

**Mid-South Lions Operating Fund 2010-2011**  
**Change in Cash -- July 1, 2010 through June 30, 2011**

**REVENUE**

<u>Description</u>	<u>This Year</u>	<u>Last Year</u>	<u>+ OR &lt;-&gt;</u>	<u>Budget</u>	<u>Budget %</u>
Club contribs - Operating	\$ 213,236	\$ 212,749	487	\$ 190,500	(1.12)
Total Club Contributions	213,236	212,749	487	190,500	(1.12)
Trustees Fund Raiser	(462)	445	(907)	700	0.66
LCIF Grants	25,000	6,000	19,000	75,000	(0.33)
Corp & Foundation contribs	71,978	36,301	35,677	54,000	(1.33)
Individual contribs	11,067	17,391	(6,324)	13,300	(0.83)
Booster Club	9,675	9,710	(35)	8,000	(1.21)
Champions	17,669	13,698	3,971	18,000	(0.98)
Auction	8,174	8,824	(650)	11,000	(0.74)
Pres Secret Service	300	492	(192)	500	(0.60)
Football Poll	360	0	360	400	(0.90)
Memorials & Honoraria	3,270	3,363	(93)	2,600	(1.26)
Interest income	442	509	(67)	0	0.00
Miscellaneous Income	99	(99)	198	0	0.00
Promotional items income	95	244	(149)	0	0.00
Other Cash Contributions	147,667	96,878	50,789	183,500	(0.80)
Methodist Volunteer credits	14,505	16,189	(1,684)	25,000	(0.58)
HEI Volunteer Credits	3,334	3,219	115	6,000	(0.56)
Service discounts	541,889	511,054	30,835	510,000	(1.06)
Other Contributions	559,728	530,462	29,266	541,000	(1.03)
Total Income	920,631	840,089	80,542	915,000	(1.01)

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**Change in Cash -- July 1, 2010 through June 30, 2011**

<u>Description</u>	<u>EXPENDITURES</u>			<u>Budget</u>	<u>Budget %</u>
	<u>This Year</u>	<u>Last Year</u>	<u>+ OR &lt; - &gt;</u>		
<b>PATIENT EXPENSES</b>					
Memphis Clinics Cash Exps	23,552	18,936	4,616	15,000	1.57
Boozman-Hof REC	27,504	10,658	16,846	20,000	1.38
Mtn Home Clinics	8,689	0	8,689	5,000	1.74
Hot Springs Clinic	10,262	3,400	6,862	7,000	1.47
Gulf Coast Clinics	1,400	249	1,151	7,000	0.20
Columbus Clinics	0	0	0	4,000	0.00
Jackson MS Clinic	1,000	3,400	(2,400)	4,000	0.25
Hamilton Eye Institute	904	3,164	(2,260)	35,000	0.03
Rolla Clinic	1,400	2,195	(795)	4,000	0.35
Equipment purchased	0	0	0	75,000	0.00
Case exp-Service discounts	541,889	511,054	30,835	510,000	1.06
<b>Total Cash Pat Exp</b>	<b>616,600</b>	<b>553,056</b>	<b>63,544</b>	<b>686,000</b>	<b>0.90</b>
<b>ADMINISTRATIVE EXPENSES</b>					
Salary/Leasing costs	111,181	122,527	(11,346)	113,500	0.98
Employer Matching	7,265	9,665	(2,400)	8,700	0.84
Retirement & Insurance	5,414	5,109	305	5,000	1.08
Payroll Expenses	1,151	0	1,151	0	0.00
Accounting	9,926	8,018	1,908	7,500	1.32
Audio-Visual	3,961	600	3,361	2,000	1.98
Awards	6,598	6,365	233	5,000	1.32
Commissions	975	6,800	(5,825)	6,000	0.16
Interest expense	1,120	1,183	(63)	1,500	0.75
Legal fees	50	47	3	0	0.00
Insurance	2,636	2,097	539	2,100	1.26
Meetings	2,202	112	2,090	1,000	2.20
District/State Conventions	410	704	(294)	700	0.59
Presidents Weekend	(457)	2,240	(2,697)	3,000	(0.15)
Forum & Intl Conv	348	1,070	(722)	500	0.70
Promotional items expense	993	2,194	(1,201)	0	0.00
Public Relations	4,308	1,652	2,656	2,500	1.72
Consultant Fees	11,875	0	11,875	0	0.00
Marketing/Advertising	0	3,000	(3,000)	1,000	0.00
Miscellaneous expense	10	(110)	120	0	0.00
Credit Card Fees	737	472	265	500	1.47
Office supplies & expense	10,769	11,347	(578)	11,000	0.98
Computer Related Expenses	3,635	988	2,647	1,000	3.64
Office Equipment	5,914	5,925	(11)	2,800	2.11
Postage	4,502	6,382	(1,880)	5,000	0.90
Rent & storage	995	1,611	(616)	0	0.00
Taxes	(5)	0	(5)	0	0.00
Telecommunications	8,250	9,251	(1,001)	10,000	0.83
Training	673	415	258	200	3.37
Travel	6,345	8,069	(1,724)	7,500	0.85
<b>Total Admin Expenses</b>	<b>211,781</b>	<b>217,733</b>	<b>(5,952)</b>	<b>198,000</b>	<b>1.07</b>
<b>Total Expenses</b>	<b>828,381</b>	<b>770,789</b>	<b>57,592</b>	<b>884,000</b>	<b>0.94</b>
<b>Total Net</b>	<b>\$ 92,250</b>	<b>\$ 69,300</b>	<b>22,950</b>	<b>\$ 31,000</b>	<b>(2.98)</b>