66700 · PROF DEVELOP EXP	28,109.48
68000 · PRINTING EXP	275.00
68400 · ADMINISTRATOR MAGAZINE EXP	
POSTAGE	5,910.74
PRINTING	16,199.00
Total 68400 · ADMINISTRATOR MAGAZINE EXP	22,109.74
68500 · POSTAGE EXP	2,247.81
68700 · OFFICE SUPPLIES	17,542.92
68800 · BANK FEE	230.25
68900 · MISCELLANEOUS EXP	1,269.60
69000 · CREDIT CARD PROCESSING FEE	3,816.37
69100 · PAYROLL TAX EXP	
FICA MED-COMPANY	9,169.11
FICA SS-COMPANY	39,116.94
FUTA EXP	882.05
PAUC-COMPANY	3,721.10
69100 · PAYROLL TAX EXP - Other	-918.15
Total 69100 · PAYROLL TAX EXP	51,971.05
Total Expense	1,347,211.24
Net Income	<u>108,817.82</u>

PA PRINCIPALS ASSOCIATION
Profit & Loss Budget vs. Actual
July 2023 through March 2024

	Jul '23 - Mar 24	Budget	\$ Over Budget	% of Budget
Income				
40000 · INTEREST INCOME	53,428.16	35,000.00	18,428.16	152.65%
40100 · MEMBERSHIP INCOMCE	920,270.00	1,145,000.00	-224,730.00	80.37%
40300 · REGIONAL MTG INCOME (BY PAESSP)	0.00	7,000.00	-7,000.00	0.0%
40400 · EVENT INCOME				
LEAD REGISTRATIONS	0.00	0.00	0.00	0.0%
SUMMIT REGISTRATION	77,265.85	150,000.00	-72,734.15	51.51%
SUMMIT SPONSORS	25,750.00	25,000.00	750.00	103.0%
40400 · EVENT INCOME - Other	0.00	0.00	0.00	0.0%
Total 40400 · EVENT INCOME	103,015.85	175,000.00	-71,984.15	58.87%
40500 · GRANT INCOME	15,000.00	15,000.00	0.00	100.0%
40600 · ALTERNATIVE FUNDING INCOME	100,104.17	95,000.00	5,104.17	105.37%
40700 · REBATE INCOME	67,119.82	90,000.00	-22,880.18	74.58%
41200 · PUBLICATIONS INCOME	0.00	5,000.00	-5,000.00	0.0%
41300 · MENTORING SERVICES INCOME	1,544.18			
41400 · INTERIM PRINCIPALS INCOME	127,106.88			
41500 · PROF DEVELOP INCOME				
MICROCREDENTIALS	3,280.00			
OTHER PROF DEVELOP	63,060.00	144,000.00	-80,940.00	43.79%
Total 41500 · PROF DEVELOP INCOME	66,340.00	144,000.00	-77,660.00	46.07%
48900 · MISCELLANEOUS INCOME	2,100.00	1,000.00	1,100.00	210.0%
Total Income	1,456,029.06	1,712,000.00	-255,970.94	85.05%
Expense				
60000 · SALARY & WAGES				
EMPLOYEES	180,564.34	286,000.00	-105,435.66	63.13%
EXECUTIVE DIRECTORS	196,171.06	276,000.00	-79,828.94	71.08%
INTERIM PRINCIPAL	125,022.69			
REGIONAL SPECIALIST	114,307.50	138,000.00	-23,692.50	82.83%
60000 · SALARY & WAGES - Other	0.00	0.00	0.00	0.0%
Total 60000 · SALARY & WAGES	616,065.59	700,000.00	-83,934.41	88.01%
60100 · FRINGE BENEFITS				
401K MATCHING	13,314.62	21,500.00	-8,185.38	61.93%
401K SAFE HAVOR 3%	9,985.96	16,200.00	-6,214.04	61.64%
EMPLOYEE FLEX ACCT REIM.	0.00	9,450.00	-9,450.00	0.0%
FSA ER CONTRIBUTION EXP	2,166.32			
FSA ER MATCH EXP	3,000.02			
FSA EXPENSE	8,462.30			
HEALTH INSURANCE EXP	37,450.86	46,200.00	-8,749.14	81.06%
LIFE/DISABILITY INSURANCE	1,607.91	2,190.00	-582.09	73.42%
60100 · FRINGE BENEFITS - Other	-692.31			
Total 60100 · FRINGE BENEFITS	75,295.68	95,540.00	-20,244.32	78.81%
60300 · OCCUPANCY EXP				
RE TAXES	7,621.42	0.00	7,621.42	100.0%
RENT EXPENSE (TO PELF)	19,000.00	25,000.00	-6,000.00	76.0%
UTILITIES	5,825.27	25,000.00	-19,174.73	23.3%
60300 · OCCUPANCY EXP - Other	0.00	0.00	0.00	0.0%

