

**IAHU**  
**Profit & Loss Budget vs. Actual**  
 July 1 through December 30, 2019

	Jul 1 - Dec 30, 19	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
D&O Reimbursement from Chapters	0.00	400.00	-400.00
Sponsorship Revenue	0.00	33,000.00	-33,000.00
<b>Membership Dues</b>			
Associate Members	800.00	1,260.00	-460.00
General Memberships Dues	8,928.25	17,000.00	-8,071.75
<b>Total Membership Dues</b>	9,728.25	18,260.00	-8,531.75
<b>State Symposium Revenue</b>			
Awards Banquet Attendees	0.00	1,000.00	-1,000.00
Symposium Attendees	0.00	11,500.00	-11,500.00
Vendor/Exhibitor Revenues	950.00	9,000.00	-8,050.00
Law & Ethics CE Course	0.00	2,000.00	-2,000.00
<b>Total State Symposium Revenue</b>	950.00	23,500.00	-22,550.00
<b>Total Income</b>	10,678.25	75,160.00	-64,481.75
<b>Gross Profit</b>	10,678.25	75,160.00	-64,481.75
<b>Expense</b>			
<b>General Operating Expenses</b>			
Payroll Expenses			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	7,200.00	14,400.00	-7,200.00
Payroll Taxes / Expenses	42.12	1,320.00	-1,277.88
Payroll Expenses - Other	550.80	0.00	550.80
<b>Total Payroll Expenses</b>	7,942.92	15,870.00	-7,927.08
Chapter / Board Meetings	730.90	1,500.00	-769.10
Leadership Conference	1,750.00	4,500.00	-2,750.00
Capital Conference	2,668.26	7,500.00	-4,831.74
National Conference	0.00	7,500.00	-7,500.00
Awards	0.00	550.00	-550.00
Bank Service Charges	143.76	1,300.00	-1,156.24
Banners/Signage (sponsors)	0.00	275.00	-275.00
Board Mtg Expenses (Not Travel)	248.88	600.00	-351.12
Charity Event Expense	0.00	2,000.00	-2,000.00
Insurance - D&O Liability	0.00	923.00	-923.00
Government Affairs - Lobbyist	2,750.01	9,000.00	-6,249.99
Legislative Business Expenses	60.06	100.00	-39.94
HUPAC - National Lobbying	0.00	500.00	-500.00
Membership Recruitment	0.00	600.00	-600.00
Office Supplies	228.12	600.00	-371.88

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Accrual Basis

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 July 1 through December 30, 2019

	Jul 1 - Dec 30, 19	Budget	\$ Over Budget
Quickbooks Software	288.99	300.00	-11.01
Postage, Mailing Service	27.00	250.00	-223.00
Accounting Fees	725.00	700.00	25.00
Technology / Website Fees	366.70	750.00	-383.30
<b>Associate Member Reimbursement</b>			
TVAHU	360.00	0.00	360.00
Associate Member Reimbursement - Other	0.00	630.00	-630.00
<b>Total Associate Member Reimbursement</b>	360.00	630.00	-270.00
<b>General Sponsor Reimbursement</b>			
NIAHU	0.00	1,000.00	-1,000.00
TVAHU	0.00	1,000.00	-1,000.00
SIAHU	250.00	1,000.00	-750.00
EIAHU	0.00	1,000.00	-1,000.00
<b>Total General Sponsor Reimbursement</b>	250.00	4,000.00	-3,750.00
<b>Total General Operating Expenses</b>	18,540.60	59,948.00	-41,407.40
<b>State Symposium Expenses</b>			
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	0.00	226.00	-226.00
Incidentals	0.00	700.00	-700.00
Printing, Postage, & Supplies	0.00	450.00	-450.00
<b>Total State Symposium Expenses</b>	2,094.00	18,426.00	-16,332.00
<b>Total Expense</b>	20,634.60	78,374.00	-57,739.40
<b>Net Ordinary Income</b>	-9,956.35	-3,214.00	-6,742.35
<b>Net Income</b>	<b>-9,956.35</b>	<b>-3,214.00</b>	<b>-6,742.35</b>