

IAHU
Profit & Loss Budget vs. Actual
 July through September 2020

| | Jul - Sep 20 | Budget | \$ Over Budget |
|--------------------------------------|--------------|-----------|----------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| D&O Reimbursement from Chapters | 0.00 | 400.00 | -400.00 |
| Sponsorship Revenue | 0.00 | 25,000.00 | -25,000.00 |
| Membership Dues | | | |
| Associate Members | 240.00 | 1,500.00 | -1,260.00 |
| General Memberships Dues | 6,969.49 | 17,000.00 | -10,030.51 |
| Total Membership Dues | 7,209.49 | 18,500.00 | -11,290.51 |
| 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 |
| Day on the Hill Income | 0.00 | 6,200.00 | -6,200.00 |
| Total Income | 7,209.49 | 73,600.00 | -66,390.51 |
| Gross Profit | 7,209.49 | 73,600.00 | -66,390.51 |
| Expense | | | |
| General Operating Expenses | | | |
| Payroll Expenses | | | |
| Workers Compensation Insurance | 150.00 | 150.00 | 0.00 |
| Wages | 3,600.00 | 14,400.00 | -10,800.00 |
| Payroll Taxes / Expenses | 21.38 | 1,320.00 | -1,298.62 |
| Total Payroll Expenses | 4,046.78 | 15,870.00 | -11,823.22 |
| Capitol Conference | 0.00 | 5,000.00 | -5,000.00 |
| National Conference | 0.00 | 5,000.00 | -5,000.00 |
| Awards | 0.00 | 550.00 | -550.00 |
| Bank Service Charges | 62.82 | 0.00 | 62.82 |
| Banners/Signage (sponsors) | 0.00 | 275.00 | -275.00 |
| Board Mtg Expenses (Not Travel) | 0.00 | 600.00 | -600.00 |
| Charity Event Expense | 1,240.00 | 2,000.00 | -760.00 |
| Insurance - D&O Liability | 0.00 | 923.00 | -923.00 |
| Government Affairs - Lobbyist | 2,750.01 | 11,000.00 | -8,249.99 |
| Legislative Business Expenses | 0.00 | 150.00 | -150.00 |
| HUPAC - National Lobbying | 0.00 | 500.00 | -500.00 |
| Office Supplies | 306.82 | 600.00 | -293.18 |
| Quickbooks Software | 288.99 | 350.00 | -61.01 |
| Postage, Mailing Service | 19.64 | 250.00 | -230.36 |
| Accounting Fees | 0.00 | 725.00 | -725.00 |

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| Technology / Website Fees | 0.00 | 300.00 | -300.00 |
| Associate Member Reimbursement | 120.00 | 750.00 | -630.00 |
| General Sponsor Reimbursement | | | |
| NIAHU | 0.00 | 1,000.00 | -1,000.00 |
| TVAHU | 250.00 | 1,000.00 | -750.00 |
| SIAHU | 0.00 | 1,000.00 | -1,000.00 |
| EIAHU | 0.00 | 1,000.00 | -1,000.00 |
| Total General Sponsor Reimbursement | 250.00 | 4,000.00 | -3,750.00 |
| Total General Operating Expenses | 9,085.06 | 48,843.00 | -39,757.94 |
| 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 | 365.00 | -365.00 |
| Facility/Meeting Charges | 0.00 | 7,450.00 | -7,450.00 |
| Symposium Food Charges | 0.00 | 5,589.00 | -5,589.00 |
| 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 | 0.00 | 19,780.00 | -19,780.00 |
| Day on Hill Expenses | 0.00 | 4,200.00 | -4,200.00 |
| Total Expense | 9,085.06 | 72,823.00 | -63,737.94 |
| Net Ordinary Income | -1,875.57 | 777.00 | -2,652.57 |
| Net Income | -1,875.57 | 777.00 | -2,652.57 |