

**FWAHU BUDGET 2016-2017 CHAPTER YEAR**

ACCT	BUDGET CATEGORY	2016-17 BUDGET	NOTES
	<b>MEMBERSHIP GROWTH &amp; RETENTION</b>		
	<b>Revenue:</b>		
1101	Membership Dues	4,500	180 members at \$25 each
1101-01	Associate Membership Dues	0	
	Membership Contests	0	
1116	Promotional Items	0	
	Total	<b>4,500</b>	
	<b>Expenses:</b>		
1401	Membership Blitz/Maintenance	0	New member kits, member apps, etc.
1401-10	Membership Recruitment	500	Membership contests
1401-3	Membership Badges, Ribbons, and Plaques	0	Member badges, new member plaques, etc.
1402	Promotional Items (Bags, Shirts, Etc.)	0	
	Total	<b>500</b>	
	<b>Change In Net Assets - Membership</b>	<b>4,000</b>	
	<b>PROGRAMS</b>		10 regular meetings + Awards lunch
	<b>Revenue:</b>		
	<b>Monthly Luncheons</b>		
1105-1	Season Pass Holder Revenue	3,120	13 Indiv SP
1105	Other Attendees	11,000	30 x \$30 x 10 plus 5 x 40 x 10
1110	Program Sponsorships	2,500	\$250 each for 10 meetings; Awards separate-below
	Total Monthly Luncheons	<b>16,620</b>	
	<b>FWAHU Senior Sales Symposium</b>		
4002-2	Attendees	650	10 @ \$65 each
4002-3	Exhibitors	2,400	8 @ \$300 each
4002-1	Sponsorships	1,150	1 @ \$1000 plus 10 @ \$150
	Total Symposium Revenue	<b>4,200</b>	
	<b>Worksite Marketing TBD</b>		
4008	Attendees		Worksite Marketing TBD
	Exhibitors		
4008-1	Table Sponsorships		
4008-2	Attendees-NonMembers		
4008-3	Photos		
	Total Sales Revenue	<b>0</b>	
	Total	<b>20,820</b>	
	<b>Expenses:</b>		
	<b>Monthly Luncheons</b>		
1201	Facility and Event Fees	9,600	\$32 * 30 * 10 meetings
1201-1	Guest Lunch / Drawings	0	
1201-2	Photographer	0	
1214	Speaker Travel	1,000	
1214-2	Speaker Fees	240	
1214-3	Speaker Gifts	150	
1214-1	Speaker Luncheon Expenses	320	\$32*10
	Sponsor Luncheon Expenses	320	\$32*10
	Printing/Supplies	0	
1214-5	Certificate Fees	500	
	Total Monthly Luncheons	<b>12,130</b>	
	<b>FWAHU Senior Sales Symposium</b>		
4006-10	Facility and Event Fees	2,986	
	Speaker Travel	0	
	Speaker Fees	0	
	Speaker Gifts	65	

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	Speaker Luncheon Expenses	0	
	Sponsor Luncheon Expenses	0	
4006-11	Printing	0	
4006-12	Certificate Fees	175	
	Total Senior Sales Expenses	<b>3,226</b>	
	<b>Worksite Marketing TBD</b>		
4008-6	Accounting Fees	0	Worksite Marketing TBD
4008-7	Facility and Event Fees	0	
	Speaker Travel	0	
4008-8	Speaker Fees	0	
4008-9	Speaker Gifts	0	
4008-10	Printing	0	
4008-11	Certificate Fees	0	
4008-12	Credit Card Fees	0	
	Total Sales Expenses	<b>0</b>	
	Total	<b>15,356</b>	
	<b>Change In Net Assets - Programs</b>	<b>5,464</b>	
	<b>EDUCATION</b>		Separate Meetings Only
	<b>Revenue:</b>		
4001-1	Attendees (Member and Non-Member)	0	
4001-4	Education Referral Fees	0	
4002	Sponsorships	0	
	Total Revenue	<b>0</b>	
	Total	<b>0</b>	
	<b>Expenses:</b>		
4104	Facility and Event Fees	0	
4106-3	Speaker Travel	0	
4106	Speaker Fees	0	
4106-2	Speaker Gifts	0	
4106-1	Speaker Food Expenses	0	
4106-4	Sponsor Food Expenses	0	
4103	Printing	0	
4105	Certificate Fees	0	
	Total Expenses	<b>0</b>	
	Total	<b>0</b>	
	<b>Change In Net Assets - Education</b>	<b>0</b>	
	<b>LEGISLATIVE &amp; PAC</b>		
	<b>Revenue:</b>		
5001	Drawings, Raffles, Silent Auctions, Etc.	1,500	
	Total	<b>1,500</b>	
	<b>Expenses:</b>		
5101	GRIP Prizes and Supplies	250	Prize from drawings, auctions, etc.
5114	Chapter Contributions to Legislative Fund	1,000	Awards points up to \$1,500
5103	HUPAC Admin Costs - Chapter Share	750	
5115	NAHU Capitol Conference	4,000	
5116	TAHU Day at the Capitol	0	
	Total	<b>6,000</b>	
	<b>Change In Net Assets - Legislative</b>	<b>(4,500)</b>	
	<b>MEDIA &amp; PUBLIC RELATIONS</b>		
	<b>Revenue:</b>		

