

IAHU
Profit & Loss Budget vs. Actual
 July 2021 through January 2022

	Jul '21 - Jan 22	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
D&O Reimbursement from Chapters	375.00	500.00	-125.00
Sponsorship Revenue			
Gold	4,500.00	0.00	4,500.00
Bronze	7,000.00	0.00	7,000.00
Sponsorship Revenue - Other	0.00	28,000.00	-28,000.00
Total Sponsorship Revenue	11,500.00	28,000.00	-16,500.00
Membership Dues			
Associate Members	400.00	1,000.00	-600.00
General Memberships Dues	9,717.10	17,000.00	-7,282.90
Total Membership Dues	10,117.10	18,000.00	-7,882.90
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	450.00	9,000.00	-8,550.00
Symposium Sponsorships	0.00	2,000.00	-2,000.00
Total State Symposium Revenue	844.00	23,000.00	-22,156.00
Day on the Hill Income	0.00	2,000.00	-2,000.00
CE Course	40.00	2,000.00	-1,960.00
Total Income	22,876.10	73,500.00	-50,623.90
Gross Profit	22,876.10	73,500.00	-50,623.90
Expense			
General Operating Expenses			
Payroll Expenses			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	8,650.00	15,000.00	-6,350.00
Payroll Taxes / Expenses	44.51	1,500.00	-1,455.49
Payroll Expenses - Other	661.73	0.00	661.73
Total Payroll Expenses	9,506.24	16,650.00	-7,143.76
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	114.98	900.00	-785.02
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

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Insurance - D&O Liability	1,006.00	1,000.00	6.00
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	315.00	300.00	15.00
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
Total Associate Member Reimbursement	200.00	500.00	-300.00
General Sponsor Reimbursement			
NIAHU	250.00	750.00	-500.00
TVAHU	1,000.00	750.00	250.00
SIAHU	250.00	750.00	-500.00
EIAHU	0.00	750.00	-750.00
Total General Sponsor Reimbursement	1,500.00	3,000.00	-1,500.00
Total General Operating Expenses	20,364.67	54,855.00	-34,490.33
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	20,364.67	73,031.00	-52,666.33
Net Ordinary Income	2,511.43	469.00	2,042.43
Net Income	2,511.43	469.00	2,042.43