

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

	Jul 1, '20 - Mar 1, 21	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
D&O Reimbursement from Chapters	400.00	400.00	0.00
Sponsorship Revenue			
Platinum	6,000.00	0.00	6,000.00
Gold	9,000.00	0.00	9,000.00
Bronze	5,000.00	0.00	5,000.00
Sponsorship Revenue - Other	0.00	25,000.00	-25,000.00
<b>Total Sponsorship Revenue</b>	<b>20,000.00</b>	<b>25,000.00</b>	<b>-5,000.00</b>
<b>Membership Dues</b>			
Associate Members	400.00	1,500.00	-1,100.00
General Memberships Dues	11,692.93	17,000.00	-5,307.07
<b>Total Membership Dues</b>	<b>12,092.93</b>	<b>18,500.00</b>	<b>-6,407.07</b>
State Symposium Revenue	0.00	6,250.00	-6,250.00
Day on the Hill Income	0.00	3,500.00	-3,500.00
<b>Total Income</b>	<b>32,492.93</b>	<b>53,650.00</b>	<b>-21,157.07</b>
<b>Gross Profit</b>	<b>32,492.93</b>	<b>53,650.00</b>	<b>-21,157.07</b>
<b>Expense</b>			
<b>General Operating Expenses</b>			
Payroll Expenses			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	10,800.00	14,400.00	-3,600.00
Payroll Taxes / Expenses	79.30	1,320.00	-1,240.70
Payroll Expenses - Other	826.20	0.00	826.20
<b>Total Payroll Expenses</b>	<b>11,855.50</b>	<b>15,870.00</b>	<b>-4,014.50</b>
Capitol Conference	0.00	1,000.00	-1,000.00
National Conference	0.00	1,000.00	-1,000.00
Awards	0.00	550.00	-550.00
Bank Service Charges	259.38	0.00	259.38
Charity Event Expense	1,240.00	0.00	1,240.00
Insurance - D&O Liability	969.00	923.00	46.00
Government Affairs - Lobbyist	7,333.36	11,000.00	-3,666.64
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	247.94	250.00	-2.06
Accounting Fees	885.00	725.00	160.00
Technology / Website Fees	192.50	300.00	-107.50
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
<b>Total Associate Member Reimbursement</b>	<b>200.00</b>	<b>750.00</b>	<b>-550.00</b>
General Sponsor Reimbursement			
NIAHU	500.00	1,000.00	-500.00
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
<b>Total General Sponsor Reimbursement</b>	<b>1,000.00</b>	<b>4,000.00</b>	<b>-3,000.00</b>
<b>Total General Operating Expenses</b>	<b>24,898.84</b>	<b>37,968.00</b>	<b>-13,069.16</b>
State Symposium Expenses	0.00	1,000.00	-1,000.00
Day on Hill Expenses	0.00	190.00	-190.00
<b>Total Expense</b>	<b>24,898.84</b>	<b>39,158.00</b>	<b>-14,259.16</b>
<b>Net Ordinary Income</b>	<b>7,594.09</b>	<b>14,492.00</b>	<b>-6,897.91</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
Day on the Hill			
CE	2,515.64	0.00	2,515.64
<b>Total Day on the Hill</b>	<b>2,515.64</b>	<b>0.00</b>	<b>2,515.64</b>

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Accrual Basis

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	Jul 1, '20 - Mar 1, 21	Budget	\$ Over Budget
Total Other Income	2,515.64	0.00	2,515.64
Other Expense			
DOTH Expense			
C.E.	35.00	0.00	35.00
DOTH Expense - Other	259.98	0.00	259.98
Total DOTH Expense	294.98	0.00	294.98
Total Other Expense	294.98	0.00	294.98
Net Other Income	2,220.66	0.00	2,220.66
Net Income	<b>9,814.75</b>	<b>14,492.00</b>	<b>-4,677.25</b>