

IAHU
Profit & Loss Budget vs. Actual
July through September 2021

	Jul - Sep 21	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
D&O Reimbursement from Chapters	0.00	500.00	-500.00
Sponsorship Revenue	0.00	28,000.00	-28,000.00
Membership Dues			
Associate Members	320.00	1,000.00	-680.00
General Memberships Dues	4,053.59	17,000.00	-12,946.41
Total Membership Dues	4,373.59	18,000.00	-13,626.41
State Symposium Revenue			
Social Hour Attendees	0.00	500.00	-500.00
Symposium Attendees	0.00	11,500.00	-11,500.00
Vendor/Exhibitor Revenues	0.00	9,000.00	-9,000.00
Symposium Sponsorships	0.00	2,000.00	-2,000.00
Total State Symposium Revenue	394.00	23,000.00	-22,606.00
Day on the Hill Income	0.00	2,000.00	-2,000.00
Ethics CE Course	0.00	2,000.00	-2,000.00
Total Income	4,767.59	73,500.00	-68,732.41
Gross Profit	4,767.59	73,500.00	-68,732.41
Expense			
General Operating Expenses			
Payroll Expenses			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	3,650.00	15,000.00	-11,350.00
Payroll Taxes / Expenses	15.15	1,500.00	-1,484.85
Payroll Expenses - Other	279.23	0.00	279.23
Total Payroll Expenses	4,094.38	16,650.00	-12,555.62
Chapter Board Meetings (Travel)	0.00	1,000.00	-1,000.00
Capitol Conference	0.00	7,500.00	-7,500.00
National Conference	0.00	5,000.00	-5,000.00
Awards	0.00	550.00	-550.00
Bank Service Charges	99.69	900.00	-800.31
Banners/Signage (sponsors)	0.00	275.00	-275.00
Board Mtg Expenses (Not Travel)	63.60	600.00	-536.40
Charity Event Expense	0.00	2,000.00	-2,000.00
Insurance - D&O Liability	0.00	1,000.00	-1,000.00
Government Affairs - Lobbyist	2,873.34	12,480.00	-9,606.66
Legislative Business Expenses	0.00	150.00	-150.00
HUPAC - National Lobbying	0.00	750.00	-750.00
Office Supplies	139.89	150.00	-10.11

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Accrual Basis

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Benevolence	0.00	400.00	-400.00
Quickbooks Software	349.99	350.00	-0.01
Postage, Mailing Service	22.60	250.00	-227.40
Accounting Fees	0.00	900.00	-900.00
Technology / Website Fees	45.00	300.00	-255.00
Teleconferencing	0.00	150.00	-150.00
Associate Member Reimbursement			
TVAHU	160.00	0.00	160.00
Associate Member Reimbursement - Other	0.00	500.00	-500.00
Total Associate Member Reimbursement	160.00	500.00	-340.00
General Sponsor Reimbursement			
NIAHU	0.00	750.00	-750.00
TVAHU	0.00	750.00	-750.00
SIAHU	250.00	750.00	-500.00
EIAHU	0.00	750.00	-750.00
Total General Sponsor Reimbursement	250.00	3,000.00	-2,750.00
Total General Operating Expenses	8,098.49	54,855.00	-46,756.51
State Symposium Expenses			
Speaker Expenses-Banquet & Symp	0.00	5,000.00	-5,000.00
Social Hour	0.00	1,000.00	-1,000.00
CE Credits	0.00	800.00	-800.00
Facility/Meeting Charges	0.00	1,000.00	-1,000.00
Symposium Food Charges	0.00	9,000.00	-9,000.00
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	18,176.00	-18,176.00
Total Expense	8,098.49	73,031.00	-64,932.51
Net Ordinary Income	-3,330.90	469.00	-3,799.90
Net Income	-3,330.90	469.00	-3,799.90