

**New York State Association for Rural Health**  
**Profit & Loss by Class**  
 January - December 2020  
 Pre Year-End Adjustments

	20-21 Webinar Series Grant	Annual Conference	Legislative Grant	Memberships	Newsletter	NRHA Grant	RHN of SCNY	Unrestricted	Total 2020
<b>Revenue</b>									
Contract Income							3,530.00		3,530.00
Donations								25.00	25.00
Exhibitors Income		1,500.00							1,500.00
Grant Income	391.06								391.06
Legislative Grant			788,200.10						788,200.10
NRHA Annual						9,500.00			9,500.00
<b>Total Grant Income</b>	<b>\$ 391.06</b>	<b>\$ 0.00</b>	<b>\$ 788,200.10</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 9,500.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 798,091.16</b>
Interest Income								1,121.31	1,121.31
Marketing/Adv. Income		1,100.00							1,100.00
Membership Dues Income									0.00
Individual				1,595.42					1,595.42
Organizational				12,019.17					12,019.17
Student				110.84					110.84
<b>Total Membership Dues Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 13,725.43</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 13,725.43</b>
Other Income					750.00			50.00	800.00
CBO Consortium of Upstate NY								1,700.00	1,700.00
<b>Total Other Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 750.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 1,750.00</b>	<b>\$ 2,500.00</b>
Registrations Income		5,600.00						-795.00	4,805.00
Sponsorship Income		10,000.00			0.00				10,000.00
<b>Total Revenue</b>	<b>\$ 391.06</b>	<b>\$ 18,200.00</b>	<b>\$ 788,200.10</b>	<b>\$ 13,725.43</b>	<b>\$ 750.00</b>	<b>\$ 9,500.00</b>	<b>\$ 3,530.00</b>	<b>\$ 2,101.31</b>	<b>\$ 836,397.90</b>
<b>Gross Profit</b>	<b>\$ 391.06</b>	<b>\$ 18,200.00</b>	<b>\$ 788,200.10</b>	<b>\$ 13,725.43</b>	<b>\$ 750.00</b>	<b>\$ 9,500.00</b>	<b>\$ 3,530.00</b>	<b>\$ 2,101.31</b>	<b>\$ 836,397.90</b>
<b>Expenditures</b>									
Administrative Services Contract			23,333.32					48,175.02	71,508.34
Audit & Accounting Expense								5,475.00	5,475.00
Awards Expense								245.05	245.05
Bank & Credit Card Fees		245.63		116.73	5.80			56.97	425.13
Board/Committee Meetings								421.20	421.20
Consulting/Strategic Planning Expense								6,400.00	6,400.00
Fees & Licenses Expense		2,055.97							2,055.97
Insurance Expense								714.00	714.00
IT Support Expense								75.00	75.00
Marketing/Adv. Expense	291.06	449.90			15.74			268.82	1,025.52
Membership Dues Expense						675.00		130.00	805.00
Membership Management/Portal Expense				800.00					800.00
Miscellaneous Expense								44.28	44.28
Postage & Shipping								157.03	157.03
Printing Expense								110.14	110.14
RAH Voucher Expense			318,992.54						318,992.54
Registrations Expense						393.00		0.00	393.00
NRHA Policy Institute						1,278.00		3,395.00	4,673.00
<b>Total Registrations Expense</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 1,671.00</b>	<b>\$ 0.00</b>	<b>\$ 3,395.00</b>	<b>\$ 5,066.00</b>
RHN Voucher Expense			370,874.22						370,874.22
Speaker Fees	100.00								100.00
Supplies Expense		50.00						304.93	354.93
Telephone Expenses						149.90		1,514.75	1,664.65
Training/Workshops Expense								750.00	750.00
Travel Expenses				26.45				-31.20	-4.75
Advocacy						216.00		381.24	597.24
NHRA Policy Institute						5,313.36		2,915.13	8,228.49
NRHA Annual Conference						1,474.74			1,474.74
Staff Travel		36.98							36.98
<b>Total Travel Expenses</b>	<b>\$ 0.00</b>	<b>\$ 36.98</b>	<b>\$ 0.00</b>	<b>\$ 26.45</b>	<b>\$ 0.00</b>	<b>\$ 7,004.10</b>	<b>\$ 0.00</b>	<b>\$ 3,265.17</b>	<b>\$ 10,332.70</b>
<b>Total Expenditures</b>	<b>\$ 391.06</b>	<b>\$ 2,838.48</b>	<b>\$ 713,200.08</b>	<b>\$ 943.18</b>	<b>\$ 21.54</b>	<b>\$ 9,500.00</b>	<b>\$ 0.00</b>	<b>\$ 71,502.36</b>	<b>\$ 798,396.70</b>
<b>Net Operating Revenue</b>	<b>\$ 0.00</b>	<b>\$ 15,361.52</b>	<b>\$ 75,000.02</b>	<b>\$ 12,782.25</b>	<b>\$ 728.46</b>	<b>\$ 0.00</b>	<b>\$ 3,530.00</b>	<b>\$ 69,401.05</b>	<b>\$ 38,001.20</b>

