

**IAHU**  
**Profit & Loss Budget vs. Actual**  
 July 2017 through March 2018

	Jul '17 - Mar 18	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
D&O Reimbursement from Chapters	400.00	400.00	0.00
<b>Sponsorship Revenue</b>			
Silver	10,000.00	0.00	10,000.00
Platinum	5,850.00	0.00	5,850.00
Gold	8,700.00	0.00	8,700.00
Bronze	4,600.00	0.00	4,600.00
Sponsorship Revenue - Other	0.00	35,000.00	-35,000.00
<b>Total Sponsorship Revenue</b>	29,150.00	35,000.00	-5,850.00
<b>Membership Dues</b>			
Associate Members	1,073.46	1,500.00	-426.54
General Memberships Dues	11,085.23	19,000.00	-7,914.77
<b>Total Membership Dues</b>	12,158.69	20,500.00	-8,341.31
<b>State Symposium Revenue</b>			
Awards Banquet Table Sponsors	0.00	1,000.00	-1,000.00
Awards Banquet Attendees	290.00	1,500.00	-1,210.00
Awards Banquet Sponsor	0.00	1,000.00	-1,000.00
Symposium Attendees	2,800.00	11,500.00	-8,700.00
Vendor/Exhibitor Revenues	3,745.20	9,000.00	-5,254.80
Law & Ethics CE Course	480.00	0.00	480.00
<b>Total State Symposium Revenue</b>	7,315.20	24,000.00	-16,684.80
<b>Total Income</b>	49,023.89	79,900.00	-30,876.11
<b>Gross Profit</b>	49,023.89	79,900.00	-30,876.11
<b>Expense</b>			
<b>General Operating Expenses</b>			
<b>Payroll Expenses</b>			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	10,600.00	14,400.00	-3,800.00
Payroll Taxes / Expenses	124.58	1,320.00	-1,195.42
Payroll Expenses - Other	810.90	0.00	810.90
<b>Total Payroll Expenses</b>	11,685.48	15,870.00	-4,184.52

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Chapter / Board Meetings	917.67	2,000.00	-1,082.33
Leadership Conference	5,465.08	4,500.00	965.08
Capital Conference	4,783.70	7,500.00	-2,716.30
National Conference	917.65	7,500.00	-6,582.35
Awards	0.00	550.00	-550.00
Bank Service Charges	351.17	900.00	-548.83
Banners/Signage (sponsors)	0.00	275.00	-275.00
Board Mtg Expenses (Not Travel)	264.32	300.00	-35.68
Charity Event Expense	0.00	1,500.00	-1,500.00
Insurance - D&O Liability	923.00	923.00	0.00
Government Affairs - Lobbyist	6,750.00	9,000.00	-2,250.00
Legislative Business Expenses	100.00	100.00	0.00
HUPAC - National Lobbying	250.00	250.00	0.00
Membership Recruitment	82.90	600.00	-517.10
Office Supplies	514.84	600.00	-85.16
Quickbooks Software	0.00	300.00	-300.00
Postage, Mailing Service	161.07	225.00	-63.93
Accounting Fees	615.00	625.00	-10.00
Technology / Website Fees	411.10	1,000.00	-588.90
Associate Member Reimbursement			
TVAHU	510.00	0.00	510.00
Associate Member Reimbursement - Other	0.00	800.00	-800.00
<b>Total Associate Member Reimbursement</b>	<b>540.00</b>	<b>800.00</b>	<b>-260.00</b>
General Sponsor Reimbursement			
NIAHU	250.00	750.00	-500.00
TVAHU	250.00	750.00	-500.00
SIAHU	250.00	750.00	-500.00
EIAHU	0.00	750.00	-750.00
<b>Total General Sponsor Reimbursement</b>	<b>750.00</b>	<b>3,000.00</b>	<b>-2,250.00</b>
<b>Total General Operating Expenses</b>	<b>35,482.98</b>	<b>58,318.00</b>	<b>-22,835.02</b>
State Symposium Expenses			
Awards Banquet Food	0.00	3,200.00	-3,200.00
Speaker Expenses-Banquet & Symp	800.00	5,000.00	-4,200.00
CE Credits	0.00	225.00	-225.00
Facility/Meeting Charges	2,165.30	7,000.00	-4,834.70
Symposium Food Charges	0.00	5,500.00	-5,500.00
Insurance	0.00	350.00	-350.00
Incidentals	212.00	400.00	-188.00

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Accrual Basis

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	<u>Jul '17 - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Printing, Postage, & Supplies	0.00	900.00	-900.00
Parking	0.00	300.00	-300.00
<b>Total State Symposium Expenses</b>	<u>3,177.30</u>	<u>22,875.00</u>	<u>-19,697.70</u>
<b>Total Expense</b>	<u>38,660.28</u>	<u>81,193.00</u>	<u>-42,532.72</u>
<b>Net Ordinary Income</b>	<u>10,363.61</u>	<u>-1,293.00</u>	<u>11,656.61</u>
<b>Net Income</b>	<u><b>10,363.61</b></u>	<u><b>-1,293.00</b></u>	<u><b>11,656.61</b></u>