PA PRINCIPALS ASSOCIATION
Profit & Loss Budget vs. Actual
July 2023 through March 2024

	Jul '23 - Mar 24	Budget	\$ Over Budget	% of Budget
Total 60300 · OCCUPANCY EXP	32,446.69	50,000.00	-17,553.31	64.89%
60700 · LOBBYING EXPENSE	55,813.55	50,000.00	5,813.55	111.63%
60800 · LEGISLATIVE SERVICES	7,812.50	20,000.00	-12,187.50	39.06%
60900 · ATTORNEYS FEES	25,201.25	35,000.00	-9,798.75	72.0%
61200 · BUILD. REPAIR/MAINT.	4,717.02	25,000.00	-20,282.98	18.87%
61400 · BORD EXPENSES				
BOARD MEETING EXP	45,033.62	30,000.00	15,033.62	150.11%
CONVENTION/CONF EXP	5,106.00	5,000.00	106.00	102.12%
MEAL EXP	10,247.50	7,500.00	2,747.50	136.63%
MISCELLANEOUS EXP	4,113.08	4,500.00	-386.92	91.4%
TRAVEL EXP	34,037.03	47,500.00	-13,462.97	71.66%
Total 61400 · BORD EXPENSES	98,537.23	94,500.00	4,037.23	104.27%
62500 · DONATION EXP	399.60	500.00	-100.40	79.92%
64000 · PROFESSIONAL FEES				
ACCOUNTING FEES	35,339.00	51,500.00	-16,161.00	68.62%
AUDITING FEE	7,875.00	8,000.00	-125.00	98.44%
PENSION PLAN SERVICING FEE	1,657.50	2,000.00	-342.50	82.88%
Total 64000 · PROFESSIONAL FEES	44,871.50	61,500.00	-16,628.50	72.96%
64500 · INSURANCE EXP	13,134.00	13,000.00	134.00	101.03%
65000 · PHOTOCOPIER EXP	5,834.56	8,400.00	-2,565.44	69.46%
65500 · EQUIP MAINT/RENTAL	1,539.09	2,500.00	-960.91	61.56%
65600 · INFORMATION TECH EXP				
HARDWARE/SUPPORT SERVICES	13,359.62	20,000.00	-6,640.38	66.8%
SOFTWARE/ONLINE SUBSCRIPTIONS	11,909.93	21,500.00	-9,590.07	55.4%
Total 65600 · INFORMATION TECH EXP	25,269.55	41,500.00	-16,230.45	60.89%
65800 · DUES & SUBSCRIPTIONS	11,549.06	9,000.00	2,549.06	128.32%
66000 · TELEPHONE/INTERNET EXP	9,594.42	16,000.00	-6,405.58	59.97%
66100 · REGIONAL MTG EXP (BY PAESSP)	7,234.50	7,000.00	234.50	103.35%
66200 · EVENT EXP (HELD BY PAESSP)				
SUMMIT EXP	139,361.63	200,000.00	-60,638.37	69.68%
Total 66200 · EVENT EXP (HELD BY PAESSP)	139,361.63	200,000.00	-60,638.37	69.68%
66300 · CONVENTION/CONF EXP (OUTSIDE)	19,438.97	15,000.00	4,438.97	129.59%
66400 · MEAL EXP	3,600.58	3,500.00	100.58	102.87%
66500 · TRAVEL EXP	21,922.05	30,000.00	-8,077.95	73.07%
66700 · PROF DEVELOP EXP	28,109.48	93,500.00	-65,390.52	30.06%
68000 · PRINTING EXP	275.00	1,000.00	-725.00	27.5%
68400 · ADMINISTRATOR MAGAZINE EXP	22,109.74	32,000.00	-9,890.26	69.09%
68500 · POSTAGE EXP	2,247.81	3,000.00	-752.19	74.93%
68700 · OFFICE SUPPLIES	17,542.92	25,000.00	-7,457.08	70.17%
68800 · BANK FEE	230.25	500.00	-269.75	46.05%
68900 · MISCELLANEOUS EXP	1,269.60	2,760.00	-1,490.40	46.0%
69000 · CREDIT CARD PROCESSING FEE	3,816.37	5,000.00	-1,183.63	76.33%
69100 · PAYROLL TAX EXP	51,971.05	68,800.00	-16,828.95	75.54%
69400 · ALTERNATIVE FUNDING EXP	0.00	2,500.00	-2,500.00	0.0%
Total Expense	1,347,211.24	1,712,000.00	-364,788.76	78.69%
Net Income	108,817.82	0.00	108,817.82	100.0%

