

IAHU
Profit & Loss Budget vs. Actual
 July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
D&O Reimbursement from Chapters	400.00	400.00	0.00
Sponsorship Revenue			
Silver	5,941.70	0.00	5,941.70
Gold	8,700.00	0.00	8,700.00
Bronze	6,000.00	0.00	6,000.00
Sponsorship Revenue - Other	0.00	33,000.00	-33,000.00
Total Sponsorship Revenue	26,491.70	33,000.00	-6,508.30
Membership Dues			
Associate Members	1,436.22	1,500.00	-63.78
General Memberships Dues	13,303.13	16,000.00	-2,696.87
Total Membership Dues	14,739.35	17,500.00	-2,760.65
State Symposium Revenue			
Awards Banquet Table Sponsors	0.00	1,000.00	-1,000.00
Awards Banquet Attendees	550.00	1,500.00	-950.00
Awards Banquet Sponsor	0.00	1,000.00	-1,000.00
Symposium Attendees	2,000.00	11,500.00	-9,500.00
Vendor/Exhibitor Revenues	3,695.00	9,000.00	-5,305.00
Law & Ethics CE Course	360.00	0.00	360.00
Total State Symposium Revenue	6,605.00	24,000.00	-17,395.00
Total Income	48,236.05	74,900.00	-26,663.95
Gross Profit	48,236.05	74,900.00	-26,663.95
Expense			
General Operating Expenses			
Payroll Expenses			
Workers Compensation Insurance	150.00	150.00	0.00
Wages	9,000.00	12,000.00	-3,000.00
Payroll Taxes / Expenses	123.93	1,320.00	-1,196.07
Payroll Expenses - Other	688.50	0.00	688.50
Total Payroll Expenses	9,962.43	13,470.00	-3,507.57

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Chapter / Board Meetings	212.76	2,000.00	-1,787.24
Leadership Conference	2,451.93	3,000.00	-548.07
Capital Conference	5,430.25	7,500.00	-2,069.75
National Conference	599.10	7,500.00	-6,900.90
Awards	0.00	550.00	-550.00
Bank Service Charges	134.56	650.00	-515.44
Banners/Signage (sponsors)	335.60	275.00	60.60
Board Mtg Expenses (Not Travel)	212.66	300.00	-87.34
Charity Event Expense	150.00	1,500.00	-1,350.00
Insurance - D&O Liability	923.00	923.00	0.00
Government Affairs - Lobbyist	6,750.00	9,000.00	-2,250.00
Legislative Business Expenses	100.00	100.00	0.00
HUPAC - National Lobbying	0.00	250.00	-250.00
Membership Recruitment	0.00	500.00	-500.00
Office Supplies	348.48	600.00	-251.52
Quickbooks Software	0.00	250.00	-250.00
Postage, Mailing Service	194.49	225.00	-30.51
Accounting Fees	615.00	585.00	30.00
Technology / Website Fees	219.65	1,000.00	-780.35
Associate Member Reimbursement			
TVAHU	750.00	0.00	750.00
Associate Member Reimbursement - Other	0.00	750.00	-750.00
Total Associate Member Reimbursement	750.00	750.00	0.00
General Sponsor Reimbursement			
NIAHU	0.00	500.00	-500.00
TVAHU	0.00	500.00	-500.00
SIAHU	500.00	500.00	0.00
EIAHU	0.00	500.00	-500.00
Total General Sponsor Reimbursement	500.00	2,000.00	-1,500.00
Total General Operating Expenses	29,889.91	52,928.00	-23,038.09
State Symposium Expenses			
Awards Banquet Food	0.00	3,800.00	-3,800.00
Speaker Expenses-Banquet & Symp	2,000.00	2,500.00	-500.00
CE Credits	0.00	125.00	-125.00
Facility/Meeting Charges	2,727.22	5,500.00	-2,772.78
Symposium Food Charges	0.00	5,500.00	-5,500.00
Insurance	0.00	350.00	-350.00
Incidentals	82.98	400.00	-317.02

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Printing, Postage, & Supplies	59.62	900.00	-840.38
Parking	0.00	500.00	-500.00
Total State Symposium Expenses	4,869.82	19,575.00	-14,705.18
Total Expense	34,759.73	72,503.00	-37,743.27
Net Ordinary Income	13,476.32	2,397.00	11,079.32
Other Income/Expense			
Other Income			
Day on the Hill			
CE or Dinner Only	1,104.15	0.00	1,104.15
Corporate Sponsor	2,690.70	0.00	2,690.70
Total Day on the Hill	5,164.85	0.00	5,164.85
Total Other Income	5,164.85	0.00	5,164.85
Other Expense			
DOTH Expense	4,125.37	0.00	4,125.37
Total Other Expense	4,125.37	0.00	4,125.37
Net Other Income	1,039.48	0.00	1,039.48
Net Income	14,515.80	2,397.00	12,118.80