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1112	Media Advertising - Member Cost Sharing	0	We could charge members to be listed in ad
1112-1	NAHU/TAHU Matching Advertising Funds	0	Match only if no company names included
1112-2	Speaker Bureau (Speaker Fees)	0	
	Total	0	
	<b>Expenses:</b>		
1602	Marketing / Printing / Copies	0	Media kits
1610	Advertising	0	We should seek free sources of publicity
	Total	0	
	<b>Change In Net Assets - Media &amp; Public Relations</b>	0	
	<b>NEWSLETTER</b>		
	<b>Revenue:</b>		
1107	Newsletter Advertising	0	
	Total	0	
	<b>Expenses:</b>		
1702	Printing	0	
1702-1	Postage	0	
	Total	0	
	<b>Change In Net Assets - Newsletter</b>	0	Newsletter should be revenue neutral
	<b>TECHNOLOGY &amp; COMMUNICATION</b>		
	<b>Revenue:</b>		
1108	Website Sponsorships	500	
	Total	500	
	<b>Expenses:</b>		
1704	Website Vendor Fees	250	Eric Johnson
1602-1	Email Marketing	256	Constant Contact
	Total	506	
	<b>Change In Net Assets - Tech &amp; Communication</b>	(6)	
	<b>GOLF</b>		
	<b>Revenue:</b>		
3001	Registration Fees	7,200	
3002	Sponsorship Fees	9,000	
3003	Beat The Pro	0	
3004	Raffles, Mulligans, Pictures	1,400	
3005	Silent Auction	0	
	Total	17,600	
	<b>Expenses:</b>		
3104	Facility Fees including F&B	5,100	60*\$85 (48 players and 12 w/sponsorships)
3105	Trophies and Prizes	1,200	
3106	Food / Beverage / Transportation	0	
3113	Hole in One Insurance	0	
3103-1	Sponsor Signs	700	
3103	Printing/Supplies	0	
3102	Tournament Promotions	1,200	
	Total	8,200	
	<b>Change In Net Assets - Golf</b>	9,400	
	<b>CHARITY &amp; COMMUNITY SERVICE</b>		

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	<b>Revenue:</b>		
1102	Member and Corporate Donations	250	Show all cash and goods donations as rev.
	Total	<b>250</b>	
	<b>Expenses:</b>		
1203-1	Gill Children's Services Inc.	1,000	From Golf Proceeds
1203-4	TAHU Honorees Corporation	250	Awards points
1203-5	Other Charities	0	
	Total	<b>1,250</b>	
	<b>Change In Net Assets - Charity &amp; Comm. Service</b>	<b>(1,000)</b>	
	<b>AWARDS &amp; RECOGNITION</b>		Luncheon rev & exp included in programs
	<b>Revenue:</b>		
1114	FWAHU Awards Luncheon Sponsorships	250	Separate from other luncheon sponsorships
	Total	<b>250</b>	
	<b>Expenses:</b>		
1501-1	FWAHU Awards Luncheon	700	Honorees costs and décor
1501	Awards & Recognition	600	Donna Carnall award, board & member awards
1501-2	LPRT Promotion	0	Undetermined how this will be used - signage?
1501-3	RHU Class	0	Not planned at this time
1501-4	FWAHU Scrapbook	0	Cost to restore and reformat old pics/articles
1502	NAHU/TAHU Awards Submission Supplies	100	Awards binders, dividers, copies, etc.
	Total	<b>1,400</b>	
	<b>Change In Net Assets - Awards &amp; Recognition</b>	<b>(1,150)</b>	
	<b>CHAPTER DEVELOPMENT</b>		
	<b>Revenue:</b>		
1115	TAHU Convention Chapter Reimbursement	0	
	First Round Sponsorship	0	
	Total	<b>0</b>	
	<b>Expenses:</b>		
1605	NAHU Convention	4,800	4*1200
1605-4	NAHU Region VI Leadership Conference	400	1*400
1605-2	TAHU Convention	1,800	3*600
1607	FWAHU Strategic Planning Meeting	0	
1211-1	FWAHU Board Meetings	0	
1213	Research & Development	0	
1213-1	Chapter Promotion Signage	0	
1213-2	Chapter Networking	0	
	Total	<b>7,000</b>	
	<b>Change In Net Assets - Chapter Development</b>	<b>(7,000)</b>	
	<b>ADMINISTRATIVE EXPENSES</b>		
	<b>Revenue:</b>		
1104	Dividend	0	
	Total	<b>0</b>	No revenue from administration
	<b>Expenses:</b>		
1603	Accounting/Tax Fees	3,600	Includes fees for Executive Director
1200	Bad Debt Expense	0	
1601	D&O/Gen Liability Insurance	540	\$3 per member at beginning of chapter year
1216	PO Box Rental	130	
1204	Bank Fees	0	
1205	Credit Card Fees	1,300	
1212	Printing and Supplies and Postage	200	

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	Forms	0	
1206	Miscellaneous Admin Expenses	0	
	Total	5,770	
	<b>Change In Net Assets - Administrative</b>	<b>(5,770)</b>	
	<b>Total Revenue:</b>	<b>45,420</b>	
	<b>Total Expenses:</b>	<b>45,982</b>	
	<b>Net Profit/(Loss)</b>	<b>(562)</b>	