

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

	Jul '22 - Mar 23	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
D&O Reimbursement from Chapters	375.00	500.00	-125.00
<b>Sponsorship Revenue</b>			
Silver	2,500.00	0.00	2,500.00
Gold	13,500.00	0.00	13,500.00
Bronze	6,000.00	0.00	6,000.00
Sponsorship Revenue - Other	0.00	32,000.00	-32,000.00
<b>Total Sponsorship Revenue</b>	22,000.00	32,000.00	-10,000.00
<b>Membership Dues</b>			
Associate Members	80.00	800.00	-720.00
General Memberships Dues	9,184.19	18,350.00	-9,165.81
<b>Total Membership Dues</b>	9,264.19	19,150.00	-9,885.81
<b>State Symposium Revenue</b>			
Trip Raffle	1,464.18	3,000.00	-1,535.82
Symposium Attendees	2,508.16	15,000.00	-12,491.84
Vendor/Exhibitor Revenues	4,980.00	10,000.00	-5,020.00
Symposium Sponsorships	0.00	1,000.00	-1,000.00
CE Course	407.40	2,500.00	-2,092.60
<b>Total State Symposium Revenue</b>	9,359.74	31,500.00	-22,140.26
<b>Day on the Hill Income</b>	5,643.18	1,000.00	4,643.18
<b>Total Income</b>	46,642.11	84,150.00	-37,507.89
<b>Gross Profit</b>	46,642.11	84,150.00	-37,507.89
<b>Expense</b>			
Day on the Hill Expense	4,545.74	0.00	4,545.74
<b>General Operating Expenses</b>			
<b>Payroll Expenses</b>			
Workers Compensation Insurance	128.00	150.00	-22.00
Wages	11,583.36	15,500.00	-3,916.64
Payroll Taxes / Expenses	68.65	1,500.00	-1,431.35
Payroll Expenses - Other	886.13	0.00	886.13
<b>Total Payroll Expenses</b>	12,666.14	17,150.00	-4,483.86
Chapter Board Meetings (Travel)	536.77	1,000.00	-463.23
Regional Leadership Conference	1,127.77	1,000.00	127.77
Capitol Conference	1,631.00	7,500.00	-5,869.00
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	460.83	1,000.00	-539.17
PayPal Fees	279.46	1,000.00	-720.54
<b>Total Bank Service Charges</b>	740.29	2,000.00	-1,259.71
<b>Board Mtg Expenses (Not Travel)</b>	216.52	500.00	-283.48
<b>Charity Event Expense</b>	500.00	2,000.00	-1,500.00
<b>Insurance - D&amp;O Liability</b>	1,006.00	1,100.00	-94.00
<b>Government Affairs - Lobbyist</b>	11,200.00	14,000.00	-2,800.00
<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>	301.90	275.00	26.90
<b>Accounting Fees</b>	1,095.00	925.00	170.00
<b>Technology / Website Fees</b>	362.50	525.00	-162.50
<b>Teleconferencing</b>	149.90	150.00	-0.10
<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	750.00	1,000.00	-250.00
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>	1,250.00	4,000.00	-2,750.00
<b>Total General Operating Expenses</b>	34,016.78	61,450.00	-27,433.22
<b>State Symposium Expenses</b>			
Speaker Expenses-Banquet & Symp	197.99	5,000.00	-4,802.01
CE Credits	51.76	900.00	-848.24
Facility/Meeting Charges	2,538.24	15,000.00	-12,461.76
Insurance	0.00	200.00	-200.00
Incidentals	108.50	1,000.00	-891.50

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Accrual Basis

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	Jul '22 - Mar 23	Budget	\$ Over Budget
Printing, Postage, & Supplies	0.00	300.00	-300.00
CE Course	25.88	300.00	-274.12
<b>Total State Symposium Expenses</b>	<b>2,922.37</b>	<b>22,700.00</b>	<b>-19,777.63</b>
<b>Total Expense</b>	<b>41,484.89</b>	<b>84,150.00</b>	<b>-42,665.11</b>
Net Ordinary Income	5,157.22	0.00	5,157.22
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	27,146.34	0.00	27,146.34
<b>Total Other Expense</b>	<b>27,146.34</b>	<b>0.00</b>	<b>27,146.34</b>
Net Other Income	-7,138.41	0.00	-7,138.41
<b>Net Income</b>	<b>-1,981.19</b>	<b>0.00</b>	<b>-1,981.19</b>