

**New York State Association for Rural Health**  
**Profit & Loss by Class**  
 January - November, 2020

	20-21 Webinar Series Grant	Annual Conference	Legislative Grant	Memberships	Newsletter	NRHA Grant	RHN of SCNY	Unrestricted	Total 2020
<b>Revenue</b>									
Contract Income							1,765.00		1,765.00
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								1,120.42	1,120.42
Marketing/Adv. Income		1,100.00							1,100.00
Membership Dues Income									0.00
Individual				1,576.67					1,576.67
Organizational				11,955.42					11,955.42
Student				110.84					110.84
<b>Total Membership Dues Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 13,642.93</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 13,642.93</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							10,000.00
<b>Total Revenue</b>	<b>\$ 391.06</b>	<b>\$ 18,200.00</b>	<b>\$ 788,200.10</b>	<b>\$ 13,642.93</b>	<b>\$ 750.00</b>	<b>\$ 9,500.00</b>	<b>\$ 1,765.00</b>	<b>\$ 2,100.42</b>	<b>\$ 834,549.51</b>
<b>Gross Profit</b>	<b>\$ 391.06</b>	<b>\$ 18,200.00</b>	<b>\$ 788,200.10</b>	<b>\$ 13,642.93</b>	<b>\$ 750.00</b>	<b>\$ 9,500.00</b>	<b>\$ 1,765.00</b>	<b>\$ 2,100.42</b>	<b>\$ 834,549.51</b>
<b>Expenditures</b>									
Administrative Services Contract			23,333.32					44,258.35	67,591.67
Audit & Accounting Expense								5,475.00	5,475.00
Awards Expense								245.05	245.05
Bank & Credit Card Fees		245.63		110.88				56.97	413.48
Board/Committee Meetings								421.20	421.20
Consulting/Strategic Planning Expense								5,900.00	5,900.00
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						268.82	1,009.78
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								126.88	126.88
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>\$ 937.33</b>	<b>\$ 0.00</b>	<b>\$ 9,500.00</b>	<b>\$ 0.00</b>	<b>\$ 67,055.54</b>	<b>\$ 793,922.49</b>
<b>Net Operating Revenue</b>	<b>\$ 0.00</b>	<b>\$ 15,361.52</b>	<b>\$ 75,000.02</b>	<b>\$ 12,705.60</b>	<b>\$ 750.00</b>	<b>\$ 0.00</b>	<b>\$ 1,765.00</b>	<b>\$ 64,955.12</b>	<b>\$ 40,627.02</b>

**New York State Association for Rural Health**  
**Balance Sheet**  
As of November 30, 2020

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
NYSARH Checking	43,842.67
NYSARH Gold Money Mrkt Savings	105,350.41
NYSARH PayPal	477.50
<b>Total Bank Accounts</b>	<b>\$ 149,670.58</b>
<b>Accounts Receivable</b>	
Accounts Receivable	269,439.08
<b>Total Accounts Receivable</b>	<b>\$ 269,439.08</b>
<b>Other Current Assets</b>	
<b>Prepaid Expenses</b>	
Prepaid Annual Insurance	0.00
<b>Total Prepaid Expenses</b>	<b>\$ 0.00</b>
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$ 0.00</b>
<b>Total Current Assets</b>	<b>\$ 419,109.66</b>
<b>TOTAL ASSETS</b>	<b>\$ 419,109.66</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
Accounts Payable	273,202.00
<b>Total Accounts Payable</b>	<b>\$ 273,202.00</b>
<b>Other Current Liabilities</b>	
Deferred Revenue	0.00
<b>Conference Revenue</b>	
Advertisers	0.00
Exhibitors	0.00
Registrations	0.00
Sponsorships	0.00
<b>Total Conference Revenue</b>	<b>\$ 0.00</b>
<b>Membership Revenue</b>	
Individual	920.00
Organizational	3,212.08
Student	54.16
<b>Total Membership Revenue</b>	<b>\$ 4,186.24</b>
<b>Total Deferred Revenue</b>	<b>\$ 4,186.24</b>
FCH / Webinar Series Grant	2,368.94
<b>Total Other Current Liabilities</b>	<b>\$ 6,555.18</b>
<b>Total Current Liabilities</b>	<b>\$ 279,757.18</b>
<b>Total Liabilities</b>	<b>\$ 279,757.18</b>
<b>Equity</b>	
Donor Restricted R. Earnings	2,490.82
Retained Earnings	96,234.64
Net Revenue	40,627.02
<b>Total Equity</b>	<b>\$ 139,352.48</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 419,109.66</b>

