

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

	Jul '21 - Jun 22	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
D&O Reimbursement from Chapters	500.00	500.00	0.00
Sponsorship Revenue			
Silver	2,500.00	0.00	2,500.00
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	19,037.31	17,000.00	2,037.31
Total Membership Dues	19,837.31	18,000.00	1,837.31
State Symposium Revenue			
Trip Raffle	4,830.98	0.00	4,830.98
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
YHI Course	3,042.80	0.00	3,042.80
Total State Symposium Revenue	29,944.68	23,000.00	6,944.68
Day on the Hill Income	785.39	2,000.00	-1,214.61
Medicare Course	515.99	2,000.00	-1,484.01
Total Income	82,583.37	73,500.00	9,083.37
Gross Profit	82,583.37	73,500.00	9,083.37
Expense			
Day on the Hill Expense	600.00	0.00	600.00
Medicare CE Course	272.95	0.00	272.95
General Operating Expenses			
Payroll Expenses			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	14,900.00	15,000.00	-100.00
Payroll Taxes / Expenses	100.49	1,500.00	-1,399.51
Payroll Expenses - Other	1,139.85	0.00	1,139.85
Total Payroll Expenses	16,290.34	16,650.00	-359.66
Chapter Board Meetings (Travel)	544.90	1,000.00	-455.10
Capitol Conference	2,573.22	7,500.00	-4,926.78
National Conference	500.00	5,000.00	-4,500.00
Awards	371.48	550.00	-178.52
Bank Service Charges			
PayPal Fees	821.19	0.00	821.19
Bank Service Charges - Other	1,152.01	900.00	252.01
Total Bank Service Charges	1,973.20	900.00	1,073.20
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	11,193.34	12,480.00	-1,286.66
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	490.00	300.00	190.00
Teleconferencing	149.90	150.00	-0.10
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

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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	42,993.32	54,855.00	-11,861.68
State Symposium Expenses			
Speaker Expenses-Banquet & Symp	1,463.22	5,000.00	-3,536.78
Social Hour	0.00	1,000.00	-1,000.00
CE Credits	878.00	800.00	78.00
Facility/Meeting Charges	14,048.93	1,000.00	13,048.93
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
YHI CE Course	304.00	0.00	304.00
Total State Symposium Expenses	17,960.15	18,176.00	-215.85
Total Expense	61,826.42	73,031.00	-11,204.58
Net Ordinary Income	20,756.95	469.00	20,287.95
Other Income/Expense			
Other Income	11,050.00	0.00	11,050.00
Other Expense	27.00	0.00	27.00
Net Other Income	11,023.00	0.00	11,023.00
Net Income	31,779.95	469.00	31,310.95