

**IAHU**  
**Profit & Loss Budget vs. Actual**  
 July through October 2019

	Jul - Oct 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	400.00	1,260.00	-860.00
General Memberships Dues	6,683.10	17,000.00	-10,316.90
<b>Total Membership Dues</b>	7,083.10	18,260.00	-11,176.90
<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	0.00	9,000.00	-9,000.00
Law & Ethics CE Course	0.00	2,000.00	-2,000.00
<b>Total State Symposium Revenue</b>	0.00	23,500.00	-23,500.00
<b>Total Income</b>	7,083.10	75,160.00	-68,076.90
<b>Gross Profit</b>	7,083.10	75,160.00	-68,076.90
<b>Expense</b>			
<b>General Operating Expenses</b>			
<b>Payroll Expenses</b>			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	4,800.00	14,400.00	-9,600.00
Payroll Taxes / Expenses	28.08	1,320.00	-1,291.92
Payroll Expenses - Other	367.20	0.00	367.20
<b>Total Payroll Expenses</b>	5,345.28	15,870.00	-10,524.72
Chapter / Board Meetings	730.90	1,500.00	-769.10
Leadership Conference	1,750.00	4,500.00	-2,750.00
Capital Conference	0.00	7,500.00	-7,500.00
National Conference	0.00	7,500.00	-7,500.00
Awards	0.00	550.00	-550.00
Bank Service Charges	88.46	1,300.00	-1,211.54
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	0.00	9,000.00	-9,000.00
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 through October 2019

	Jul - Oct 19	Budget	\$ Over Budget
Quickbooks Software	288.99	300.00	-11.01
Postage, Mailing Service	27.00	250.00	-223.00
Accounting Fees	0.00	700.00	-700.00
Technology / Website Fees	306.80	750.00	-443.20
<b>Associate Member Reimbursement</b>			
TVAHU	160.00	0.00	160.00
Associate Member Reimbursement - Other	0.00	630.00	-630.00
<b>Total Associate Member Reimbursement</b>	160.00	630.00	-470.00
<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>	9,484.49	59,948.00	-50,463.51
<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>	11,578.49	78,374.00	-66,795.51
<b>Net Ordinary Income</b>	-4,495.39	-3,214.00	-1,281.39
<b>Net Income</b>	<b>-4,495.39</b>	<b>-3,214.00</b>	<b>-1,281.39</b>