# New York State Association for Rural Health Balance Sheet

As of December 31, 2020  
Pre Year-End Adjustments

	Total
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
NYSARH Checking	39,086.26
NYSARH Gold Money Mrkt Savings	105,351.30
NYSARH PayPal	940.85
<b>Total Bank Accounts</b>	<b>\$ 145,378.41</b>
<b>Accounts Receivable</b>	
Accounts Receivable	271,093.08
<b>Total Accounts Receivable</b>	<b>\$ 271,093.08</b>
<b>Total Current Assets</b>	<b>\$ 416,471.49</b>
<b>TOTAL ASSETS</b>	<b>\$ 416,471.49</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
Accounts Payable	272,282.15
<b>Total Accounts Payable</b>	<b>\$ 272,282.15</b>
<b>Other Current Liabilities</b>	
Deferred Revenue	0.00
<b>Membership Revenue</b>	
Individual	1,126.25
Organizational	3,913.33
Student	54.16
<b>Total Membership Revenue</b>	<b>\$ 5,093.74</b>
<b>Total Deferred Revenue</b>	<b>\$ 5,093.74</b>
FCH / Webinar Series Grant	2,368.94
<b>Total Other Current Liabilities</b>	<b>\$ 7,462.68</b>
<b>Total Current Liabilities</b>	<b>\$ 279,744.83</b>
<b>Total Liabilities</b>	<b>\$ 279,744.83</b>
<b>Equity</b>	
Donor Restricted R. Earnings	2,490.82
Retained Earnings	96,234.64
Net Revenue	38,001.20
<b>Total Equity</b>	<b>\$ 136,726.66</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 416,471.49</b>

