

VCAHU

Income Statement

Year-to-Date Performance, May 2020

| | <i>11 Months Ended May 31, 2020</i> | <i>Annual Budget</i> | <i>Unused</i> | <i>% Used</i> |
|------------------------------------|---|--------------------------|------------------|---------------|
| Income | | | | |
| Membership Dues: NAHU Dues | 1,327.80 | 1,850.00 | 522.20 | 71.8 % |
| Metallic Sponsorships | 19,000.00 | 15,000.00 | (4,000.00) | 126.7 % |
| Ethics - Registration | 100.00 | 2,500.00 | 2,400.00 | 4.0 % |
| Ethics - Sponsor | 500.00 | 1,000.00 | 500.00 | 50.0 % |
| Cornhole Registration | 0.00 | 3,000.00 | 3,000.00 | |
| Cornhole Auction/Opp. Drawing | 0.00 | 2,500.00 | 2,500.00 | |
| Cornhole Sponsors | 0.00 | 5,000.00 | 5,000.00 | |
| Medicare Summit (LAAHU Split) | 2,000.00 | 2,500.00 | 500.00 | 80.0 % |
| Membership Mtg-Registrations | 4,725.00 | 4,500.00 | (225.00) | 105.0 % |
| Membership Mtg- Sponsor | 350.00 | 1,800.00 | 1,450.00 | 19.4 % |
| Medicare Registration | 0.00 | 1,750.00 | 1,750.00 | |
| Medicare Sponsors | 0.00 | 1,800.00 | 1,800.00 | |
| Medicare Vendors | 0.00 | 900.00 | 900.00 | |
| Symposium/Chili Cook-Off - Reg. | 0.00 | 2,400.00 | 2,400.00 | |
| Symposium/Chili Cook-Off - Sponsor | 0.00 | 2,000.00 | 2,000.00 | |
| Symposium/Chili Cook-Off - Vendors | 0.00 | 2,500.00 | 2,500.00 | |
| Wine Mixer -Registration | 25.00 | 1,250.00 | 1,225.00 | 2.0 % |
| Wine Mixer -Raffle | 0.00 | 100.00 | 100.00 | |
| Wine Mixer -Sponsor | 0.00 | 1,000.00 | 1,000.00 | |
| Casino Night - Registration | 1,820.00 | 2,200.00 | 380.00 | 82.7 % |
| Casino Night - Sponsor | 1,950.00 | 6,550.00 | 4,600.00 | 29.8 % |
| Vanguard Registration | 0.00 | 600.00 | 600.00 | |
| Vanguard Sponsors | 0.00 | 1,200.00 | 1,200.00 | |
| Vanguard Game | 0.00 | 500.00 | 500.00 | |
| Holiday Charity Donations | 2,240.00 | 2,000.00 | (240.00) | 112.0 % |
| Miscellaneous Income | 0.00 | 100.00 | 100.00 | |
| TOTAL Income | 34,037.80 | 66,500.00 | 32,462.20 | 51.2 % |
| Expenses | | | | |
| Awards & Gifts | 0.00 | 250.00 | 250.00 | |
| Bank Fees | 0.00 | 25.00 | 25.00 | |
| Credit Card/Merchant Fees | 1,023.89 | 1,100.00 | 76.11 | 93.1 % |
| Board - President's Exp | 0.00 | 250.00 | 250.00 | |
| Board - Strategic Planning | 0.00 | 500.00 | 500.00 | |
| Board - CAHU HCS | 281.36 | 0.00 | (281.36) | |
| CAHU Health Care Retreat/Summit | 0.00 | 800.00 | 800.00 | |
| CAHU Capitol Summit | 0.00 | 2,000.00 | 2,000.00 | |
| Wine Mixer -F&B | 0.00 | 2,500.00 | 2,500.00 | |
| Wine Mixer -Printing | 0.00 | 50.00 | 50.00 | |
| Wine Mixer -Supplies | 0.00 | 200.00 | 200.00 | |
| Holiday Charity Donations | 1,982.02 | 2,000.00 | 17.98 | 99.1 % |
| Dues/Subscriptions | 140.00 | 0.00 | (140.00) | |
| Insurance - All | 1,496.00 | 1,700.00 | 204.00 | 88.0 % |
| Legal & Accounting (taxes) | 750.00 | 775.00 | 25.00 | 96.8 % |
| Management Fees | 5,720.00 | 7,500.00 | 1,780.00 | 76.3 % |

