

## NYSARH 2020 Operating Budget & 2020 Projections Comparison Key Notes

### 2020 NYSARH Virtual Annual Conference Projection Revenue Reflects:

- **Sponsorships:**
  - (1) of each (@ \$6,000 Platinum; \$5,000 Gold; \$4,000 Silver; \$3,000 Bronze; \$2,000 Track; \$1,000 Session)
- **Exhibitors**
  - (5) For-Profit (@ \$500)
  - (5) Non-Profit (@ \$250)
- **Advertisers:**
  - (5) Quarter Page (@ \$200)
  - (5) Eighth Page (@ \$100)
- **Registrants:**
  - Members
    - (45) Early Bird (@ \$75)
    - (30) Regular (@ \$100)
  - Non-Members
    - (45) Early Bird (@ \$125)
    - (30) Regular (@ \$150)
  - Students
    - (10) registrants (@ \$20)

### 2020 NYSARH Legislative Grant Projection Reflects:

- **Expenditures**
  - **RHN:** \$495,000.00 (RHN Total Allocated Expenditures) - \$120,167.87 (RHN Vouchers Received in 2019) - \$3,957.91 (RHN Vouchers Not Submitted) = **\$370,874.22 (RHN Vouchers Received in 2020)**
  - **RAH:** \$495,000.00 (RAH Total Allocated Expenditures) - \$152,026.46 (RAH Vouchers Received in 2019) - \$34,477.00 (RAH Vouchers Not Submitted) = **\$308,496.54 (RAH Vouchers Received in 2020)**
  - **Grant Revenue:** \$679,369.76 (RHN & RAH Vouchers Received) + \$93,933.34 (Administrative Services Revenue) = **\$773,304.10**
    - \*\*Please note that the Administrative Services Revenue considers a 4% decrease due to a total of 4% of voucher expenditures not submitted during the grant fiscal year. [\$110,000 Total Admin. Service Revenue x 96% = 105,600 Total Grant Revenue Expected]
    - [\$105,600 - \$11,666.66 earned in 2019 = \$93,933.34]**

### 2020 NYSARH NRHA Annual Grant Projection Reflects:

- **Loss of \$2,490.82** (This loss reflects the 2019 NRHA Annual Grant funds not expended, which moved the allocation of those funds to “Restricted Retained Earnings,” once those funds are spent in 2020, they will be reclassified as “Unrestricted Retained Earnings.” Both Retained Earnings Accounts can be found on the Balance Sheet under Equity.)

### 2020 NYSARH Unrestricted Projection Reflects:

- Actual 2020 earned revenue and accrued expenses through May 2020, and year end projected earned revenue and expenditures through December 2020.