**NYSARH**  
**Budget vs Actual**  
**January 1, 2020 - December 31, 2020**  
**Pre Year-End Adjustments**

	20-21 Webinar Series Grant				Annual Conference			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
<b>Revenue</b>								
Contract Income			0.00				0.00	
Donations			0.00				0.00	
Exhibitors Income			0.00		1,500.00	7,665.00	-6,165.00	19.57%
Grant Income	391.06		391.06				0.00	
Legislative Grant			0.00				0.00	
NRHA Annual			0.00				0.00	
<b>Total Grant Income</b>	<b>\$ 391.06</b>	<b>\$ 0.00</b>	<b>\$ 391.06</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
Interest Income			0.00				0.00	
Marketing/Adv. Income			0.00		1,100.00		1,100.00	
Membership Dues Income			0.00				0.00	
Individual			0.00				0.00	
Organizational			0.00				0.00	
Student			0.00				0.00	
<b>Total Membership Dues Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
Other Income			0.00				0.00	
CBO Consortium of Upstate NY			0.00				0.00	
<b>Total Other Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
Registrations Income			0.00		5,600.00	30,639.00	-25,039.00	18.28%
Sponsorship Income			0.00		10,000.00	52,395.00	-42,395.00	19.09%
<b>Total Revenue</b>	<b>\$ 391.06</b>	<b>\$ 0.00</b>	<b>\$ 391.06</b>		<b>\$ 18,200.00</b>	<b>\$ 90,699.00</b>	<b>-\$ 72,499.00</b>	<b>20.07%</b>
<b>Gross Profit</b>	<b>\$ 391.06</b>	<b>\$ 0.00</b>	<b>\$ 391.06</b>		<b>\$ 18,200.00</b>	<b>\$ 90,699.00</b>	<b>-\$ 72,499.00</b>	<b>20.07%</b>
<b>Expenditures</b>								
Administrative Services Contract			0.00				0.00	
Audit & Accounting Expense			0.00				0.00	
Awards Expense			0.00			3,500.00	-3,500.00	0.00%
Bank & Credit Card Fees			0.00		245.63	800.00	-554.37	30.70%
Board/Committee Meetings			0.00				0.00	
Consulting/Strategic Planning Expense			0.00				0.00	
Facility Expense			0.00			20,000.00	-20,000.00	0.00%
Fees & Licenses Expense			0.00		2,055.97		2,055.97	
Innovation Expense			0.00				0.00	
Insurance Expense			0.00				0.00	
IT Support Expense			0.00				0.00	
Marketing/Adv. Expense	291.06		291.06		449.90		449.90	
Membership Dues Expense			0.00				0.00	
Membership Management/Portal Expense			0.00				0.00	
Miscellaneous Expense			0.00				0.00	
Networking Expense			0.00			2,500.00	-2,500.00	0.00%
Postage & Shipping			0.00				0.00	
Printing Expense			0.00				0.00	
RAH Voucher Expense			0.00				0.00	
Registrations Expense			0.00				0.00	
NRHA Policy Institute			0.00				0.00	
<b>Total Registrations Expense</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
RHN Voucher Expense			0.00				0.00	
Speaker Fees	100.00		100.00			3,000.00	-3,000.00	0.00%
Supplies Expense			0.00		50.00	500.00	-450.00	10.00%
Telephone Expenses			0.00				0.00	
Training/Workshops Expense			0.00				0.00	
Travel Expenses			0.00				0.00	
Advocacy			0.00				0.00	
NHRA Policy Institute			0.00				0.00	
NRHA Annual Conference			0.00				0.00	
Staff Travel			0.00		36.98		36.98	
<b>Total Travel Expenses</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 36.98</b>	<b>\$ 0.00</b>	<b>\$ 36.98</b>	
<b>Total Expenditures</b>	<b>\$ 391.06</b>	<b>\$ 0.00</b>	<b>\$ 391.06</b>		<b>\$ 2,838.48</b>	<b>\$ 30,300.00</b>	<b>-\$ 27,461.52</b>	<b>9.37%</b>
<b>Net Operating Revenue</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 15,361.52</b>	<b>\$ 60,399.00</b>	<b>-\$ 45,037.48</b>	<b>25.43%</b>
<b>Net Revenue</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 15,361.52</b>	<b>\$ 60,399.00</b>	<b>-\$ 45,037.48</b>	<b>25.43%</b>

