

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

	Jul '19 - Mar 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	12,736.42	17,000.00	-4,263.58
Total Membership Dues	14,176.42	18,260.00	-4,083.58
State Symposium Revenue			
Awards Banquet Table Sponsors	350.00	0.00	350.00
Awards Banquet Attendees	95.00	1,000.00	-905.00
Symposium Attendees	830.00	11,500.00	-10,670.00
Vendor/Exhibitor Revenues	450.00	9,000.00	-8,550.00
Law & Ethics CE Course	455.00	2,000.00	-1,545.00
Total State Symposium Revenue	2,180.00	23,500.00	-21,320.00
Total Income	43,256.42	75,160.00	-31,903.58
Gross Profit	43,256.42	75,160.00	-31,903.58
Expense			
General Operating Expenses			
Payroll Expenses			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	10,800.00	14,400.00	-3,600.00
Payroll Taxes / Expenses	85.10	1,320.00	-1,234.90
Payroll Expenses - Other	826.20	0.00	826.20
Total Payroll Expenses	11,861.30	15,870.00	-4,008.70
Chapter / Board Meetings	730.90	1,500.00	-769.10
Leadership Conference	1,750.00	4,500.00	-2,750.00
Capital Conference	5,804.76	7,500.00	-1,695.24
National Conference	0.00	7,500.00	-7,500.00
Awards	0.00	550.00	-550.00

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Bank Service Charges			
PayPal Fees	68.49	0.00	68.49
Bank Service Charges - Other	328.06	1,300.00	-971.94
Total Bank Service Charges	396.55	1,300.00	-903.45
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	5,500.02	9,000.00	-3,499.98
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	649.05	750.00	-100.95
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	32,861.67	59,948.00	-27,086.33
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

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Accrual Basis

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Incidentals	0.00	700.00	-700.00
Printing, Postage, & Supplies	0.00	450.00	-450.00
Total State Symposium Expenses	<u>2,279.00</u>	<u>18,426.00</u>	<u>-16,147.00</u>
Total Expense	<u>35,140.67</u>	<u>78,374.00</u>	<u>-43,233.33</u>
Net Ordinary Income	<u>8,115.75</u>	<u>-3,214.00</u>	<u>11,329.75</u>
Net Income	<u><u>8,115.75</u></u>	<u><u>-3,214.00</u></u>	<u><u>11,329.75</u></u>