

**IAHU**  
**Profit & Loss Budget vs. Actual**  
 July through October 2021

	Jul - Oct 21	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
D&O Reimbursement from Chapters	0.00	500.00	-500.00
Sponsorship Revenue			
Bronze	2,000.00	0.00	2,000.00
Sponsorship Revenue - Other	0.00	28,000.00	-28,000.00
<b>Total Sponsorship Revenue</b>	<b>2,000.00</b>	<b>28,000.00</b>	<b>-26,000.00</b>
<b>Membership Dues</b>			
Associate Members	320.00	1,000.00	-680.00
General Memberships Dues	6,938.84	17,000.00	-10,061.16
<b>Total Membership Dues</b>	<b>7,258.84</b>	<b>18,000.00</b>	<b>-10,741.16</b>
<b>State Symposium Revenue</b>			
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
<b>Total State Symposium Revenue</b>	<b>394.00</b>	<b>23,000.00</b>	<b>-22,606.00</b>
Day on the Hill Income	0.00	2,000.00	-2,000.00
Ethics CE Course	0.00	2,000.00	-2,000.00
<b>Total Income</b>	<b>9,652.84</b>	<b>73,500.00</b>	<b>-63,847.16</b>
<b>Gross Profit</b>	<b>9,652.84</b>	<b>73,500.00</b>	<b>-63,847.16</b>
<b>Expense</b>			
<b>General Operating Expenses</b>			
<b>Payroll Expenses</b>			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	4,900.00	15,000.00	-10,100.00
Payroll Taxes / Expenses	20.34	1,500.00	-1,479.66
Payroll Expenses - Other	374.85	0.00	374.85
<b>Total Payroll Expenses</b>	<b>5,445.19</b>	<b>16,650.00</b>	<b>-11,204.81</b>
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	105.33	900.00	-794.67
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

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Government Affairs - Lobbyist	3,913.34	12,480.00	-8,566.66
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
Benevolence	142.09	400.00	-257.91
Quickbooks Software	349.99	350.00	-0.01
Postage, Mailing Service	22.60	250.00	-227.40
Accounting Fees	895.00	900.00	-5.00
Technology / Website Fees	60.00	300.00	-240.00
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
<b>Total Associate Member Reimbursement</b>	<b>160.00</b>	<b>500.00</b>	<b>-340.00</b>
General Sponsor Reimbursement			
NIAHU	250.00	750.00	-500.00
TVAHU	0.00	750.00	-750.00
SIAHU	250.00	750.00	-500.00
EIAHU	0.00	750.00	-750.00
<b>Total General Sponsor Reimbursement</b>	<b>500.00</b>	<b>3,000.00</b>	<b>-2,500.00</b>
<b>Total General Operating Expenses</b>	<b>11,797.03</b>	<b>54,855.00</b>	<b>-43,057.97</b>
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
<b>Total State Symposium Expenses</b>	<b>0.00</b>	<b>18,176.00</b>	<b>-18,176.00</b>
<b>Total Expense</b>	<b>11,797.03</b>	<b>73,031.00</b>	<b>-61,233.97</b>
<b>Net Ordinary Income</b>	<b>-2,144.19</b>	<b>469.00</b>	<b>-2,613.19</b>
<b>Net Income</b>	<b>-2,144.19</b>	<b>469.00</b>	<b>-2,613.19</b>