**NYSARH**  
**Budget vs Actual**  
**January 1, 2020 - December 31, 2020**  
**Pre Year-End Adjustments**

	Legislative Grant				Memberships			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
<b>Revenue</b>								
Contract Income			0.00				0.00	
Donations			0.00				0.00	
Exhibitors Income			0.00				0.00	
Grant Income			0.00				0.00	
Legislative Grant	788,200.10	1,088,333.33	-300,133.23	72.42%			0.00	
NRHA Annual			0.00				0.00	
<b>Total Grant Income</b>	<b>\$ 788,200.10</b>	<b>\$ 1,088,333.33</b>	<b>-\$ 300,133.23</b>	<b>72.42%</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
Interest Income			0.00				0.00	
Marketing/Adv. Income			0.00				0.00	
Membership Dues Income			0.00				0.00	
Individual			0.00		1,595.42	1,800.00	-204.58	88.63%
Organizational			0.00		12,019.17	24,200.00	-12,180.83	49.67%
Student			0.00		110.84	1,000.00	-889.16	11.08%
<b>Total Membership Dues Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 13,725.43</b>	<b>\$ 27,000.00</b>	<b>-\$ 13,274.57</b>	<b>50.83%</b>
Other Income			0.00				0.00	
CBO Consortium of Upstate NY			0.00				0.00	
<b>Total Other Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
Registrations Income			0.00				0.00	
Sponsorship Income			0.00				0.00	
<b>Total Revenue</b>	<b>\$ 788,200.10</b>	<b>\$ 1,088,333.33</b>	<b>-\$ 300,133.23</b>	<b>72.42%</b>	<b>\$ 13,725.43</b>	<b>\$ 27,000.00</b>	<b>-\$ 13,274.57</b>	<b>50.83%</b>
<b>Gross Profit</b>	<b>\$ 788,200.10</b>	<b>\$ 1,088,333.33</b>	<b>-\$ 300,133.23</b>	<b>72.42%</b>	<b>\$ 13,725.43</b>	<b>\$ 27,000.00</b>	<b>-\$ 13,274.57</b>	<b>50.83%</b>
<b>Expenditures</b>								
Administrative Services Contract	23,333.32	23,333.33	-0.01	100.00%			0.00	
Audit & Accounting Expense			0.00				0.00	
Awards Expense			0.00				0.00	
Bank & Credit Card Fees			0.00		116.73	400.00	-283.27	29.18%
Board/Committee Meetings			0.00				0.00	
Consulting/Strategic Planning Expense			0.00				0.00	
Facility Expense			0.00				0.00	
Fees & Licenses Expense			0.00				0.00	
Innovation Expense			0.00				0.00	
Insurance Expense			0.00				0.00	
IT Support Expense			0.00				0.00	
Marketing/Adv. Expense			0.00			1,500.00	-1,500.00	0.00%
Membership Dues Expense			0.00			13,200.00	-13,200.00	0.00%
Membership Management/Portal Expense			0.00		800.00	1,500.00	-700.00	53.33%
Miscellaneous Expense			0.00				0.00	
Networking Expense			0.00				0.00	
Postage & Shipping			0.00				0.00	
Printing Expense			0.00				0.00	
RAH Voucher Expense	318,992.54	495,000.00	-176,007.46	64.44%			0.00	
Registrations Expense			0.00				0.00	
NRHA Policy Institute			0.00				0.00	
<b>Total Registrations Expense</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
RHN Voucher Expense	370,874.22	495,000.00	-124,125.78	74.92%			0.00	
Speaker Fees			0.00				0.00	
Supplies Expense			0.00				0.00	
Telephone Expenses			0.00				0.00	
Training/Workshops Expense			0.00				0.00	
Travel Expenses			0.00		26.45		26.45	
Advocacy			0.00				0.00	
NHRA Policy Institute			0.00				0.00	
NRHA Annual Conference			0.00				0.00	
Staff Travel			0.00				0.00	
<b>Total Travel Expenses</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 26.45</b>	<b>\$ 0.00</b>	<b>\$ 26.45</b>	
<b>Total Expenditures</b>	<b>\$ 713,200.08</b>	<b>\$ 1,013,333.33</b>	<b>-\$ 300,133.25</b>	<b>70.38%</b>	<b>\$ 943.18</b>	<b>\$ 16,600.00</b>	<b>-\$ 15,656.82</b>	<b>5.68%</b>
<b>Net Operating Revenue</b>	<b>\$ 75,000.02</b>	<b>\$ 75,000.00</b>	<b>\$ 0.02</b>	<b>100.00%</b>	<b>\$ 12,782.25</b>	<b>\$ 10,400.00</b>	<b>\$ 2,382.25</b>	<b>122.91%</b>
<b>Net Revenue</b>	<b>\$ 75,000.02</b>	<b>\$ 75,000.00</b>	<b>\$ 0.02</b>	<b>100.00%</b>	<b>\$ 12,782.25</b>	<b>\$ 10,400.00</b>	<b>\$ 2,382.25</b>	<b>122.91%</b>

