

SAHU

Profit & Loss Budget vs. Actual

July 2009 through March 2010

	Jul '09 - Mar 10	Budget	\$ Over Budget	% of Budget
Income				
Membership				
Membership	6,951.11	9,000.00	-2,048.89	77.24%
Associate Membership	975.00	900.00	75.00	108.33%
Total Membership	7,926.11	9,900.00	-1,973.89	80.06%
Corporate Sponsor	31,720.00	20,000.00	11,720.00	158.6%
Continuing Education - Fall				
Sales	5,850.00	10,000.00	-4,150.00	58.5%
Sponsors	10,900.00	12,000.00	-1,100.00	90.83%
Food	-7,027.43	-9,000.00	1,972.57	78.08%
Printing	-306.68	-500.00	193.32	61.34%
Signs	-179.44	-200.00	20.56	89.72%
Speaker Expenses	-150.00	-200.00	50.00	75.0%
Total Continuing Education - Fall	9,086.45	12,100.00	-3,013.55	75.1%
Continuing Education - Spring				
Room Rental	-840.00			
Sales	-40.00			
Total Continuing Education - Spring	-880.00			
Continuing Education - Ethics				
Sales	2,240.00	100.00	2,140.00	2,240.0%
Sponsors	0.00	1,000.00	-1,000.00	0.0%
Food	-179.24	-500.00	320.76	35.85%
Printing	0.00	-300.00	300.00	0.0%
Total Continuing Education - Ethics	2,060.76	300.00	1,760.76	686.92%
Crab Feed				
Sales	14,760.00	17,000.00	-2,240.00	86.82%
Sponsor	4,050.00	4,000.00	50.00	101.25%
Raffle				
Auction Revenue	600.00	1,000.00	-400.00	60.0%
Revenue	1,970.00	3,000.00	-1,030.00	65.67%
Total Raffle	2,570.00	4,000.00	-1,430.00	64.25%
Bar				
Revenue	3,298.75	4,000.00	-701.25	82.47%
Expenses	-1,809.92	-2,496.00	686.08	72.51%
Total Bar	1,488.83	1,504.00	-15.17	98.99%
Catering	-10,102.97	-12,000.00	1,897.03	84.19%
ABC License	-25.00	-25.00	0.00	100.0%
Decorations	-230.88	-400.00	169.12	57.72%

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Entertainment	-800.00			
Music	-300.00	-500.00	200.00	60.0%
Printing	-532.89	-500.00	-32.89	106.58%
Room Rental	-880.00	-2,500.00	1,620.00	35.2%
Supplies	-258.39	-200.00	-58.39	129.2%
Clean Up Crew	0.00	-100.00	100.00	0.0%
Miscellaneous	-12.29	-100.00	87.71	12.29%
Total Crab Feed	<u>9,726.41</u>	<u>10,179.00</u>	<u>-452.59</u>	<u>95.55%</u>
Golf Tournament				
Greens Fees	0.00	-2,000.00	2,000.00	0.0%
Total Golf Tournament	<u>0.00</u>	<u>-2,000.00</u>	<u>2,000.00</u>	<u>0.0%</u>
Luncheon				
Sales	4,363.00	8,750.00	-4,387.00	49.86%
Sponsor	616.00			
Raffle	369.00			
Lunch Sponsorships	500.00	1,000.00	-500.00	50.0%
Food Costs	-7,830.31	-10,150.00	2,319.69	77.15%
Room Rental	-360.00			
Speaker Expenses	-500.00			
Other	0.00	-70.00	70.00	0.0%
Total Luncheon	<u>-2,842.31</u>	<u>-470.00</u>	<u>-2,372.31</u>	<u>604.75%</u>
Newsletter				
Advertising	2,000.00	3,500.00	-1,500.00	57.14%
Design	-600.00	-400.00	-200.00	150.0%
Postage	-320.25	-300.00	-20.25	106.75%
Printing	-1,318.35	-1,300.00	-18.35	101.41%
Total Newsletter	<u>-238.60</u>	<u>1,500.00</u>	<u>-1,738.60</u>	<u>-15.91%</u>
Website				
Expenses	-2,250.00	-2,250.00	0.00	100.0%
Total Website	<u>-2,250.00</u>	<u>-2,250.00</u>	<u>0.00</u>	<u>100.0%</u>
Other Fundraising				
20 Year Anniversary				
Awards	-875.44			
Entertainment	-250.00			
Sales	1,570.00			
Sponsorships	4,200.00			
Decorations	-189.62			
Food & Beverage	-3,172.67			
Gifts	-455.85			

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Postage	-132.00			
Printing	-707.97			
Total 20 Year Anniversary	-13.55			
Other Fundraising - Other	0.00	2,500.00	-2,500.00	0.0%
Total Other Fundraising	-13.55	2,500.00	-2,513.55	-0.54%
Total Income	54,295.27	51,759.00	2,536.27	104.9%
Expense				
Bank Service Charges	1,818.82	2,025.00	-206.18	89.82%
Charitable Contribution	200.00	2,250.00	-2,050.00	8.89%
Communications	126.00	500.00	-374.00	25.2%
Conferences				
Region VIII	720.00	1,200.00	-480.00	60.0%
Other	869.87	1,000.00	-130.13	86.99%
Washington DC				
Trip Expense	11,040.79	12,000.00	-959.21	92.01%
Total Washington DC	11,040.79	12,000.00	-959.21	92.01%
CAHU	749.13	800.00	-50.87	93.64%
Total Conferences	13,379.79	15,000.00	-1,620.21	89.2%
HUPAC	250.00			
Insurance				
D & O Insurance	1,275.00	1,400.00	-125.00	91.07%
Liability Insurance	1,333.54	1,000.00	333.54	133.35%
Total Insurance	2,608.54	2,400.00	208.54	108.69%
Internet Service	450.00	450.00	0.00	100.0%
Management Fee	21,420.00	22,780.00	-1,360.00	94.03%
Media	7,152.27	8,000.00	-847.73	89.4%
Miscellaneous	0.00	0.00	0.00	0.0%
Office Supplies	574.27	450.00	124.27	127.62%
Political Contribution	0.00	0.00	0.00	0.0%
Postage	52.79	90.00	-37.21	58.66%
Printing	205.54	450.00	-244.46	45.68%
Taxes	10.00	10.00	0.00	100.0%
Retreat	534.60	600.00	-65.40	89.1%
Telephone	233.55	243.00	-9.45	96.11%
Uncategorized Expenses	0.00			
Total Expense	49,016.17	55,248.00	-6,231.83	88.72%
Net Income	5,279.10	-3,489.00	8,768.10	-151.31%