

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

	Jul - Dec 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	3,000.00	0.00	3,000.00
Sponsorship Revenue - Other	0.00	28,000.00	-28,000.00
<b>Total Sponsorship Revenue</b>	<b>3,000.00</b>	<b>28,000.00</b>	<b>-25,000.00</b>
<b>Membership Dues</b>			
Associate Members	400.00	1,000.00	-600.00
General Memberships Dues	8,918.22	17,000.00	-8,081.78
<b>Total Membership Dues</b>	<b>9,318.22</b>	<b>18,000.00</b>	<b>-8,681.78</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	450.00	9,000.00	-8,550.00
Symposium Sponsorships	0.00	2,000.00	-2,000.00
<b>Total State Symposium Revenue</b>	<b>844.00</b>	<b>23,000.00</b>	<b>-22,156.00</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>13,162.22</b>	<b>73,500.00</b>	<b>-60,337.78</b>
<b>Gross Profit</b>	<b>13,162.22</b>	<b>73,500.00</b>	<b>-60,337.78</b>
<b>Expense</b>			
<b>General Operating Expenses</b>			
<b>Payroll Expenses</b>			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	7,400.00	15,000.00	-7,600.00
Payroll Taxes / Expenses	30.71	1,500.00	-1,469.29
Payroll Expenses - Other	566.10	0.00	566.10
<b>Total Payroll Expenses</b>	<b>8,146.81</b>	<b>16,650.00</b>	<b>-8,503.19</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	190.07	900.00	-709.93
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	5,993.34	12,480.00	-6,486.66
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	240.63	400.00	-159.37
Quickbooks Software	349.99	350.00	-0.01
Postage, Mailing Service	40.00	250.00	-210.00
Accounting Fees	895.00	900.00	-5.00
Technology / Website Fees	90.00	300.00	-210.00
Teleconferencing	0.00	150.00	-150.00
Associate Member Reimbursement			
TVAHU	200.00	0.00	200.00
Associate Member Reimbursement - Other	0.00	500.00	-500.00
<b>Total Associate Member Reimbursement</b>	<b>200.00</b>	<b>500.00</b>	<b>-300.00</b>
General Sponsor Reimbursement			
NIAHU	250.00	750.00	-500.00
TVAHU	750.00	750.00	0.00
SIAHU	250.00	750.00	-500.00
EIAHU	0.00	750.00	-750.00
<b>Total General Sponsor Reimbursement</b>	<b>1,250.00</b>	<b>3,000.00</b>	<b>-1,750.00</b>
<b>Total General Operating Expenses</b>	<b>17,599.33</b>	<b>54,855.00</b>	<b>-37,255.67</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>17,599.33</b>	<b>73,031.00</b>	<b>-55,431.67</b>
<b>Net Ordinary Income</b>	<b>-4,437.11</b>	<b>469.00</b>	<b>-4,906.11</b>
<b>Net Income</b>	<b>-4,437.11</b>	<b>469.00</b>	<b>-4,906.11</b>