**NYSARH**  
**Budget vs Actual**  
**January 1, 2020 - December 31, 2020**  
**Pre Year-End Adjustments**

	Newsletter				NRHA Grant			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
<b>Revenue</b>								
Contract Income			0.00				0.00	
Donations			0.00				0.00	
Exhibitors Income			0.00				0.00	
Grant Income			0.00				0.00	
Legislative Grant			0.00				0.00	
NRHA Annual			0.00		9,500.00	9,500.00	0.00	100.00%
<b>Total Grant Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 9,500.00</b>	<b>\$ 9,500.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>
Interest Income			0.00				0.00	
Marketing/Adv. Income			0.00				0.00	
Membership Dues Income			0.00				0.00	
Individual			0.00				0.00	
Organizational			0.00				0.00	
Student			0.00				0.00	
<b>Total Membership Dues Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
Other Income	750.00		750.00				0.00	
CBO Consortium of Upstate NY			0.00				0.00	
<b>Total Other Income</b>	<b>\$ 750.00</b>	<b>\$ 0.00</b>	<b>\$ 750.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
Registrations Income			0.00				0.00	
Sponsorship Income	0.00	1,000.00	-1,000.00	0.00%			0.00	
<b>Total Revenue</b>	<b>\$ 750.00</b>	<b>\$ 1,000.00</b>	<b>-\$ 250.00</b>	<b>75.00%</b>	<b>\$ 9,500.00</b>	<b>\$ 9,500.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>
<b>Gross Profit</b>	<b>\$ 750.00</b>	<b>\$ 1,000.00</b>	<b>-\$ 250.00</b>	<b>75.00%</b>	<b>\$ 9,500.00</b>	<b>\$ 9,500.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>
<b>Expenditures</b>								
Administrative Services Contract			0.00				0.00	
Audit & Accounting Expense			0.00				0.00	
Awards Expense			0.00				0.00	
Bank & Credit Card Fees	5.80		5.80				0.00	
Board/Committee Meetings			0.00				0.00	
Consulting/Strategic Planning Expense			0.00				0.00	
Facility Expense			0.00				0.00	
Fees & Licenses Expense			0.00				0.00	
Innovation Expense			0.00				0.00	
Insurance Expense			0.00				0.00	
IT Support Expense			0.00			250.00	-250.00	0.00%
Marketing/Adv. Expense	15.74	500.00	-484.26	3.15%			0.00	
Membership Dues Expense			0.00		675.00	675.00	0.00	100.00%
Membership Management/Portal Expense			0.00				0.00	
Miscellaneous Expense			0.00				0.00	
Networking Expense			0.00				0.00	
Postage & Shipping			0.00				0.00	
Printing Expense			0.00				0.00	
RAH Voucher Expense			0.00				0.00	
Registrations Expense			0.00		393.00		393.00	
NRHA Policy Institute			0.00		1,278.00		1,278.00	
<b>Total Registrations Expense</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 1,671.00</b>	<b>\$ 0.00</b>	<b>\$ 1,671.00</b>	
RHN Voucher Expense			0.00				0.00	
Speaker Fees			0.00				0.00	
Supplies Expense			0.00				0.00	
Telephone Expenses			0.00		149.90		149.90	
Training/Workshops Expense			0.00				0.00	
Travel Expenses			0.00				0.00	
Advocacy			0.00		216.00		216.00	
NHRA Policy Institute			0.00		5,313.36		5,313.36	
NRHA Annual Conference			0.00		1,474.74	8,550.00	-7,075.26	17.25%
Staff Travel			0.00				0.00	
<b>Total Travel Expenses</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 7,004.10</b>	<b>\$ 8,550.00</b>	<b>-\$ 1,545.90</b>	<b>81.92%</b>
<b>Total Expenditures</b>	<b>\$ 21.54</b>	<b>\$ 500.00</b>	<b>-\$ 478.46</b>	<b>4.31%</b>	<b>\$ 9,500.00</b>	<b>\$ 9,475.00</b>	<b>\$ 25.00</b>	<b>100.26%</b>
<b>Net Operating Revenue</b>	<b>\$ 728.46</b>	<b>\$ 500.00</b>	<b>\$ 228.46</b>	<b>145.69%</b>	<b>\$ 0.00</b>	<b>\$ 25.00</b>	<b>-\$ 25.00</b>	<b>0.00%</b>
<b>Net Revenue</b>	<b>\$ 728.46</b>	<b>\$ 500.00</b>	<b>\$ 228.46</b>	<b>145.69%</b>	<b>\$ 0.00</b>	<b>\$ 25.00</b>	<b>-\$ 25.00</b>	<b>0.00%</b>

