

IAHU
Profit & Loss Budget vs. Actual
 July 2019 through April 2020

	Jul '19 - Apr 20	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
D&O Reimbursement from Chapters	400.00	400.00	0.00
Sponsorship Revenue			
Platinum	6,000.00	0.00	6,000.00
Gold	13,500.00	0.00	13,500.00
Bronze	7,000.00	0.00	7,000.00
Sponsorship Revenue - Other	0.00	33,000.00	-33,000.00
Total Sponsorship Revenue	26,500.00	33,000.00	-6,500.00
Membership Dues			
Associate Members	1,440.00	1,260.00	180.00
General Memberships Dues	14,130.27	17,000.00	-2,869.73
Total Membership Dues	15,570.27	18,260.00	-2,689.73
State Symposium Revenue			
Awards Banquet Attendees	0.00	1,000.00	-1,000.00
Symposium Attendees	0.00	11,500.00	-11,500.00
Vendor/Exhibitor Revenues	0.00	9,000.00	-9,000.00
Law & Ethics CE Course	0.00	2,000.00	-2,000.00
Total State Symposium Revenue	0.00	23,500.00	-23,500.00
Total Income	42,470.27	75,160.00	-32,689.73
Gross Profit	42,470.27	75,160.00	-32,689.73
Expense			
General Operating Expenses			
Payroll Expenses			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	12,000.00	14,400.00	-2,400.00
Payroll Taxes / Expenses	99.43	1,320.00	-1,220.57
Payroll Expenses - Other	918.00	0.00	918.00
Total Payroll Expenses	13,167.43	15,870.00	-2,702.57
Chapter / Board Meetings			
Leadership Conference	902.42	1,500.00	-597.58
Capital Conference	1,750.00	4,500.00	-2,750.00
National Conference	7,804.76	7,500.00	304.76
Awards	0.00	7,500.00	-7,500.00
Awards	0.00	550.00	-550.00
Bank Service Charges			
PayPal Fees	68.49	0.00	68.49
Bank Service Charges - Other	508.23	1,300.00	-791.77
Total Bank Service Charges	576.72	1,300.00	-723.28

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Accrual Basis

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Banners/Signage (sponsors)	0.00	275.00	-275.00
Board Mtg Expenses (Not Travel)	498.59	600.00	-101.41
Charity Event Expense	400.00	2,000.00	-1,600.00
Insurance - D&O Liability	923.00	923.00	0.00
Government Affairs - Lobbyist	6,416.69	9,000.00	-2,583.31
Legislative Business Expenses	210.06	100.00	110.06
HUPAC - National Lobbying	0.00	500.00	-500.00
Membership Recruitment	0.00	600.00	-600.00
Office Supplies	469.75	600.00	-130.25
Quickbooks Software	288.99	300.00	-11.01
Postage, Mailing Service	223.70	250.00	-26.30
Accounting Fees	725.00	700.00	25.00
Technology / Website Fees	679.00	750.00	-71.00
Associate Member Reimbursement			
TVAHU	680.00	0.00	680.00
Associate Member Reimbursement - Other	0.00	630.00	-630.00
Total Associate Member Reimbursement	680.00	630.00	50.00
General Sponsor Reimbursement			
NIAHU	250.00	1,000.00	-750.00
TVAHU	500.00	1,000.00	-500.00
SIAHU	1,000.00	1,000.00	0.00
EIAHU	0.00	1,000.00	-1,000.00
Total General Sponsor Reimbursement	1,750.00	4,000.00	-2,250.00
Total General Operating Expenses	37,466.11	59,948.00	-22,481.89
State Symposium Expenses			
Awards Banquet Food	0.00	3,000.00	-3,000.00
Speaker Expenses-Banquet & Symp	0.00	2,000.00	-2,000.00
CE Credits	0.00	50.00	-50.00
Facility/Meeting Charges	2,094.00	7,000.00	-4,906.00
Symposium Food Charges	0.00	5,000.00	-5,000.00
Insurance	185.00	226.00	-41.00
Incidentals	0.00	700.00	-700.00
Printing, Postage, & Supplies	0.00	450.00	-450.00
Total State Symposium Expenses	2,279.00	18,426.00	-16,147.00
Total Expense	39,745.11	78,374.00	-38,628.89
Net Ordinary Income	2,725.16	-3,214.00	5,939.16
Net Income	2,725.16	-3,214.00	5,939.16