NYSARH

Budget vs Actual by Class

January 1, 2020 - November 30, 2020

	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	7,026.25	-5,526.25	21.35%
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	28,085.75	-22,485.75	19.94%
Sponsorship Income			0.00		10,000.00	48,028.75	-38,028.75	20.82%
<b>Total Revenue</b>	<b>\$ 391.06</b>	<b>\$ 0.00</b>	<b>\$ 391.06</b>		<b>\$ 18,200.00</b>	<b>\$ 83,140.75</b>	<b>-\$ 64,940.75</b>	<b>21.89%</b>
<b>Gross Profit</b>	<b>\$ 391.06</b>	<b>\$ 0.00</b>	<b>\$ 391.06</b>		<b>\$ 18,200.00</b>	<b>\$ 83,140.75</b>	<b>-\$ 64,940.75</b>	<b>21.89%</b>
<b>Expenditures</b>								
Administrative Services Contract			0.00				0.00	
Audit & Accounting Expense			0.00				0.00	
Awards Expense			0.00			3,208.37	-3,208.37	0.00%
Bank & Credit Card Fees			0.00		245.63	733.37	-487.74	33.49%
Board/Committee Meetings			0.00				0.00	
Consulting/Strategic Planning Expense			0.00				0.00	
Facility Expense			0.00			18,333.37	-18,333.37	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			2,291.63	-2,291.63	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			2,750.00	-2,750.00	0.00%
Supplies Expense			0.00		50.00	458.37	-408.37	10.91%
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>\$ 27,775.11</b>	<b>-\$ 24,936.63</b>	<b>10.22%</b>
<b>Net Operating Revenue</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 15,361.52</b>	<b>\$ 55,365.64</b>	<b>-\$ 40,004.12</b>	<b>27.75%</b>

**NYSARH**  
**Budget vs Actual by Class**  
**January 1, 2020 - November 30, 2020**

	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	997,638.84	-209,438.74	79.01%			0.00	
NRHA Annual			0.00				0.00	
<b>Total Grant Income</b>	<b>\$ 788,200.10</b>	<b>\$ 997,638.84</b>	<b>-\$ 209,438.74</b>	<b>79.01%</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		1,576.67	1,650.00	-73.33	95.56%
Organizational			0.00		11,955.42	22,183.37	-10,227.95	53.89%
Student			0.00		110.84	916.63	-805.79	12.09%
<b>Total Membership Dues Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 13,642.93</b>	<b>\$ 24,750.00</b>	<b>-\$ 11,107.07</b>	<b>55.12%</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>\$ 997,638.84</b>	<b>-\$ 209,438.74</b>	<b>79.01%</b>	<b>\$ 13,642.93</b>	<b>\$ 24,750.00</b>	<b>-\$ 11,107.07</b>	<b>55.12%</b>
<b>Gross Profit</b>	<b>\$ 788,200.10</b>	<b>\$ 997,638.84</b>	<b>-\$ 209,438.74</b>	<b>79.01%</b>	<b>\$ 13,642.93</b>	<b>\$ 24,750.00</b>	<b>-\$ 11,107.07</b>	<b>55.12%</b>
<b>Expenditures</b>								
Administrative Services Contract	23,333.32	21,388.84	1,944.48	109.09%			0.00	
Audit & Accounting Expense			0.00				0.00	
Awards Expense			0.00				0.00	
Bank & Credit Card Fees			0.00		110.88	366.63	-255.75	30.24%
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			1,375.00	-1,375.00	0.00%
Membership Dues Expense			0.00			12,100.00	-12,100.00	0.00%
Membership Management/Portal Expense			0.00		800.00	1,375.00	-575.00	58.18%
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	453,750.00	-134,757.46	70.30%			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	453,750.00	-82,875.78	81.74%			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>\$ 928,888.84</b>	<b>-\$ 215,688.76</b>	<b>76.78%</b>	<b>\$ 937.33</b>	<b>\$ 15,216.63</b>	<b>-\$ 14,279.30</b>	<b>6.16%</b>
<b>Net Operating Revenue</b>	<b>\$ 75,000.02</b>	<b>\$ 68,750.00</b>	<b>\$ 6,250.02</b>	<b>109.09%</b>	<b>\$ 12,705.60</b>	<b>\$ 9,533.37</b>	<b>\$ 3,172.23</b>	<b>133.28%</b>