**NYSARH**  
**Budget vs Actual**  
**January 1, 2020 - December 31, 2020**  
**Pre Year-End Adjustments**

	RHN of SCNY				Unrestricted			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
<b>Revenue</b>								
Contract Income	3,530.00	3,530.00	0.00	100.00%			0.00	
Donations			0.00		25.00	500.00	-475.00	5.00%
Exhibitors Income			0.00				0.00	
Grant Income			0.00				0.00	
Legislative Grant			0.00				0.00	
NRHA Annual			0.00				0.00	
<b>Total Grant Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
Interest Income			0.00		1,121.31	50.00	1,071.31	2242.62%
Marketing/Adv. Income			0.00				0.00	
Membership Dues Income			0.00				0.00	
Individual			0.00				0.00	
Organizational			0.00				0.00	
Student			0.00				0.00	
<b>Total Membership Dues Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
Other Income			0.00		50.00		50.00	
CBO Consortium of Upstate NY			0.00		1,700.00		1,700.00	
<b>Total Other Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 1,750.00</b>	<b>\$ 0.00</b>	<b>\$ 1,750.00</b>	
Registrations Income			0.00		-795.00		-795.00	
Sponsorship Income			0.00				0.00	
<b>Total Revenue</b>	<b>\$ 3,530.00</b>	<b>\$ 3,530.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>	<b>\$ 2,101.31</b>	<b>\$ 550.00</b>	<b>\$ 1,551.31</b>	<b>382.06%</b>
<b>Gross Profit</b>	<b>\$ 3,530.00</b>	<b>\$ 3,530.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>	<b>\$ 2,101.31</b>	<b>\$ 550.00</b>	<b>\$ 1,551.31</b>	<b>382.06%</b>
<b>Expenditures</b>								
Administrative Services Contract			0.00		48,175.02	49,350.00	-1,174.98	97.62%
Audit & Accounting Expense			0.00		5,475.00	5,700.00	-225.00	96.05%
Awards Expense			0.00		245.05		245.05	
Bank & Credit Card Fees			0.00		56.97		56.97	
Board/Committee Meetings			0.00		421.20		421.20	
Consulting/Strategic Planning Expense			0.00		6,400.00	2,000.00	4,400.00	320.00%
Facility Expense			0.00				0.00	
Fees & Licenses Expense			0.00				0.00	
Innovation Expense			0.00			27,500.00	-27,500.00	0.00%
Insurance Expense			0.00		714.00	3,000.00	-2,286.00	23.80%
IT Support Expense		2,000.00	-2,000.00	0.00%	75.00	8,500.00	-8,425.00	0.88%
Marketing/Adv. Expense		1,000.00	-1,000.00	0.00%	268.82	1,000.00	-731.18	26.88%
Membership Dues Expense			0.00		130.00		130.00	
Membership Management/Portal Expense			0.00				0.00	
Miscellaneous Expense			0.00		44.28		44.28	
Networking Expense			0.00			1,500.00	-1,500.00	0.00%
Postage & Shipping			0.00		157.03	300.00	-142.97	52.34%
Printing Expense			0.00		110.14	750.00	-639.86	14.69%
RAH Voucher Expense			0.00				0.00	
Registrations Expense			0.00		0.00		0.00	
NRHA Policy Institute			0.00		3,395.00		3,395.00	
<b>Total Registrations Expense</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 3,395.00</b>	<b>\$ 0.00</b>	<b>\$ 3,395.00</b>	
RHN Voucher Expense			0.00				0.00	
Speaker Fees			0.00				0.00	
Supplies Expense			0.00		304.93	1,000.00	-695.07	30.49%
Telephone Expenses			0.00		1,514.75		1,514.75	
Training/Workshops Expense			0.00		750.00	2,000.00	-1,250.00	37.50%
Travel Expenses			0.00		-31.20	15,200.00	-15,231.20	-0.21%
Advocacy			0.00		381.24		381.24	
NHRA Policy Institute			0.00		2,915.13		2,915.13	
NRHA Annual Conference			0.00				0.00	
Staff Travel			0.00				0.00	
<b>Total Travel Expenses</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 3,265.17</b>	<b>\$ 15,200.00</b>	<b>-\$ 11,934.83</b>	<b>21.48%</b>
<b>Total Expenditures</b>	<b>\$ 0.00</b>	<b>\$ 3,000.00</b>	<b>-\$ 3,000.00</b>	<b>0.00%</b>	<b>\$ 71,502.36</b>	<b>\$ 117,800.00</b>	<b>-\$ 46,297.64</b>	<b>60.70%</b>
<b>Net Operating Revenue</b>	<b>\$ 3,530.00</b>	<b>\$ 530.00</b>	<b>\$ 3,000.00</b>	<b>666.04%</b>	<b>-\$ 69,401.05</b>	<b>-\$ 117,250.00</b>	<b>\$ 47,848.95</b>	<b>59.19%</b>
<b>Net Revenue</b>	<b>\$ 3,530.00</b>	<b>\$ 530.00</b>	<b>\$ 3,000.00</b>	<b>666.04%</b>	<b>-\$ 69,401.05</b>	<b>-\$ 117,250.00</b>	<b>\$ 47,848.95</b>	<b>59.19%</b>

