

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

	Jul '21 - Feb 22	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
D&O Reimbursement from Chapters	500.00	500.00	0.00
Sponsorship Revenue			
Platinum	6,000.00	0.00	6,000.00
Gold	13,500.00	0.00	13,500.00
Bronze	8,000.00	0.00	8,000.00
Sponsorship Revenue - Other	0.00	28,000.00	-28,000.00
Total Sponsorship Revenue	27,500.00	28,000.00	-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
Ethics/CE Course	40.00	2,000.00	-1,960.00
Total Income	39,001.10	73,500.00	-34,498.90
Gross Profit	39,001.10	73,500.00	-34,498.90
Expense			
General Operating Expenses			
Payroll Expenses			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	9,900.00	15,000.00	-5,100.00
Payroll Taxes / Expenses	58.31	1,500.00	-1,441.69
Payroll Expenses - Other	757.35	0.00	757.35
Total Payroll Expenses	10,865.66	16,650.00	-5,784.34
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	96.98	900.00	-803.02
Banners/Signage (sponsors)	0.00	275.00	-275.00
Board Mtg Expenses (Not Travel)	357.18	600.00	-242.82

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Charity Event Expense	0.00	2,000.00	-2,000.00
Insurance - D&O Liability	1,006.00	1,000.00	6.00
Government Affairs - Lobbyist	7,033.34	12,480.00	-5,446.66
Legislative Business Expenses	150.00	150.00	0.00
HUPAC - National Lobbying	500.00	750.00	-250.00
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	252.00	250.00	2.00
Accounting Fees	895.00	900.00	-5.00
Technology / Website Fees	330.00	300.00	30.00
Teleconferencing	149.90	150.00	-0.10
Day on the Hill Expense	600.00	0.00	600.00
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	500.00	750.00	-250.00
TVAHU	1,250.00	750.00	500.00
SIAHU	250.00	750.00	-500.00
EIAHU	0.00	750.00	-750.00
Total General Sponsor Reimbursement	2,000.00	3,000.00	-1,000.00
Total General Operating Expenses	25,166.57	54,855.00	-29,688.43
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	2,821.40	1,000.00	1,821.40
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	2,821.40	18,176.00	-15,354.60
Total Expense	28,238.92	73,031.00	-44,792.08
Net Ordinary Income	10,762.18	469.00	10,293.18
Net Income	10,762.18	469.00	10,293.18