

Profit & Loss
January through September 2019
Jan - Sep 19

Ordinary Income/Expense

Income	
Annual Conference Revenue	
Advertisers	4,175.00
Exhibitors	7,050.00
Registrations	28,440.00
Sponsors	45,725.00
Total Annual Conference Revenue	<u>85,390.00</u>
Grants	
NRHA Grant Membership Growth	4,829.00
2019 SRHA Veterans Edu. Sess.	2,335.00
NRHA - All of Us	4,345.00
NRHA Annual	9,500.00
Grants - Other	500.00
Total Grants	<u>21,509.00</u>
Membership Dues	
Individual	1,870.00
Organizational	10,205.00
Student	270.00
Total Membership Dues	<u>12,345.00</u>
Other Income	
CBO Consortium of Upstate NY	100.00
Other Income - Other	3,470.00
Total Other Income	<u>3,570.00</u>
Interest Income	7.23
Total Income	<u>122,821.23</u>
Gross Profit	<u>122,821.23</u>
Expense	
Operating Expenses	
Supplies	54.98
Marketing	
NRHA - All of Us Expense	2,628.00
Promotion and Sponsorship	290.47
Marketing - Other	373.77
Total Marketing	<u>3,292.24</u>
Postage	16.10
Printing	
Policy Committee Printing	138.76
Administrative Printing	49.98
Printing - Other	382.50
Total Printing	<u>571.24</u>
Dues and Subscriptions	9.75
Insurance	704.00
Staff Services Contract	32,082.69
Total Operating Expenses	<u>36,731.00</u>

Profit & Loss
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Annual Conference	
Supplies	249.54
Participant Engagement	300.00
Awards and Program Printing	1,487.52
Facility Deposit	
Facility Deposit	2,500.00
Total Facility Deposit	2,500.00
Networking Event	605.00
Other Supplies	6.00
Promotional Items	725.69
Speaker Fees	2,956.62
Total Annual Conference	8,830.37
Professional Fees/Services	
Audit	7,900.00
Bank & Credit Card Service Fees	970.98
IT Support Fees	22.50
Membership Management HW APS	1,500.00
Website	211.15
Total Professional Fees/Services	10,604.63
Training/Workshops	
Registrations	
NRHA Policy Institute	596.50
Total Registrations	596.50
Total Training/Workshops	596.50
Travel Expenses	
NHRA Policy Inst. St.Rep Travel	1,462.15
NRHA Annual Mtg/ ED Travel	1,197.63
Staff-Travel/Training	221.30
Total Travel Expenses	2,881.08
Total Expense	59,643.58
Net Ordinary Income	63,177.65
Net Income	63,177.65

