

IAHU
Profit & Loss Budget vs. Actual
 July 1, 2020 through March 30, 2021

	Jul 1, '20 - Mar 30, 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	12,862.21	17,000.00	-4,137.79
Total Membership Dues	13,262.21	18,500.00	-5,237.79
State Symposium Revenue			
Symposium Attendees	1,775.00	0.00	1,775.00
Vendor/Exhibitor Revenues	600.00	0.00	600.00
Symposium Sponsorships	500.00	0.00	500.00
State Symposium Revenue - Other	0.00	6,250.00	-6,250.00
Total State Symposium Revenue	2,875.00	6,250.00	-3,375.00
Day on the Hill Income	0.00	3,500.00	-3,500.00
Total Income	41,037.21	53,650.00	-12,612.79
Gross Profit	41,037.21	53,650.00	-12,612.79
Expense			
General Operating Expenses			
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
Total Payroll Expenses	11,855.50	15,870.00	-4,014.50
Capitol Conference	651.00	1,000.00	-349.00
National Conference	0.00	1,000.00	-1,000.00
Awards	0.00	550.00	-550.00
Bank Service Charges	154.38	0.00	154.38
Charity Event Expense	1,240.00	0.00	1,240.00
Insurance - D&O Liability	969.00	923.00	46.00
Government Affairs - Lobbyist	8,250.03	11,000.00	-2,749.97
Legislative Business Expenses	0.00	150.00	-150.00

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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	235.00	300.00	-65.00
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	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
Total General Sponsor Reimbursement	1,000.00	4,000.00	-3,000.00
Total General Operating Expenses	26,404.01	37,968.00	-11,563.99
State Symposium Expenses	0.00	1,000.00	-1,000.00
Day on Hill Expenses	0.00	190.00	-190.00
Total Expense	26,404.01	39,158.00	-12,753.99
Net Ordinary Income	14,633.20	14,492.00	141.20
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
DOTH Expense - Other	259.98	0.00	259.98
Total DOTH Expense	855.51	0.00	855.51
Total Other Expense	855.51	0.00	855.51
Net Other Income	1,684.10	0.00	1,684.10

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Accrual Basis

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	Jul 1, '20 - Mar 30, 21	Budget	\$ Over Budget
Net Income	<u>16,317.30</u>	<u>14,492.00</u>	<u>1,825.30</u>