

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

	Jul '22 - Feb 23	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
D&O Reimbursement from Chapters	375.00	500.00	-125.00
Sponsorship Revenue			
Silver	2,500.00	0.00	2,500.00
Gold	9,000.00	0.00	9,000.00
Bronze	5,000.00	0.00	5,000.00
Sponsorship Revenue - Other	0.00	32,000.00	-32,000.00
Total Sponsorship Revenue	16,500.00	32,000.00	-15,500.00
Membership Dues			
Associate Members	80.00	800.00	-720.00
General Memberships Dues	8,318.31	18,350.00	-10,031.69
Total Membership Dues	8,398.31	19,150.00	-10,751.69
State Symposium Revenue			
Trip Raffle	0.00	3,000.00	-3,000.00
Symposium Attendees	969.26	15,000.00	-14,030.74
Vendor/Exhibitor Revenues	1,650.00	10,000.00	-8,350.00
Symposium Sponsorships	0.00	1,000.00	-1,000.00
CE Course	284.91	2,500.00	-2,215.09
Total State Symposium Revenue	2,904.17	31,500.00	-28,595.83
Day on the Hill Income	5,643.18	1,000.00	4,643.18
Total Income	33,820.66	84,150.00	-50,329.34
Gross Profit	33,820.66	84,150.00	-50,329.34
Expense			
Day on the Hill Expense	4,544.24	0.00	4,544.24
General Operating Expenses			
Payroll Expenses			
Workers Compensation Insurance	128.00	150.00	-22.00
Wages	10,291.69	15,500.00	-5,208.31
Payroll Taxes / Expenses	56.43	1,500.00	-1,443.57
Payroll Expenses - Other	787.32	0.00	787.32
Total Payroll Expenses	11,263.44	17,150.00	-5,886.56
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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Bank Service Charges			
Merchant Account Fees	389.10	1,000.00	-610.90
PayPal Fees	213.93	1,000.00	-786.07
Total Bank Service Charges	603.03	2,000.00	-1,396.97
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	1,006.00	1,100.00	-94.00
Government Affairs - Lobbyist	9,700.00	14,000.00	-4,300.00
Legislative Business Expenses	0.00	150.00	-150.00
HUPAC - National Lobbying	0.00	1,250.00	-1,250.00
Membership Recruit / Name Chang	31.90	500.00	-468.10
Office Supplies	559.91	600.00	-40.09
Benevolence	127.18	400.00	-272.82
Quickbooks Software	474.00	475.00	-1.00
Postage, Mailing Service	301.90	275.00	26.90
Accounting Fees	1,095.00	925.00	170.00
Technology / Website Fees	312.50	525.00	-212.50
Teleconferencing	149.90	150.00	-0.10
Associate Member Reimbursement			
TVAHU	40.00	0.00	40.00
Associate Member Reimbursement - Other	0.00	400.00	-400.00
Total Associate Member Reimbursement	40.00	400.00	-360.00
General Sponsor Reimbursement			
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
Total General Sponsor Reimbursement	1,000.00	4,000.00	-3,000.00
Total General Operating Expenses	28,545.82	61,450.00	-32,904.18
State Symposium Expenses			
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	52.00	1,000.00	-948.00

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Printing, Postage, & Supplies	0.00	300.00	-300.00
CE Course	0.00	300.00	-300.00
Total State Symposium Expenses	249.99	22,700.00	-22,450.01
Total Expense	33,340.05	84,150.00	-50,809.95
Net Ordinary Income	480.61	0.00	480.61
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
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
Net Income	-7,736.46	0.00	-7,736.46