**NYSARH**  
**Budget vs Actual**  
**January 1, 2020 - December 31, 2020**  
**Pre Year-End Adjustments**

	<b>Total 2020</b>			
	<b>Actual</b>	<b>Budget</b>	<b>over Budget</b>	<b>% of Budget</b>
<b>Revenue</b>				
Contract Income	3,530.00	3,530.00	0.00	100.00%
Donations	25.00	500.00	-475.00	5.00%
Exhibitors Income	1,500.00	7,665.00	-6,165.00	19.57%
Grant Income	391.06	0.00	391.06	
Legislative Grant	788,200.10	1,088,333.33	-300,133.23	72.42%
NRHA Annual	9,500.00	9,500.00	0.00	100.00%
<b>Total Grant Income</b>	<b>\$ 798,091.16</b>	<b>\$ 1,097,833.33</b>	<b>-\$ 299,742.17</b>	<b>72.70%</b>
Interest Income	1,121.31	50.00	1,071.31	2242.62%
Marketing/Adv. Income	1,100.00	0.00	1,100.00	
Membership Dues Income	0.00	0.00	0.00	
Individual	1,595.42	1,800.00	-204.58	88.63%
Organizational	12,019.17	24,200.00	-12,180.83	49.67%
Student	110.84	1,000.00	-889.16	11.08%
<b>Total Membership Dues Income</b>	<b>\$ 13,725.43</b>	<b>\$ 27,000.00</b>	<b>-\$ 13,274.57</b>	<b>50.83%</b>
Other Income	800.00	0.00	800.00	
CBO Consortium of Upstate NY	1,700.00	0.00	1,700.00	
<b>Total Other Income</b>	<b>\$ 2,500.00</b>	<b>\$ 0.00</b>	<b>\$ 2,500.00</b>	
Registrations Income	4,805.00	30,639.00	-25,834.00	15.68%
Sponsorship Income	10,000.00	53,395.00	-43,395.00	18.73%
<b>Total Revenue</b>	<b>\$ 836,397.90</b>	<b>\$ 1,220,612.33</b>	<b>-\$ 384,214.43</b>	<b>68.52%</b>
<b>Gross Profit</b>	<b>\$ 836,397.90</b>	<b>\$ 1,220,612.33</b>	<b>-\$ 384,214.43</b>	<b>68.52%</b>
<b>Expenditures</b>				
Administrative Services Contract	71,508.34	72,683.33	-1,174.99	98.38%
Audit & Accounting Expense	5,475.00	5,700.00	-225.00	96.05%
Awards Expense	245.05	3,500.00	-3,254.95	7.00%
Bank & Credit Card Fees	425.13	1,200.00	-774.87	35.43%
Board/Committee Meetings	421.20	0.00	421.20	