NYSARH

Budget vs Actual by Class

January 1, 2020 - November 30, 2020

	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	8,708.37	791.63	109.09%
<b>Total Grant Income</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		<b>\$ 9,500.00</b>	<b>\$ 8,708.37</b>	<b>\$ 791.63</b>	<b>109.09%</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		916.63	-916.63	0.00%			0.00	
<b>Total Revenue</b>	<b>\$ 750.00</b>	<b>\$ 916.63</b>	<b>-\$ 166.63</b>	<b>81.82%</b>	<b>\$ 9,500.00</b>	<b>\$ 8,708.37</b>	<b>\$ 791.63</b>	<b>109.09%</b>
<b>Gross Profit</b>	<b>\$ 750.00</b>	<b>\$ 916.63</b>	<b>-\$ 166.63</b>	<b>81.82%</b>	<b>\$ 9,500.00</b>	<b>\$ 8,708.37</b>	<b>\$ 791.63</b>	<b>109.09%</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			0.00				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			229.13	-229.13	0.00%
Marketing/Adv. Expense		458.37	-458.37	0.00%			0.00	
Membership Dues Expense			0.00		675.00	618.75	56.25	109.09%
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	7,837.50	-6,362.76	18.82%
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>\$ 7,837.50</b>	<b>-\$ 833.40</b>	<b>89.37%</b>
<b>Total Expenditures</b>	<b>\$ 0.00</b>	<b>\$ 458.37</b>	<b>-\$ 458.37</b>	<b>0.00%</b>	<b>\$ 9,500.00</b>	<b>\$ 8,685.38</b>	<b>\$ 814.62</b>	<b>109.38%</b>
<b>Net Operating Revenue</b>	<b>\$ 750.00</b>	<b>\$ 458.26</b>	<b>\$ 291.74</b>	<b>163.66%</b>	<b>\$ 0.00</b>	<b>\$ 22.99</b>	<b>-\$ 22.99</b>	<b>0.00%</b>

**NYSARH**  
**Budget vs Actual by Class**  
**January 1, 2020 - November 30, 2020**

	RHN of SCNY				Unrestricted			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
<b>Revenue</b>								
Contract Income	1,765.00	3,235.87	-1,470.87	54.54%			0.00	
Donations			0.00		25.00	458.37	-433.37	5.45%
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		1,120.42	45.87	1,074.55	2442.60%
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>\$ 1,765.00</b>	<b>\$ 3,235.87</b>	<b>-\$ 1,470.87</b>	<b>54.54%</b>	<b>\$ 2,100.42</b>	<b>\$ 504.24</b>	<b>\$ 1,596.18</b>	<b>416.55%</b>
<b>Gross Profit</b>	<b>\$ 1,765.00</b>	<b>\$ 3,235.87</b>	<b>-\$ 1,470.87</b>	<b>54.54%</b>	<b>\$ 2,100.42</b>	<b>\$ 504.24</b>	<b>\$ 1,596.18</b>	<b>416.55%</b>
<b>Expenditures</b>								
Administrative Services Contract			0.00		44,258.35	45,237.50	-979.15	97.84%
Audit & Accounting Expense			0.00		5,475.00	5,225.00	250.00	104.78%
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		5,900.00	1,833.37	4,066.63	321.81%
Facility Expense			0.00				0.00	
Fees & Licenses Expense			0.00				0.00	
Innovation Expense			0.00			25,208.37	-25,208.37	0.00%
Insurance Expense			0.00		714.00	2,750.00	-2,036.00	25.96%
IT Support Expense		1,833.37	-1,833.37	0.00%	75.00	7,791.63	-7,716.63	0.96%
Marketing/Adv. Expense		916.63	-916.63	0.00%	268.82	916.63	-647.81	29.33%
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			1,375.00	-1,375.00	0.00%
Postage & Shipping			0.00		126.88	275.00	-148.12	46.14%
Printing Expense			0.00		110.14	687.50	-577.36	16.02%
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	916.63	-611.70	33.27%
Telephone Expenses			0.00		1,514.75		1,514.75	
Training/Workshops Expense			0.00		750.00	1,833.37	-1,083.37	40.91%
Travel Expenses			0.00		-31.20	13,933.37	-13,964.57	-0.22%
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>\$ 13,933.37</b>	<b>-\$ 10,668.20</b>	<b>23.43%</b>
<b>Total Expenditures</b>	<b>\$ 0.00</b>	<b>\$ 2,750.00</b>	<b>-\$ 2,750.00</b>	<b>0.00%</b>	<b>\$ 67,055.54</b>	<b>\$ 107,983.37</b>	<b>-\$ 40,927.83</b>	<b>62.10%</b>
<b>Net Operating Revenue</b>	<b>\$ 1,765.00</b>	<b>\$ 485.87</b>	<b>\$ 1,279.13</b>	<b>363.27%</b>	<b>-\$ 64,955.12</b>	<b>-\$ 107,479.13</b>	<b>\$ 42,524.01</b>	<b>60.44%</b>

