

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

| | Jul '19 - May 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 | 1,600.00 | 1,260.00 | 340.00 |
| General Memberships Dues | 15,086.61 | 17,000.00 | -1,913.39 |
| Total Membership Dues | 16,686.61 | 18,260.00 | -1,573.39 |
| 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 | 43,586.61 | 75,160.00 | -31,573.39 |
| Gross Profit | 43,586.61 | 75,160.00 | -31,573.39 |
| Expense | | | |
| General Operating Expenses | | | |
| Payroll Expenses | | | |
| Workers Compensation Insurance | 150.00 | 150.00 | 0.00 |
| Wages | 13,200.00 | 14,400.00 | -1,200.00 |
| Payroll Taxes / Expenses | 113.76 | 1,320.00 | -1,206.24 |
| Payroll Expenses - Other | 1,009.80 | 0.00 | 1,009.80 |
| Total Payroll Expenses | 14,473.56 | 15,870.00 | -1,396.44 |
| Chapter / Board Meetings | 902.42 | 1,500.00 | -597.58 |
| Leadership Conference | 1,750.00 | 4,500.00 | -2,750.00 |
| Capital Conference | 7,804.76 | 7,500.00 | 304.76 |
| National Conference | 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 | 528.23 | 1,300.00 | -771.77 |
| Total Bank Service Charges | 596.72 | 1,300.00 | -703.28 |
| 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 | 7,333.36 | 9,000.00 | -1,666.64 |
| 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 | 760.00 | 0.00 | 760.00 |
| Associate Member Reimbursement - Other | 0.00 | 630.00 | -630.00 |
| Total Associate Member Reimbursement | 760.00 | 630.00 | 130.00 |
| 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 | 39,788.91 | 59,948.00 | -20,159.09 |

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Accrual Basis

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| | Jul '19 - May 20 | Budget | \$ Over Budget |
|---------------------------------------|------------------|------------------|-------------------|
| 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 | 42,067.91 | 78,374.00 | -36,306.09 |
| Net Ordinary Income | 1,518.70 | -3,214.00 | 4,732.70 |
| Net Income | 1,518.70 | -3,214.00 | 4,732.70 |