

					Projected	Approved	Proposed	Approved	Approved
		Actual	Actual	Actual	Actual	Budget / 3-Year	Budget	3-Year	3-Year
		2006-07	2007-08	2008-09	FY	Plan	FY	Plan	Plan
					2009-10	2009-10	2010-11	2010-11	2011-12
<b><u>MSBA ADVANTAGE PROGRAM</u></b>									
1	REVENUES:								
2	Memberships Lists	40,643	34,021	26,946	17,000	33,100	26,250	33,100	33,100
3	Insurance Royalties	124,898	102,964	114,139	111,200	111,221	111,200	113,445	115,713
4	MLM Insurance		15,000	15,000	15,000	15,000	15,000	15,000	15,000
5	ABA Publishing		0	0	0	0	1,800	0	0
6	Travel Programs	3,724	5,790	0	2,487	500	4,000	2,000	3,000
7	MBNA Affinity Credit Card	28,892	35,305	26,223	20,200	30,000	28,000	30,000	30,000
8	AVIS Car rental	100	146	0	0	228	0	228	228
9	Affiniscape	0	0	0	1,832	0	1,180	0	0
10	Miscellaneous	0	221	0	0	0	0	0	0
11									
12	Total Revenues	198,257	193,447	182,308	167,719	190,049	187,430	193,773	197,041
13									
14	EXPENSES:								
15	Direct Expenses:								
16	Promotional Materials	0	0	0	2,000	2,000	2,000	2,000	2,000
17	Advertising	0	0	0	520	520	520	520	520
18	Miscellaneous	730	1,459	1,783	0	0	0	0	0
19									
20	Total Direct Expenses	730	1,459	1,783	2,520	2,520	2,520	2,520	2,520
21									
22	Net Revenue/Expense	197,527	191,988	180,525	165,199	187,529	184,910	191,253	194,521
23									
24	Personnel Expenses:								
25	Salaries	20,677	21,700	19,143	15,682	15,682	16,742	16,310	16,962
26	FICA & Unemployment	1,559	1,635	1,272	1,275	1,275	1,356	1,326	1,379
27	Employee Benefits	2,956	3,166	3,992	3,558	3,558	3,701	3,701	3,849
28	Exp, Travel & Education.	1,227	0	0	75	75	75	78	81
29									
30	Total Personnel Expenses	26,419	26,501	24,407	20,590	20,590	21,873	21,415	22,271
31									
32	Total Dir & Personnel Exp.	27,149	27,960	26,190	23,110	23,110	24,393	23,935	24,791
33	Overhead Allocation	34,353	23,833	16,885	14,119	13,746	14,463	14,268	15,185
34									
35	Total MSBA Advantage Program	61,502	51,793	43,075	37,229	36,856	38,856	38,203	39,976