PA Educational Leadership Foundation
Balance Sheet
As of March 31, 2024

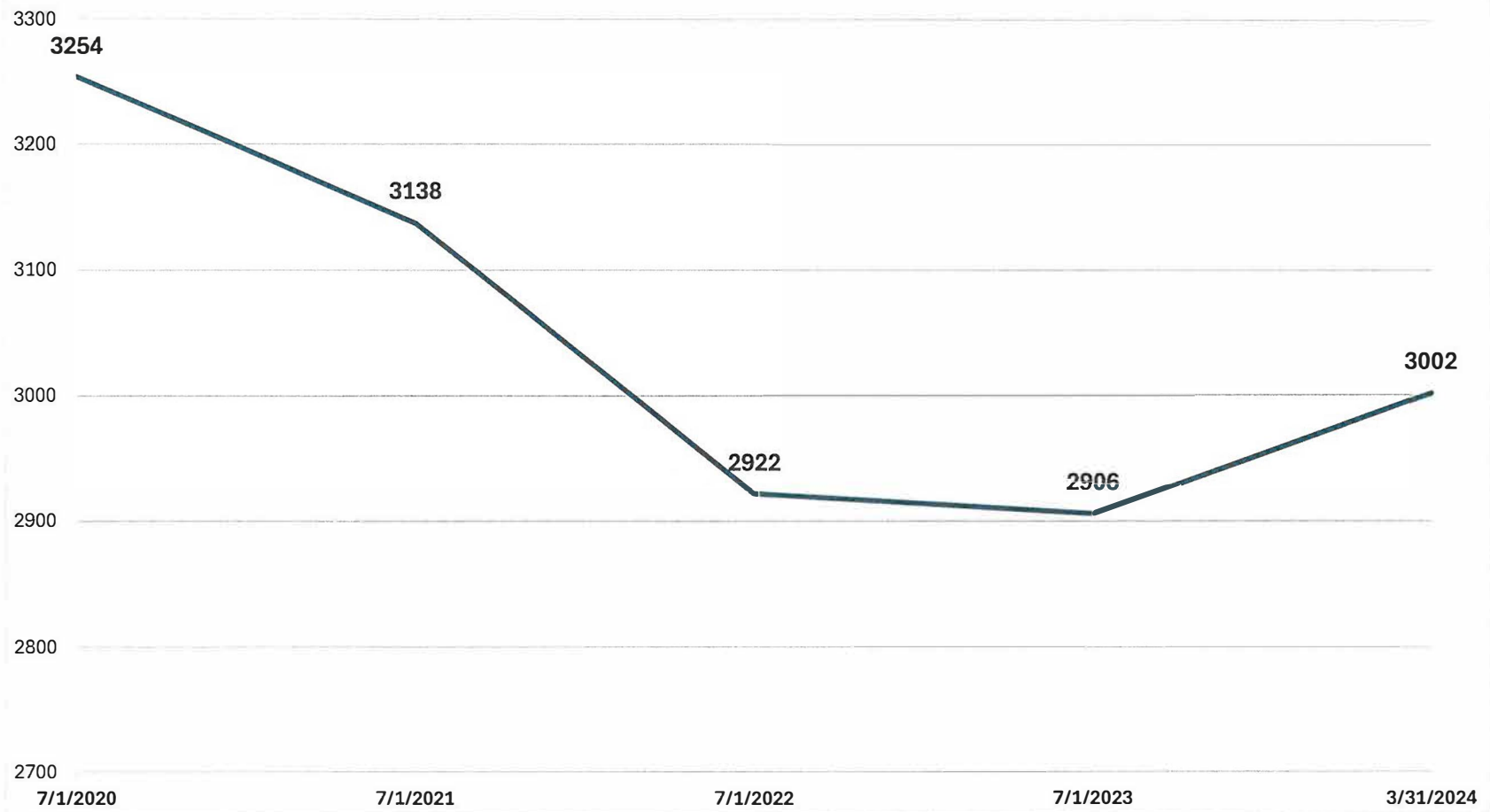
	<u>Mar 31, 24</u>
ASSETS	
Current Assets	
Checking/Savings	
10100 · LINKBANK CHECKING-7452	10,468.41
10200 · LINKBANK MONEY MARKET-7486	153,113.96
Total Checking/Savings	<u>163,582.37</u>
Total Current Assets	<u>163,582.37</u>
TOTAL ASSETS	<u>163,582.37</u>
LIABILITIES & EQUITY	
Equity	
30000 · OPENING BALANCE EQUITY	94,645.58
32000 · UNRESTRICTED NET ASSETS	55,146.44
Net Income	13,790.35
Total Equity	<u>163,582.37</u>
TOTAL LIABILITIES & EQUITY	<u>163,582.37</u>