**NYSARH**  
**Budget vs Actual by Class**  
**January 1, 2020 - November 30, 2020**

	Total 2020			% of Budget
	Actual	Budget	over Budget	
<b>Revenue</b>				
Contract Income	1,765.00	3,235.87	-1,470.87	54.54%
Donations	25.00	458.37	-433.37	5.45%
Exhibitors Income	1,500.00	7,026.25	-5,526.25	21.35%
Grant Income	391.06	0.00	391.06	
Legislative Grant	788,200.10	997,638.84	-209,438.74	79.01%
NRHA Annual	9,500.00	8,708.37	791.63	109.09%
<b>Total Grant Income</b>	<b>\$ 798,091.16</b>	<b>\$ 1,006,347.21</b>	<b>-\$ 208,256.05</b>	<b>79.31%</b>
Interest Income	1,120.42	45.87	1,074.55	2442.60%
Marketing/Adv. Income	1,100.00	0.00	1,100.00	
Membership Dues Income	0.00	0.00	0.00	
Individual	1,576.67	1,650.00	-73.33	95.56%
Organizational	11,955.42	22,183.37	-10,227.95	53.89%
Student	110.84	916.63	-805.79	12.09%
<b>Total Membership Dues Income</b>	<b>\$ 13,642.93</b>	<b>\$ 24,750.00</b>	<b>-\$ 11,107.07</b>	<b>55.12%</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	28,085.75	-23,280.75	17.11%
Sponsorship Income	10,000.00	48,945.38	-38,945.38	20.43%
<b>Total Revenue</b>	<b>\$ 834,549.51</b>	<b>\$ 1,118,894.70</b>	<b>-\$ 284,345.19</b>	<b>74.59%</b>
<b>Gross Profit</b>	<b>\$ 834,549.51</b>	<b>\$ 1,118,894.70</b>	<b>-\$ 284,345.19</b>	<b>74.59%</b>
<b>Expenditures</b>				
Administrative Services Contract	67,591.67	66,626.34	965.33	101.45%
Audit & Accounting Expense	5,475.00	5,225.00	250.00	104.78%
Awards Expense	245.05	3,208.37	-2,963.32	7.64%
Bank & Credit Card Fees	413.48	1,100.00	-686.52	37.59%
Board/Committee Meetings	421.20	0.00	421.20	
Consulting/Strategic Planning Expense	5,900.00	1,833.37	4,066.63	321.81%
Facility Expense	0.00	18,333.37	-18,333.37	0.00%
Fees & Licenses Expense	2,055.97	0.00	2,055.97	
Innovation Expense	0.00	25,208.37	-25,208.37	0.00%
Insurance Expense	714.00	2,750.00	-2,036.00	25.96%
IT Support Expense	75.00	9,854.13	-9,779.13	0.76%
Marketing/Adv. Expense	1,009.78	3,666.63	-2,656.85	27.54%
Membership Dues Expense	805.00	12,718.75	-11,913.75	6.33%
Membership Management/Portal Expense	800.00	1,375.00	-575.00	58.18%
Miscellaneous Expense	44.28	0.00	44.28	
Networking Expense	0.00	3,666.63	-3,666.63	0.00%
Postage & Shipping	126.88	275.00	-148.12	46.14%
Printing Expense	110.14	687.50	-577.36	16.02%
RAH Voucher Expense	318,992.54	453,750.00	-134,757.46	70.30%
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	453,750.00	-82,875.78	81.74%
Speaker Fees	100.00	2,750.00	-2,650.00	3.64%
Supplies Expense	354.93	1,375.00	-1,020.07	25.81%
Telephone Expenses	1,664.65	0.00	1,664.65	
Training/Workshops Expense	750.00	1,833.37	-1,083.37	40.91%
Travel Expenses	-4.75	13,933.37	-13,938.12	-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	7,837.50	-6,362.76	18.82%
Staff Travel	36.98	0.00	36.98	
<b>Total Travel Expenses</b>	<b>\$ 10,332.70</b>	<b>\$ 21,770.87</b>	<b>-\$ 11,438.17</b>	<b>47.46%</b>
<b>Total Expenditures</b>	<b>\$ 793,922.49</b>	<b>\$ 1,091,757.70</b>	<b>-\$ 297,835.21</b>	<b>72.72%</b>
<b>Net Operating Revenue</b>	<b>\$ 40,627.02</b>	<b>\$ 27,137.00</b>	<b>\$ 13,490.02</b>	<b>149.71%</b>