

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

	Jul '19 - Feb 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	9,000.00	0.00	9,000.00
Bronze	4,000.00	0.00	4,000.00
Sponsorship Revenue - Other	0.00	33,000.00	-33,000.00
Total Sponsorship Revenue	19,000.00	33,000.00	-14,000.00
Membership Dues			
Associate Members	1,440.00	1,260.00	180.00
General Memberships Dues	11,336.78	17,000.00	-5,663.22
Total Membership Dues	12,776.78	18,260.00	-5,483.22
State Symposium Revenue			
Awards Banquet Table Sponsors	350.00	0.00	350.00
Awards Banquet Attendees	155.00	1,000.00	-845.00
Symposium Attendees	1,575.00	11,500.00	-9,925.00
Vendor/Exhibitor Revenues	1,415.00	9,000.00	-7,585.00
Law & Ethics CE Course	490.00	2,000.00	-1,510.00
Total State Symposium Revenue	3,985.00	23,500.00	-19,515.00
Total Income	36,161.78	75,160.00	-38,998.22
Gross Profit	36,161.78	75,160.00	-38,998.22
Expense			
General Operating Expenses			
Payroll Expenses			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	9,600.00	14,400.00	-4,800.00
Payroll Taxes / Expenses	70.78	1,320.00	-1,249.22
Payroll Expenses - Other	734.40	0.00	734.40
Total Payroll Expenses	10,555.18	15,870.00	-5,314.82
Chapter / Board Meetings	730.90	1,500.00	-769.10
Leadership Conference	1,750.00	4,500.00	-2,750.00
Capital Conference	4,580.76	7,500.00	-2,919.24
National Conference	0.00	7,500.00	-7,500.00
Awards	0.00	550.00	-550.00
Bank Service Charges	211.13	1,300.00	-1,088.87

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

	Jul '19 - Feb 20	Budget	\$ Over Budget
Banners/Signage (sponsors)	0.00	275.00	-275.00
Board Mtg Expenses (Not Travel)	498.59	600.00	-101.41
Charity Event Expense	0.00	2,000.00	-2,000.00
Insurance - D&O Liability	923.00	923.00	0.00
Government Affairs - Lobbyist	4,583.35	9,000.00	-4,416.65
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	390.28	600.00	-209.72
Quickbooks Software	288.99	300.00	-11.01
Postage, Mailing Service	207.20	250.00	-42.80
Accounting Fees	725.00	700.00	25.00
Technology / Website Fees	619.10	750.00	-130.90
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	250.00	1,000.00	-750.00
SIAHU	750.00	1,000.00	-250.00
EIAHU	0.00	1,000.00	-1,000.00
Total General Sponsor Reimbursement	1,250.00	4,000.00	-2,750.00
Total General Operating Expenses	28,203.54	59,948.00	-31,744.46
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	0.00	226.00	-226.00
Incidentals	0.00	700.00	-700.00
Printing, Postage, & Supplies	0.00	450.00	-450.00
Total State Symposium Expenses	2,094.00	18,426.00	-16,332.00
Total Expense	30,297.54	78,374.00	-48,076.46
Net Ordinary Income	5,864.24	-3,214.00	9,078.24
Net Income	5,864.24	-3,214.00	9,078.24