6:19 PM
04/01/24
Accrual Basis

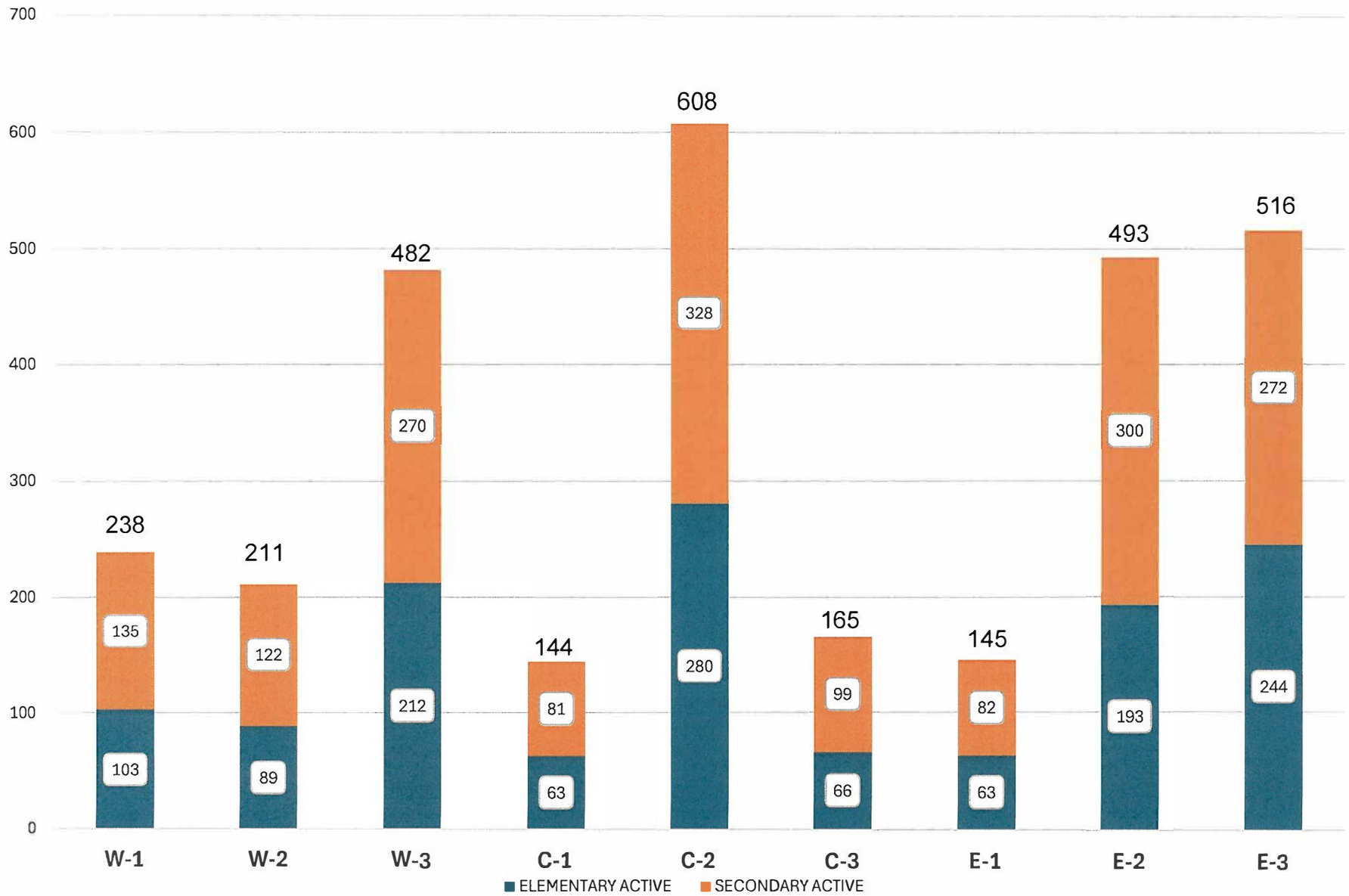
PA Educational Leadership Foundation
Profit & Loss
July 2023 through March 2024

	<u>Jul '23 - Mar 24</u>
Income	
40000 · INTEREST INCOME	290.35
41000 · RENT INCOME (FROM PAESSP)	<u>19,000.00</u>
Total Income	19,290.35
Expense	
61000 · SCHOLARSHIP EXPENSE	<u>5,500.00</u>
Total Expense	<u>5,500.00</u>
Net Income	<u><u>13,790.35</u></u>

ACTIVE MEMBERS - EOY 23-24 - as of 3/31/24



Active Members Types by Region - As of December 31, 2023



NEW MEMBERS - as of 3/31/24



RENEWAL MEMBERS - AS of 3/31/24

