

**IAHU**  
**Profit & Loss Budget vs. Actual**  
**July through September 2022**

	Jul - Sep 22	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
D&O Reimbursement from Chapters	0.00	500.00	-500.00
Sponsorship Revenue	0.00	32,000.00	-32,000.00
<b>Membership Dues</b>			
Associate Members	80.00	800.00	-720.00
General Memberships Dues	4,377.07	18,350.00	-13,972.93
<b>Total Membership Dues</b>	4,457.07	19,150.00	-14,692.93
<b>State Symposium Revenue</b>			
Trip Raffle	0.00	3,000.00	-3,000.00
Symposium Attendees	0.00	15,000.00	-15,000.00
Vendor/Exhibitor Revenues	0.00	10,000.00	-10,000.00
Symposium Sponsorships	0.00	1,000.00	-1,000.00
CE Course	0.00	2,500.00	-2,500.00
<b>Total State Symposium Revenue</b>	0.00	31,500.00	-31,500.00
<b>Day on the Hill Income</b>	0.00	1,000.00	-1,000.00
<b>Total Income</b>	4,457.07	84,150.00	-79,692.93
<b>Gross Profit</b>	4,457.07	84,150.00	-79,692.93
<b>Expense</b>			
<b>General Operating Expenses</b>			
<b>Payroll Expenses</b>			
Workers Compensation Insurance	128.00	150.00	-22.00
Wages	3,833.34	15,500.00	-11,666.66
Payroll Taxes / Expenses	15.91	1,500.00	-1,484.09
Payroll Expenses - Other	293.25	0.00	293.25
<b>Total Payroll Expenses</b>	4,270.50	17,150.00	-12,879.50
Chapter Board Meetings (Travel)	536.77	1,000.00	-463.23
Regional Leadership Conference	1,127.77	1,000.00	127.77
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
<b>Bank Service Charges</b>			
Merchant Account Fees	0.00	1,000.00	-1,000.00
PayPal Fees	0.00	1,000.00	-1,000.00
<b>Total Bank Service Charges</b>	0.00	2,000.00	-2,000.00
Board Mtg Expenses (Not Travel)	216.52	500.00	-283.48
Charity Event Expense	0.00	2,000.00	-2,000.00
Insurance - D&O Liability	0.00	1,100.00	-1,100.00

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Government Affairs - Lobbyist	3,120.00	14,000.00	-10,880.00
Legislative Business Expenses	0.00	150.00	-150.00
HUPAC - National Lobbying	0.00	1,250.00	-1,250.00
Membership Recruit / Name Chang	0.00	500.00	-500.00
Office Supplies	387.91	600.00	-212.09
Benevolence	0.00	400.00	-400.00
Quickbooks Software	474.00	475.00	-1.00
Postage, Mailing Service	33.00	275.00	-242.00
Accounting Fees	0.00	925.00	-925.00
Technology / Website Fees	45.00	525.00	-480.00
Teleconferencing	0.00	150.00	-150.00
Associate Member Reimbursement			
TVAHU	40.00	0.00	40.00
Associate Member Reimbursement - Other	0.00	400.00	-400.00
<b>Total Associate Member Reimbursement</b>	<b>40.00</b>	<b>400.00</b>	<b>-360.00</b>
General Sponsor Reimbursement			
NIAHU	0.00	1,000.00	-1,000.00
TVAHU	250.00	1,000.00	-750.00
SIAHU	0.00	1,000.00	-1,000.00
EIAHU	0.00	1,000.00	-1,000.00
<b>Total General Sponsor Reimbursement</b>	<b>250.00</b>	<b>4,000.00</b>	<b>-3,750.00</b>
<b>Total General Operating Expenses</b>	<b>10,501.47</b>	<b>61,450.00</b>	<b>-50,948.53</b>
State Symposium Expenses			
Speaker Expenses-Banquet & Symp	0.00	5,000.00	-5,000.00
CE Credits	0.00	900.00	-900.00
Facility/Meeting Charges	0.00	15,000.00	-15,000.00
Insurance	0.00	200.00	-200.00
Incidentals	0.00	1,000.00	-1,000.00
Printing, Postage, & Supplies	0.00	300.00	-300.00
CE Course	0.00	300.00	-300.00
<b>Total State Symposium Expenses</b>	<b>0.00</b>	<b>22,700.00</b>	<b>-22,700.00</b>
<b>Total Expense</b>	<b>10,501.47</b>	<b>84,150.00</b>	<b>-73,648.53</b>
<b>Net Ordinary Income</b>	<b>-6,044.40</b>	<b>0.00</b>	<b>-6,044.40</b>
Other Income/Expense			
Other Income			
Region 7 Conference			
Region 7 Attendee	9,107.93	0.00	9,107.93
Region 7 Sponsor	10,900.00	0.00	10,900.00

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Accrual Basis

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Total Region 7 Conference	20,007.93	0.00	20,007.93
Total Other Income	20,007.93	0.00	20,007.93
Other Expense			
Region 7 Expense	28,225.00	0.00	28,225.00
Total Other Expense	28,225.00	0.00	28,225.00
Net Other Income	-8,217.07	0.00	-8,217.07
<b>Net Income</b>	<b>-14,261.47</b>	<b>0.00</b>	<b>-14,261.47</b>