Consulting/Strategic Planning Expense	6,400.00	2,000.00	4,400.00	320.00%
Facility Expense	0.00	20,000.00	-20,000.00	0.00%
Fees & Licenses Expense	2,055.97	0.00	2,055.97	
Innovation Expense	0.00	27,500.00	-27,500.00	0.00%
Insurance Expense	714.00	3,000.00	-2,286.00	23.80%
IT Support Expense	75.00	10,750.00	-10,675.00	0.70%
Marketing/Adv. Expense	1,025.52	4,000.00	-2,974.48	25.64%
Membership Dues Expense	805.00	13,875.00	-13,070.00	5.80%
Membership Management/Portal Expense	800.00	1,500.00	-700.00	53.33%
Miscellaneous Expense	44.28	0.00	44.28	
Networking Expense	0.00	4,000.00	-4,000.00	0.00%
Postage & Shipping	157.03	300.00	-142.97	52.34%
Printing Expense	110.14	750.00	-639.86	14.69%
RAH Voucher Expense	318,992.54	495,000.00	-176,007.46	64.44%
Registrations Expense	393.00	0.00	393.00	
NRHA Policy Institute	4,673.00	0.00	4,673.00	
<b>Total Registrations Expense</b>	<b>\$ 5,066.00</b>	<b>\$ 0.00</b>	<b>\$ 5,066.00</b>	
RHN Voucher Expense	370,874.22	495,000.00	-124,125.78	74.92%
Speaker Fees	100.00	3,000.00	-2,900.00	3.33%
Supplies Expense	354.93	1,500.00	-1,145.07	23.66%
Telephone Expenses	1,664.65	0.00	1,664.65	
Training/Workshops Expense	750.00	2,000.00	-1,250.00	37.50%
Travel Expenses	-4.75	15,200.00	-15,204.75	-0.03%
Advocacy	597.24	0.00	597.24	
NHRA Policy Institute	8,228.49	0.00	8,228.49	
NRHA Annual Conference	1,474.74	8,550.00	-7,075.26	17.25%
Staff Travel	36.98	0.00	36.98	
<b>Total Travel Expenses</b>	<b>\$ 10,332.70</b>	<b>\$ 23,750.00</b>	<b>-\$ 13,417.30</b>	<b>43.51%</b>
<b>Total Expenditures</b>	<b>\$ 798,396.70</b>	<b>\$ 1,191,008.33</b>	<b>-\$ 392,611.63</b>	<b>67.04%</b>
<b>Net Operating Revenue</b>	<b>\$ 38,001.20</b>	<b>\$ 29,604.00</b>	<b>\$ 8,397.20</b>	<b>128.37%</b>
<b>Net Revenue</b>	<b>\$ 38,001.20</b>	<b>\$ 29,604.00</b>	<b>\$ 8,397.20</b>	<b>128.37%</b>