

Profit & Loss

January through December 2019
Jan - Dec 19

Ordinary Income/Expense	
Income	
Sponsorship Income	45,125.00
Registrations Income	27,900.00
Exhibitors Income	7,300.00
Advertisers Income	4,175.00
Grant Income	
Legislative Grant	11,666.66
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	<u>33,175.66</u>
Membership Dues	
Individual	1,563.33
Organizational	8,227.50
Student	245.00
Total Membership Dues	<u>10,035.83</u>
Other Income	
CBO Consortium of Upstate NY	1,500.00
Other Income - Other	4,720.03
Total Other Income	<u>6,220.03</u>
Interest Income	9.67
Total Income	<u>133,941.19</u>
Gross Profit	<u>133,941.19</u>
Expense	
Focus Group Expenses	579.00
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
Total Facility	<u>15,645.57</u>
Networking Event	2,837.00
Promotional Items	725.69
Speaker Fees	2,956.62
Total Annual Conference	<u>24,207.94</u>
Operating Expenses	
RAH Vouchers	0.00
RHN Voucher	0.00
Registrations Expense	
NRHA Policy Institute	596.50
Total Registrations Expense	<u>596.50</u>

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Travel Expenses	
NRHA Community Cooperative	88.16
NHRA Policy Institute	1,462.15
NRHA Annual Meeting/Education	1,197.63
Staff Travel	221.30
Travel Expenses - Other	26.68
Total Travel Expenses	2,995.92
Bank & Credit Card Fees	1,018.93
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	9,633.65
Supplies	125.67
Marketing	
NRHA All of Us Expense	2,628.00
Promotion and Sponsorship	290.47
Marketing - Other	448.54
Total Marketing	3,367.01
Postage	37.75
Printing	571.24
Member. Dues and Subscriptions	9.75
Insurance	704.00
Staff Services Contract	59,416.03
Total Operating Expenses	78,476.45
Bad Debt	3,735.00
Total Expense	106,998.39
Net Ordinary Income	26,942.80
Net Income	26,942.80

Balance Sheet
As of December 31, 2019
Dec 31, 19

ASSETS

Current Assets

Checking/Savings

NYSARH Savings	19,346.74
NYSARH Checking	86,324.14
NYSARH PayPal	4,352.15

Total Checking/Savings 110,023.03

Accounts Receivable

Accounts Receivable	289,765.99
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Total Accounts Receivable 289,765.99

Total Current Assets 399,789.02

TOTAL ASSETS 399,789.02

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable	296,374.39
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Total Accounts Payable 296,374.39

Other Current Liabilities

Deferred Revenue

Membership Revenue

Student	45.00
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Individual	831.67
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Organizational	3,812.50
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Total Membership Revenue 4,689.17

Total Deferred Revenue 4,689.17

Total Other Current Liabilities 4,689.17

Total Current Liabilities 301,063.56

Total Liabilities 301,063.56

Equity

Donor Restricted R. Earnings 2,490.82

Retained Earnings 69,291.84

Net Income 26,942.80

Total Equity 98,725.46

TOTAL LIABILITIES & EQUITY 399,789.02

Profit & Loss Budget vs. Actual

January through December 2019

	TOTAL			
	Jan - Dec 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Sponsorship Income	45,125.00	47,000.00	-1,875.00	96.01%
Registrations Income	27,900.00	26,050.00	1,850.00	107.1%
Exhibitors Income	7,300.00	2,500.00	4,800.00	292.0%
Advertisers Income	4,175.00	2,000.00	2,175.00	208.75%
Grant Income				
Legislative Grant	11,666.66			
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	11,165.00	-10,665.00	4.48%
Total Grant Income	33,175.66	11,165.00	22,010.66	297.14%
Membership Dues				
Individual	1,563.33	1,750.00	-186.67	89.33%
Organizational	8,227.50	11,310.00	-3,082.50	72.75%
Student	245.00	940.00	-695.00	26.06%
Total Membership Dues	10,035.83	14,000.00	-3,964.17	71.69%
Other Income				
CBO Consortium of Upstate NY	1,500.00			
Other Income - Other	4,720.03	2,000.00	2,720.03	236.0%
Total Other Income	6,220.03	2,000.00	4,220.03	311.0%
Interest Income	9.67	30.00	-20.33	32.23%
Total Income	133,941.19	104,745.00	29,196.19	127.87%
Gross Profit	133,941.19	104,745.00	29,196.19	127.87%
Expense				
Focus Group Expenses	579.00			
Annual Conference				
Supplies	255.54	1,100.00	-844.46	23.23%
Participant Engagement	300.00			
Awards and Program Printing	1,487.52	5,900.00	-4,412.48	25.21%
Facility				
Facility Expense	13,145.57	21,623.00	-8,477.43	60.79%
Facility Deposit	2,500.00			
Total Facility	15,645.57	21,623.00	-5,977.43	72.36%
Networking Event	2,837.00	3,700.00	-863.00	76.68%
Other Supplies	0.00	0.00	0.00	0.0%
Promotional Items	725.69			
Speaker Fees	2,956.62	1,500.00	1,456.62	197.11%
Website Support	0.00	0.00	0.00	0.0%
Total Annual Conference	24,207.94	33,823.00	-9,615.06	71.57%
Operating Expenses				
RAH Vouchers	0.00			
RHN Voucher	0.00			
Registrations Expense				
NRHA Policy Institute	596.50			
Total Registrations Expense	596.50			
Travel Expenses				
NRHA Community Cooperative	88.16			
NRHA Policy Institute	1,462.15			
NRHA Annual Meeting/Education	1,197.63			
Staff Travel	221.30			
Travel Expenses - Other	26.68	9,835.00	-9,808.32	0.27%
Total Travel Expenses	2,995.92	9,835.00	-6,839.08	30.46%
Training/Workshops	0.00	1,000.00	-1,000.00	0.0%
Bank & Credit Card Fees	1,018.93	770.00	248.93	132.33%
Professional Fees/Services				
Audit	7,900.00	5,400.00	2,500.00	146.3%
IT Support Fees	22.50	1,650.00	-1,627.50	1.36%
Membership Management HW APS	1,500.00	1,500.00	0.00	100.0%
Website	211.15			
Total Professional Fees/Services	9,633.65	8,550.00	1,083.65	112.67%

Profit & Loss Budget vs. Actual
January through December 2019

	TOTAL			
	Jan - Dec 19	Budget	\$ Over Budget	% of Budget
Supplies	125.67			
Marketing				
NRHA All of Us Expense	2,628.00			
Promotion and Sponsorship	290.47			
Marketing - Other	448.54	1,000.00	-551.46	44.85%
Total Marketing	3,367.01	1,000.00	2,367.01	336.7%
Postage	37.75			
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	59,416.03	44,000.00	15,416.03	135.04%
Total Operating Expenses	78,476.45	67,035.00	11,441.45	117.07%
Bad Debt	3,735.00			
Total Expense	106,998.39	100,858.00	6,140.39	106.09%
Net Ordinary Income	26,942.80	3,887.00	23,055.80	693.15%
Net Income	26,942.80	3,887.00	23,055.80	693.15%