**11 Months Ended
May 31, 2020**

| | | Annual Budget | Unused | % Used |
|-----------------------------------|------------------|--------------------------|------------------|-----------------|
| Membership Marketing | 0.00 | 700.00 | 700.00 | |
| Miscellaneous Expenses | 0.00 | 200.00 | 200.00 | |
| NAHU CAP Conference -Reg/Travel | 4,765.21 | 5,100.00 | 334.79 | 93.4 % |
| NAHU Convention - Reg/Travel | 297.00 | 4,000.00 | 3,703.00 | 7.4 % |
| Office Supplies/Expenses | 456.73 | 800.00 | 343.27 | 57.1 % |
| CAHU PAC | 0.00 | 750.00 | 750.00 | |
| NAHU PAC (HUPAC) | 0.00 | 750.00 | 750.00 | |
| Region 8 Meeting - Reg/Travel | 1,518.31 | 1,200.00 | (318.31) | 126.5 % |
| Postage - Admin | 150.37 | 50.00 | (100.37) | 300.7 % |
| Printing - Admin | 0.60 | 50.00 | 49.40 | 1.2 % |
| Storage | 280.00 | 420.00 | 140.00 | 66.7 % |
| Telephone/Fax/Internet | 200.00 | 300.00 | 100.00 | 66.7 % |
| Website | 30.17 | 150.00 | 119.83 | 20.1 % |
| 5k - Dream Racer Donation | 61.52 | 0.00 | (61.52) | |
| Ethics - A/V | 0.00 | 250.00 | 250.00 | |
| Ethics - F&B | 0.00 | 1,750.00 | 1,750.00 | |
| Ethics - Room Rental | 0.00 | 750.00 | 750.00 | |
| Cornhole Donation | 0.00 | 2,500.00 | 2,500.00 | |
| Cornhole - F&B | 0.00 | 4,000.00 | 4,000.00 | |
| Cornhole Prizes | 0.00 | 250.00 | 250.00 | |
| Cornhole - Signs | 0.00 | 250.00 | 250.00 | |
| Cornhole Supplies | 0.00 | 500.00 | 500.00 | |
| Membership Meeting -Speaker | 95.00 | 0.00 | (95.00) | |
| Membership -Room, Food & Beverage | 5,723.49 | 6,300.00 | 576.51 | 90.8 % |
| Membership - Supplies | 0.00 | 300.00 | 300.00 | |
| Symposium - Decorations | 0.00 | 250.00 | 250.00 | |
| Symposium - Food & Beverage | 0.00 | 2,100.00 | 2,100.00 | |
| Symposium - Snack | 0.00 | 200.00 | 200.00 | |
| Symposium - Supplies | 0.00 | 500.00 | 500.00 | |
| Medicare F& B | 0.00 | 1,750.00 | 1,750.00 | |
| Medicare Supplies | 0.00 | 200.00 | 200.00 | |
| Casino Night Expenses | 1,710.00 | 0.00 | (1,710.00) | |
| Casino Night - Location | 750.00 | 1,800.00 | 1,050.00 | 41.7 % |
| Casino Night - F&B | 2,641.04 | 1,500.00 | (1,141.04) | 176.1 % |
| Casino Night - Decorations | 111.11 | 500.00 | 388.89 | 22.2 % |
| Casino Night - Vendors | 0.00 | 1,500.00 | 1,500.00 | |
| Casino Night - Supplies | 180.00 | 500.00 | 320.00 | 36.0 % |
| Vanguard F&B | 641.51 | 1,200.00 | 558.49 | 53.5 % |
| Vanguard Sponsor Supplies | 0.00 | 200.00 | 200.00 | |
| TOTAL Expenses | 31,005.33 | 63,170.00 | 32,164.67 | 49.1 % |
| ***** OPERATING PROFIT | 3,032.47 | 3,330.00 | 297.53 | 91.1 % |
| ***** PROFIT BEFORE TAXES | 3,032.47 | 3,330.00 | 297.53 | 91.1 % |
| | | | | |
| Provisions for Taxes | | | | |
| Income Tax Expenses | 238.34 | 10.00 | (228.34) | 2383.4 % |
| TOTAL Provisions for Taxes | 238.34 | 10.00 | (228.34) | 2383.4 % |
| | | | | |
| ***** NET PROFIT | 2,794.13 | 3,320.00 | 525.87 | 84.2 % |