

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

	Jul '21 - May 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	9,000.00	0.00	9,000.00
Sponsorship Revenue - Other	0.00	28,000.00	-28,000.00
Total Sponsorship Revenue	31,000.00	28,000.00	3,000.00
Membership Dues			
Associate Members	800.00	1,000.00	-200.00
General Memberships Dues	14,732.87	17,000.00	-2,267.13
Total Membership Dues	15,532.87	18,000.00	-2,467.13
State Symposium Revenue			
Social Hour Attendees	0.00	500.00	-500.00
Symposium Attendees	14,226.90	11,500.00	2,726.90
Vendor/Exhibitor Revenues	6,450.00	9,000.00	-2,550.00
Symposium Sponsorships	1,000.00	2,000.00	-1,000.00
Total State Symposium Revenue	22,070.90	23,000.00	-929.10
Trip Raffle	4,530.98	0.00	4,530.98
Day on the Hill Income	0.00	2,000.00	-2,000.00
Ethics/CE Course	515.99	2,000.00	-1,484.01
YHI Course	3,042.80	0.00	3,042.80
Total Income	77,193.54	73,500.00	3,693.54
Gross Profit	77,193.54	73,500.00	3,693.54
Expense			
General Operating Expenses			
Payroll Expenses			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	13,650.00	15,000.00	-1,350.00
Payroll Taxes / Expenses	90.81	1,500.00	-1,409.19
Payroll Expenses - Other	1,044.23	0.00	1,044.23
Total Payroll Expenses	14,935.04	16,650.00	-1,714.96
Chapter Board Meetings (Travel)	544.90	1,000.00	-455.10
Capitol Conference	2,573.22	7,500.00	-4,926.78
National Conference	0.00	5,000.00	-5,000.00
Awards	371.48	550.00	-178.52
Bank Service Charges			
PayPal Fees	821.19	0.00	821.19

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Bank Service Charges - Other	1,072.76	900.00	172.76
Total Bank Service Charges	1,893.95	900.00	993.95
Banners/Signage (sponsors)	0.00	275.00	-275.00
Board Mtg Expenses (Not Travel)	357.18	600.00	-242.82
Charity Event Expense	1,920.00	2,000.00	-80.00
Insurance - D&O Liability	1,006.00	1,000.00	6.00
Government Affairs - Lobbyist	10,153.34	12,480.00	-2,326.66
Legislative Business Expenses	150.00	150.00	0.00
HUPAC - National Lobbying	500.00	750.00	-250.00
Office Supplies	212.94	150.00	62.94
Benevolence	340.63	400.00	-59.37
Quickbooks Software	349.99	350.00	-0.01
Postage, Mailing Service	275.20	250.00	25.20
Accounting Fees	895.00	900.00	-5.00
Technology / Website Fees	475.00	300.00	175.00
Teleconferencing	149.90	150.00	-0.10
Day on the Hill Expense	600.00	0.00	600.00
Associate Member Reimbursement			
TVAHU	400.00	0.00	400.00
Associate Member Reimbursement - Other	0.00	500.00	-500.00
Total Associate Member Reimbursement	400.00	500.00	-100.00
General Sponsor Reimbursement			
NIAHU	500.00	750.00	-250.00
TVAHU	1,500.00	750.00	750.00
SIAHU	500.00	750.00	-250.00
EIAHU	0.00	750.00	-750.00
Total General Sponsor Reimbursement	2,500.00	3,000.00	-500.00
Total General Operating Expenses	40,603.77	54,855.00	-14,251.23
State Symposium Expenses			
Speaker Expenses-Banquet & Symp	422.20	5,000.00	-4,577.80
Social Hour	0.00	1,000.00	-1,000.00
CE Credits	140.00	800.00	-660.00
Facility/Meeting Charges	2,821.40	1,000.00	1,821.40
Symposium Food Charges	0.00	9,000.00	-9,000.00
Insurance	188.00	226.00	-38.00
Incidentals	958.24	700.00	258.24
Printing, Postage, & Supplies	119.76	450.00	-330.24
Total State Symposium Expenses	4,649.60	18,176.00	-13,526.40
Total Expense	45,596.32	73,031.00	-27,434.68

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Accrual Basis

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	<u>Jul '21 - May 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Net Ordinary Income	31,597.22	469.00	31,128.22
Other Income/Expense			
Other Income	2,000.00	0.00	2,000.00
Net Other Income	2,000.00	0.00	2,000.00
Net Income	<u><u>33,597.22</u></u>	<u><u>469.00</u></u>	<u><u>33,128.22</u></u>