

## IAHU Profit & Loss Budget vs. Actual July 2022 through January 2023

	Jul '22 - Jan 23	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
D&O Reimbursement from Chapters	375.00	500.00	-125.00
Sponsorship Revenue			
Silver	2,500.00	0.00	2,500.00
Bronze	5,000.00	0.00	5,000.00
Sponsorship Revenue - Other	0.00	32,000.00	-32,000.00
<b>Total Sponsorship Revenue</b>	<b>7,500.00</b>	<b>32,000.00</b>	<b>-24,500.00</b>
<b>Membership Dues</b>			
Associate Members	80.00	800.00	-720.00
General Memberships Dues	7,689.48	18,350.00	-10,660.52
<b>Total Membership Dues</b>	<b>7,769.48</b>	<b>19,150.00</b>	<b>-11,380.52</b>
<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>	<b>0.00</b>	<b>31,500.00</b>	<b>-31,500.00</b>
<b>Day on the Hill Income</b>	<b>3,401.03</b>	<b>1,000.00</b>	<b>2,401.03</b>
<b>Total Income</b>	<b>19,045.51</b>	<b>84,150.00</b>	<b>-65,104.49</b>
<b>Gross Profit</b>	<b>19,045.51</b>	<b>84,150.00</b>	<b>-65,104.49</b>
<b>Expense</b>			
Day on the Hill Expense	566.00	0.00	566.00
General Operating Expenses			
Payroll Expenses			
Workers Compensation Insurance	128.00	150.00	-22.00
Wages	9,000.02	15,500.00	-6,499.98
Payroll Taxes / Expenses	45.10	1,500.00	-1,454.90
Payroll Expenses - Other	688.50	0.00	688.50
<b>Total Payroll Expenses</b>	<b>9,861.62</b>	<b>17,150.00</b>	<b>-7,288.38</b>
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

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<b>Bank Service Charges</b>			
Merchant Account Fees	189.25	1,000.00	-810.75
PayPal Fees	85.99	1,000.00	-914.01
<b>Total Bank Service Charges</b>	275.24	2,000.00	-1,724.76
<b>Board Mtg Expenses (Not Travel)</b>	216.52	500.00	-283.48
<b>Charity Event Expense</b>	0.00	2,000.00	-2,000.00
<b>Insurance - D&amp;O Liability</b>	1,006.00	1,100.00	-94.00
<b>Government Affairs - Lobbyist</b>	8,200.00	14,000.00	-5,800.00
<b>Legislative Business Expenses</b>	0.00	150.00	-150.00
<b>HUPAC - National Lobbying</b>	0.00	1,250.00	-1,250.00
<b>Membership Recruit / Name Chang</b>	31.90	500.00	-468.10
<b>Office Supplies</b>	559.91	600.00	-40.09
<b>Benevolence</b>	127.18	400.00	-272.82
<b>Quickbooks Software</b>	474.00	475.00	-1.00
<b>Postage, Mailing Service</b>	75.90	275.00	-199.10
<b>Accounting Fees</b>	1,095.00	925.00	170.00
<b>Technology / Website Fees</b>	297.50	525.00	-227.50
<b>Teleconferencing</b>	0.00	150.00	-150.00
<b>Associate Member Reimbursement</b>			
TVAHU	40.00	0.00	40.00
Associate Member Reimbursement - Other	0.00	400.00	-400.00
<b>Total Associate Member Reimbursement</b>	40.00	400.00	-360.00
<b>General Sponsor Reimbursement</b>			
NIAHU	500.00	1,000.00	-500.00
TVAHU	500.00	1,000.00	-500.00
SIAHU	0.00	1,000.00	-1,000.00
EIAHU	0.00	1,000.00	-1,000.00
<b>Total General Sponsor Reimbursement</b>	1,000.00	4,000.00	-3,000.00
<b>Total General Operating Expenses</b>	24,925.31	61,450.00	-36,524.69
<b>State Symposium Expenses</b>			
Speaker Expenses-Banquet & Symp	197.99	5,000.00	-4,802.01
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

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Printing, Postage, & Supplies	0.00	300.00	-300.00
CE Course	0.00	300.00	-300.00
<b>Total State Symposium Expenses</b>	<b>197.99</b>	<b>22,700.00</b>	<b>-22,502.01</b>
<b>Total Expense</b>	<b>25,689.30</b>	<b>84,150.00</b>	<b>-58,460.70</b>
Net Ordinary Income	-6,643.79	0.00	-6,643.79
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
<b>Total Region 7 Conference</b>	<b>20,007.93</b>	<b>0.00</b>	<b>20,007.93</b>
<b>Total Other Income</b>	<b>20,007.93</b>	<b>0.00</b>	<b>20,007.93</b>
Other Expense			
Region 7 Expense	28,225.00	0.00	28,225.00
<b>Total Other Expense</b>	<b>28,225.00</b>	<b>0.00</b>	<b>28,225.00</b>
Net Other Income	-8,217.07	0.00	-8,217.07
<b>Net Income</b>	<b>-14,860.86</b>	<b>0.00</b>	<b>-14,860.86</b>