

Profit & Loss

January through November 2019

	<u>Jan - Nov 19</u>
Ordinary Income/Expense	
Income	
Sponsorship Income	45,125.00
Registrations Income	27,900.00
Exhibitors Income	7,300.00
Advertisers Income	4,175.00
Total Conference Income	84,500.00
Grant Income	
NRHA Grant Membership Growth	4,829.00
SRHA Veterans Edu. Sess.	2,335.00
NRHA All of Us	4,345.00
NRHA Annual	9,500.00
Grant Income - Other	500.00
Total Grant Income	21,509.00
Membership Dues	
Individual	2,170.00
Organizational	10,630.00
Student	290.00
Total Membership Dues	13,090.00
Other Income	
CBO Consortium of Upstate NY	1,500.00
Other Income - Other	3,720.01
Total Other Income	5,220.01
Interest Income	8.85
Total Income	124,327.86
Expense	
Annual Conference	
Supplies	255.54
Participant Engagement	300.00
Awards and Program Printing	1,487.52
Facility	
Facility Expense	13,145.57
Facility Deposit	2,500.00
Networking Event	2,837.00
Promotional Items	725.69
Speaker Fees	2,956.62
Total Annual Conference	24,207.94
Operating Expenses	
Registrations Expense	
NRHA Policy Institute	596.50
Travel Expenses	
NRHA Community Cooperative	88.16
NHRA Policy Institute	1,462.15
NRHA Annual Meeting/Education	1,197.63
Staff Travel	221.30

Profit & Loss

January through November 2019

	<u>Jan - Nov 19</u>
Total Travel Expenses	2,969.24
Bank & Credit Card Fees	987.47
Professional Fees/Services	
Audit	7,900.00
IT Support Fees	22.50
Membership Management HW APS	1,500.00
Website	211.15
Total Professional Fees/Services	<u>9,633.65</u>
Supplies	54.98
Marketing	
NRHA All of Us Expense	2,628.00
Promotion and Sponsorship	290.47
Marketing - Other	398.77
Total Marketing	<u>3,317.24</u>
Postage	-9.40
Printing	571.24
Member. Dues and Subscriptions	9.75
Insurance	704.00
Staff Services Contract	49,666.03
Total Operating Expenses	<u>68,500.70</u>
Total Expense	<u>92,708.64</u>
Net Ordinary Income	<u>31,619.22</u>
Net Income	<u><u>31,619.22</u></u>

Balance Sheet

As of November 30, 2019

Nov 30, 19

ASSETS

Current Assets

Checking/Savings

NYSARH Savings 19,345.92

NYSARH Checking 105,649.66

NYSARH PayPal 3,063.59

Total Checking/Savings 128,059.17

Accounts Receivable

Accounts Receivable 10,285.00

Total Current Assets 138,344.17

TOTAL ASSETS 138,344.17

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable 34,942.29

Total Liabilities 34,942.29

Equity

Retained Earnings 71,782.66

Net Income 31,619.22

Total Equity 103,401.88

TOTAL LIABILITIES & EQUITY 138,344.17

Profit & Loss Budget vs. Actual

January through November 2019

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Sponsorship Income	45,125.00	44,500.00	625.00	101.4%
Registrations Income	27,900.00	23,675.00	4,225.00	117.85%
Pre Conference Registr. Income	0.00	2,000.00	-2,000.00	0.0%
Networking Event Income	0.00	2,500.00	-2,500.00	0.0%
Exhibitors Income	7,300.00	2,500.00	4,800.00	292.0%
Awards Luncheon Income	0.00	375.00	-375.00	0.0%
Advertisers Income	4,175.00	2,000.00	2,175.00	208.75%
Grant Income				
NRHA Grant Membership Growth	4,829.00			
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%
Grant Income - Other	500.00			
Total Grant Income	21,509.00	11,165.00	10,344.00	192.65%
Membership Dues				
Individual	2,170.00	1,750.00	420.00	124.0%
Organizational	10,630.00	11,310.00	-680.00	93.99%
Student	290.00	940.00	-650.00	30.85%
Total Membership Dues	13,090.00	14,000.00	-910.00	93.5%
Other Income				
CBO Consortium of Upstate NY	1,500.00			
Other Income - Other	3,720.01			
Total Other Income	5,220.01			
Interest Income	8.85	30.00	-21.15	29.5%
Total Income	124,327.86	102,745.00	21,582.86	121.01%
Gross Profit	124,327.86	102,745.00	21,582.86	121.01%
Expense				
Annual Conference				
Supplies	255.54			
Participant Engagement	300.00			
Awards and Program Printing	1,487.52	500.00	987.52	297.5%
Facility				
Facility Expense	13,145.57			
Facility Deposit	2,500.00	2,500.00	0.00	100.0%
Total Facility	15,645.57	2,500.00	13,145.57	625.82%
Networking Event	2,837.00	3,700.00	-863.00	76.68%
Other Supplies	0.00	500.00	-500.00	0.0%
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	24,207.94	11,700.00	12,507.94	206.91%
Operating Expenses				
Registrations Expense				
NRHA Policy Institute	596.50	1,890.00	-1,293.50	31.56%
Total Registrations Expense	596.50	1,890.00	-1,293.50	31.56%
Travel Expenses				
NRHA Community Cooperative	88.16			
NHRA Policy Institute	1,462.15	1,220.00	242.15	119.85%
NRHA Annual Meeting/Education	1,197.63	1,480.00	-282.37	80.92%
NRHA Skills Training	0.00	1,250.00	-1,250.00	0.0%
Staff Travel	221.30	1,050.00	-828.70	21.08%
Total Travel Expenses	2,969.24	5,000.00	-2,030.76	59.39%
Bank & Credit Card Fees	987.47	770.00	217.47	128.24%
Professional Fees/Services				
Audit	7,900.00	5,400.00	2,500.00	146.3%
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%

Profit & Loss Budget vs. Actual

January through November 2019

	<u>Jan - Nov 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Website	211.15	250.00	-38.85	84.46%
Total Professional Fees/Services	9,633.65	7,550.00	2,083.65	127.6%
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	398.77			
Total Marketing	3,317.24	1,000.00	2,317.24	331.72%
Postage	-9.40			
Printing	571.24			
Member. 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	49,666.03	44,000.00	5,666.03	112.88%
Total Operating Expenses	<u>68,500.70</u>	<u>62,690.00</u>	<u>5,810.70</u>	<u>109.27%</u>
Total Expense	<u>92,708.64</u>	<u>74,390.00</u>	<u>18,318.64</u>	<u>124.63%</u>
Net Ordinary Income	<u>31,619.22</u>	<u>28,355.00</u>	<u>3,264.22</u>	<u>111.51%</u>
Net Income	<u><u>31,619.22</u></u>	<u><u>28,355.00</u></u>	<u><u>3,264.22</u></u>	<u><u>111.51%</u></u>