

IAHU
Profit & Loss Budget vs. Actual
 July 1, 2020 through May 1, 2021

	Jul 1, '20 - May 1, 21	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	5,000.00	0.00	5,000.00
Sponsorship Revenue - Other	0.00	25,000.00	-25,000.00
Total Sponsorship Revenue	24,500.00	25,000.00	-500.00
Membership Dues			
Associate Members	400.00	1,500.00	-1,100.00
General Memberships Dues	14,060.64	17,000.00	-2,939.36
Total Membership Dues	14,460.64	18,500.00	-4,039.36
State Symposium Revenue			
Symposium Attendees	6,963.93	0.00	6,963.93
Vendor/Exhibitor Revenues	2,550.00	0.00	2,550.00
Symposium Sponsorships	500.00	0.00	500.00
State Symposium Revenue - Other	0.00	6,250.00	-6,250.00
Total State Symposium Revenue	10,013.93	6,250.00	3,763.93
Day on the Hill Income	0.00	3,500.00	-3,500.00
Total Income	49,374.57	53,650.00	-4,275.43
Gross Profit	49,374.57	53,650.00	-4,275.43
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	103.66	1,320.00	-1,216.34
Payroll Expenses - Other	1,009.80	0.00	1,009.80
Total Payroll Expenses	14,463.46	15,870.00	-1,406.54
Capitol Conference	651.00	1,000.00	-349.00
National Conference	0.00	1,000.00	-1,000.00
Awards	458.80	550.00	-91.20
Bank Service Charges			
PayPal Fees	166.57	0.00	166.57
Bank Service Charges - Other	347.83	0.00	347.83
Total Bank Service Charges	514.40	0.00	514.40

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Charity Event Expense	1,240.00	0.00	1,240.00
Insurance - D&O Liability	969.00	923.00	46.00
Government Affairs - Lobbyist	9,166.70	11,000.00	-1,833.30
Legislative Business Expenses	0.00	150.00	-150.00
HUPAC - National Lobbying	0.00	500.00	-500.00
Office Supplies	306.82	100.00	206.82
Quickbooks Software	288.99	350.00	-61.01
Postage, Mailing Service	285.59	250.00	35.59
Accounting Fees	885.00	725.00	160.00
Technology / Website Fees	267.50	300.00	-32.50
Teleconferencing	120.35	500.00	-379.65
Associate Member Reimbursement			
TVAHU	200.00	0.00	200.00
Associate Member Reimbursement - Other	0.00	750.00	-750.00
Total Associate Member Reimbursement	200.00	750.00	-550.00
General Sponsor Reimbursement			
NIAHU	750.00	1,000.00	-250.00
TVAHU	250.00	1,000.00	-750.00
SIAHU	250.00	1,000.00	-750.00
EIAHU	0.00	1,000.00	-1,000.00
Total General Sponsor Reimbursement	1,250.00	4,000.00	-2,750.00
Total General Operating Expenses	31,067.61	37,968.00	-6,900.39
State Symposium Expenses			
Incidentals	100.00	0.00	100.00
State Symposium Expenses - Other	337.77	1,000.00	-662.23
Total State Symposium Expenses	437.77	1,000.00	-562.23
Total Expense	31,505.38	38,968.00	-7,462.62
Net Ordinary Income	17,869.19	14,682.00	3,187.19
Other Income/Expense			
Other Income			
Day on the Hill			
CE	2,539.61	0.00	2,539.61
Total Day on the Hill	2,539.61	0.00	2,539.61
Total Other Income	2,539.61	0.00	2,539.61
Other Expense			
DOTH Expense			
C.E.	595.53	0.00	595.53

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Accrual Basis

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DOTH Expense - Other	1,102.03	0.00	1,102.03
Total DOTH Expense	1,697.56	0.00	1,697.56
Total Other Expense	1,697.56	0.00	1,697.56
Net Other Income	842.05	0.00	842.05
Net Income	<u>18,711.24</u>	<u>14,682.00</u>	<u>4,029.24</u>