Balance Sheet

As of September 30, 2019

Sep 30, 19

ASSETS

Current Assets

Checking/Savings

Key Bank MM Savings 19,344.30

NYSARH Checking 103,220.30

Paypal 2,440.07

Total Checking/Savings 125,004.67

Accounts Receivable

Accounts Receivable 17,210.00

Total Accounts Receivable 17,210.00

Total Current Assets 142,214.67

TOTAL ASSETS 142,214.67

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable 7,254.36

Total Accounts Payable 7,254.36

Total Current Liabilities 7,254.36

Total Liabilities 7,254.36

Equity

Retained Earnings 71,782.66

Net Income 63,177.65

Total Equity 134,960.31

TOTAL LIABILITIES & EQUITY 142,214.67

Profit & Loss Budget vs. Actual

January through September 2019

	Jan - Sep 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Annual Conference Revenue				
Advertisers	4,175.00	2,000.00	2,175.00	208.75%
Awards Luncheon	0.00	375.00	-375.00	0.0%
Exhibitors	7,050.00	2,500.00	4,550.00	282.0%
Networking Event	0.00	2,500.00	-2,500.00	0.0%
Pre Conference Registration	0.00	2,000.00	-2,000.00	0.0%
Registrations	28,440.00	23,675.00	4,765.00	120.13%
Sponsors	45,725.00	44,500.00	1,225.00	102.75%
Total Annual Conference Revenue	85,390.00	77,550.00	7,840.00	110.11%
Grants				
NRHA Grant Membership Growth	4,829.00			
2019 SRHA Veterans Edu. Sess.	2,335.00			
NRHA - All of Us	4,345.00	500.00	3,845.00	869.0%
NRHA Annual	9,500.00	9,500.00	0.00	100.0%
NRHA Skill Building	0.00	1,165.00	-1,165.00	0.0%
Grants - Other	500.00			
Total Grants	21,509.00	11,165.00	10,344.00	192.65%
Membership Dues				
Individual	1,870.00	1,750.00	120.00	106.86%
Organizational	10,205.00	11,310.00	-1,105.00	90.23%
Student	270.00	940.00	-670.00	28.72%
Total Membership Dues	12,345.00	14,000.00	-1,655.00	88.18%
Other Income				
CBO Consortium of Upstate NY	100.00			
RHNSCNY- Health Foundation Fund	0.00	2,000.00	-2,000.00	0.0%
Other Income - Other	3,470.00			
Total Other Income	3,570.00	2,000.00	1,570.00	178.5%
Interest Income	7.23	30.00	-22.77	24.1%
Total Income	122,821.23	104,745.00	18,076.23	117.26%
Gross Profit	122,821.23	104,745.00	18,076.23	117.26%
Expense				
Operating Expenses				
Supplies	54.98	600.00	-545.02	9.16%
Marketing				
NRHA - All of Us Expense	2,628.00			
Promotion and Sponsorship	290.47	1,000.00	-709.53	29.05%
Marketing - Other	373.77			
Total Marketing	3,292.24	1,000.00	2,292.24	329.22%
Postage	16.10			
Printing				
Policy Committee Printing	138.76	200.00	-61.24	69.38%
Membership Committee Printing	0.00	500.00	-500.00	0.0%
Administrative Printing	49.98	200.00	-150.02	24.99%
Printing - Other	382.50			

Profit & Loss Budget vs. Actual

January through September 2019

	Jan - Sep 19	Budget	\$ Over Budget	% of Budget
Total Printing	571.24	900.00	-328.76	63.47%
Dues and Subscriptions	9.75	1,155.00	-1,145.25	0.84%
Insurance	704.00	725.00	-21.00	97.1%
Staff Services Contract	32,082.69	44,000.00	-11,917.31	72.92%
Total Operating Expenses	36,731.00	48,380.00	-11,649.00	75.92%
Annual Conference				
Supplies	249.54			
Participant Engagement	300.00			
Promotional/Sponsor Recognition	0.00	3,000.00	-3,000.00	0.0%
Conference Food	0.00	19,123.00	-19,123.00	0.0%
Graphic Design Support	0.00	500.00	-500.00	0.0%
Awards and Program Printing	1,487.52	500.00	987.52	297.5%
Facility Deposit				
Facility Deposit	2,500.00	2,500.00	0.00	100.0%
Total Facility Deposit	2,500.00	2,500.00	0.00	100.0%
Networking Event	605.00	3,700.00	-3,095.00	16.35%
Other Supplies	6.00	500.00	-494.00	1.2%
Pre Conference Workshop	0.00	1,000.00	-1,000.00	0.0%
Promotional Items	725.69	1,500.00	-774.31	48.38%
Speaker Fees	2,956.62	1,500.00	1,456.62	197.11%
Website Support	0.00	500.00	-500.00	0.0%
Total Annual Conference	8,830.37	34,323.00	-25,492.63	25.73%
Professional Fees/Services				
Audit	7,900.00	5,400.00	2,500.00	146.3%
Bank & Credit Card Service Fees	970.98	770.00	200.98	126.1%
IT Support Fees	22.50	400.00	-377.50	5.63%
Membership Management HW APS	1,500.00	1,500.00	0.00	100.0%
Website	211.15	250.00	-38.85	84.46%
Total Professional Fees/Services	10,604.63	8,320.00	2,284.63	127.46%
Training/Workshops				
Registrations				
NYS Conference/ Events	0.00	800.00	-800.00	0.0%
NRHA Annual Conference	0.00	2,145.00	-2,145.00	0.0%
NRHA Policy Institute	596.50	1,890.00	-1,293.50	31.56%
Total Registrations	596.50	4,835.00	-4,238.50	12.34%
Total Training/Workshops	596.50	4,835.00	-4,238.50	12.34%
Travel Expenses				
NHRA Policy Inst. St.Rep Travel	1,462.15	1,220.00	242.15	119.85%
NRHA Annual Mtg/ ED Travel	1,197.63	1,480.00	-282.37	80.92%
NRHA Skills Trng. Travel	0.00	1,250.00	-1,250.00	0.0%
Staff-Travel/Training	221.30	1,050.00	-828.70	21.08%
Total Travel Expenses	2,881.08	5,000.00	-2,118.92	57.62%
Total Expense	59,643.58	100,858.00	-41,214.42	59.14%
Net Ordinary Income	63,177.65	3,887.00	59,290.65	1,625.36%
Net Income	63,177.65	3,887.00	59,290.65	1,625.36%