

**IAHU**  
**Profit & Loss Budget vs. Actual**  
**July through October 2020**

	Jul - Oct 20	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
D&O Reimbursement from Chapters	0.00	400.00	-400.00
Sponsorship Revenue	1,000.00	25,000.00	-24,000.00
<b>Membership Dues</b>			
Associate Members	400.00	1,500.00	-1,100.00
General Memberships Dues	7,867.51	17,000.00	-9,132.49
<b>Total Membership Dues</b>	8,267.51	18,500.00	-10,232.49
<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
Day on the Hill Income	0.00	6,200.00	-6,200.00
<b>Total Income</b>	9,267.51	73,600.00	-64,332.49
<b>Gross Profit</b>	9,267.51	73,600.00	-64,332.49
<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	28.51	1,320.00	-1,291.49
<b>Total Payroll Expenses</b>	5,345.71	15,870.00	-10,524.29
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	91.08	0.00	91.08
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	3,666.68	11,000.00	-7,333.32
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
Technology / Website Fees	0.00	300.00	-300.00
Associate Member Reimbursement	200.00	750.00	-550.00
<b>General Sponsor Reimbursement</b>			
NIAHU	250.00	1,000.00	-750.00
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
<b>Total General Sponsor Reimbursement</b>	500.00	4,000.00	-3,500.00
<b>Total General Operating Expenses</b>	11,658.92	48,843.00	-37,184.08
<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	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
<b>Total State Symposium Expenses</b>	0.00	19,780.00	-19,780.00
Day on Hill Expenses	0.00	4,200.00	-4,200.00
<b>Total Expense</b>	11,658.92	72,823.00	-61,164.08
<b>Net Ordinary Income</b>	-2,391.41	777.00	-3,168.41

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Accrual Basis

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**July through October 2020**

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	Jul - Oct 20	Budget	\$ Over Budget
Net Income	<u>-2,391.41</u>	<u>777.00</u>	<u>-3,168.41</u>