

FWAHU ACTUAL vs BUDGET 2017-2018 CHAPTER YEAR

ACCT	BUDGET CATEGORY	2017-18 ACTUAL	2017-18 BUDGET	VARIANCE	2016-17 ACTUAL	BUDGET NOTES
	MEMBERSHIP GROWTH & RETENTION	YTD 12/31/17		(UNDER)/OVER BUDGET	YTD 06/30/17	
	Revenue:					
1101	Membership Dues	2,387	3,875	(1,488)	3,261	\$25 each
1101-01	Associate Membership Dues	0	0	0	0	
	Membership Contests	0	0	0	0	
1116	Promotional Items	0	0	0	0	
	Total	2,387	3,875	(1,488)	3,261	
	Expenses:					
1401	Membership Blitz/Maintenance	0	0	0	0	New member kits, member apps, etc.
1401-10	Membership Recruitment	0	500	(500)	380	Membership contests; luncheon freebies
1401-3	Membership Badges, Ribbons, and Plaques	0	0	0	0	Member badges, new member plaques, etc.
1402	Promotional Items (Bags, Shirts, Etc.)	0	0	0	0	
	Total	0	500	(500)	380	
	Change In Net Assets - Membership	2,387	3,375	(988)	2,881	
	PROGRAMS					10 regular meetings + Awards lunch
	Revenue:					
	Monthly Luncheons					
1105-1	Season Pass Holder Revenue	3,760	3,600	160	3,360	13 Indiv SP
1105	Other Attendees	3,010	11,000	(7,990)	7,550	30 x \$30 x 10 plus 5 x 40 x 10
1110	Program Sponsorships	1,000	2,000	(1,000)	1,500	\$250 each for 8meetings; Awards separate-below
	Total Monthly Luncheons	7,770	16,600	(8,830)	12,410	
	FWAHU Senior Sales Symposium					
4002-2	Attendees	0	5,200	(5,200)	1,310	80 @ \$65 each
4002-3	Exhibitors	0	2,400	(2,400)	2,100	8 @ \$300 each
4002-1	Sponsorships	0	1,150	(1,150)	1,000	1 @ \$1000 plus 10 @ \$150
	Total Symposium Revenue	0	8,750	(8,750)	4,410	
	Worksite Marketing TBD					
4008	Attendees	0	0	0	0	
	Exhibitors	0	0	0	0	
4008-1	Table Sponsorships	0	0	0	0	
4008-2	Attendees-NonMembers	0	0	0	0	
4008-3	Photos	0	0	0	0	
	Total Sales Revenue	0	0	0	0	
	Total	7,770	25,350	(17,580)	16,820	
	Expenses:					
	Monthly Luncheons					
1201	Facility and Event Fees	5,903	12,250	(6,347)	9,676	\$35 * 35 * 10 meetings
1201-1	Guest Lunch / Drawings	0	0	0	0	
1201-2	Photographer	0	0	0	0	

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1214	Speaker Travel	0	1,000	(1,000)	117	
1214-2	Speaker Fees	0	240	(240)	0	
1214-3	Speaker Gifts	0	150	(150)	75	
1214-1	Speaker Luncheon Expenses	107	350	(243)	160	\$35*10
	Sponsor Luncheon Expenses	0	350	(350)	190	\$35*10
	Printing/Supplies	0	0	0	0	
1214-5	Certificate Fees	135	500	(365)	157	
	Total Monthly Luncheons	6,144	14,840	(8,696)	10,374	
	FWAHU Senior Sales Symposium					
4006-10	Facility and Event Fees	0	2,800	(2,800)	2,985	80 X \$35
	Speaker Travel	0	200	(200)	0	
	Speaker Fees	0	630	(630)	455	18 X \$35
	Speaker Gifts	0	65	(65)	0	
	Speaker Luncheon Expenses	0	0	0	0	
	Sponsor Luncheon Expenses	0	0	0	0	
4006-11	Printing	0	0	0	0	
4006-12	Certificate Fees	0	175	(175)	53	
	Total Senior Sales Expenses	0	3,870	(3,870)	3,493	
	Worksite Marketing TBD					
4008-6	Accounting Fees	0	0	0	0	
4008-7	Facility and Event Fees	0	0	0	0	
	Speaker Travel	0	0	0	0	
4008-8	Speaker Fees	0	0	0	0	
4008-9	Speaker Gifts	0	0	0	0	
4008-10	Printing	0	0	0	0	
4008-11	Certificate Fees	0	0	0	0	
4008-12	Credit Card Fees	0	0	0	0	
	Total Sales Expenses	0	0	0	0	
	Total	6,144	18,710	(12,566)	13,867	
	Change In Net Assets - Programs	1,626	6,640	(5,014)	2,953	
	EDUCATION					Separate Meetings Only
	Revenue:					
4001-1	Attendees (Member and Non-Member)	0	0	0	0	
4001-4	Education Referral Fees	0	0	0	0	
4002	Sponsorships	0	0	0	0	
	Total Revenue	0	0	0	0	
	Total	0	0	0	0	
	Expenses:					
4104	Facility and Event Fees	0	0	0	0	
4106-3	Speaker Travel	0	0	0	0	
4106	Speaker Fees	0	0	0	0	
4106-2	Speaker Gifts	0	0	0	0	
4106-1	Speaker Food Expenses	0	0	0	0	

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4106-4	Sponsor Food Expenses	0	0	0	0	
4103	Printing	0	0	0	0	
4105	Certificate Fees	0	0	0	0	
	Total Expenses	0	0	0	0	
	Total	0	0	0	0	
	Change In Net Assets - Education	0	0	0	0	
LEGISLATIVE & PAC						
	Revenue:					
5001	Drawings, Raffles, Silent Auctions, Etc.	0	1,500	(1,500)	233	
	Total	0	1,500	(1,500)	233	
	Expenses:					
5101	GRIP Prizes and Supplies	0	250	(250)	0	Prize from drawings, auctions, etc.
5114	Chapter Contributions to Legislative Fund	0	1,000	(1,000)	1,000	Awards points up to \$1,500
5103	HUPAC Admin Costs - Chapter Share	0	750	(750)	750	
5115	NAHU Capitol Conference	0	4,000	(4,000)	3,797	4 @\$1000
5116	TAHU Day at the Capitol	0	0	0	0	
	Total	0	6,000	(6,000)	5,547	
	Change In Net Assets - Legislative	0	(4,500)	4,500	(5,314)	
MEDIA & PUBLIC RELATIONS						
	Revenue:					
1112	Media Advertising - Member Cost Sharing	0	0	0	0	We could charge members to be listed in ad
1112-1	NAHU/TAHU Matching Advertising Funds	0	0	0	0	Match only if no company names included
1112-2	Speaker Bureau (Speaker Fees)	0	0	0	0	
	Total	0	0	0	0	
	Expenses:					
1602	Marketing / Printing / Copies	0	0	0	0	Media kits
1610	Advertising	0	0	0	0	We should seek free sources of publicity
	Total	0	0	0	0	
	Change In Net Assets - Media & Public Relations	0	0	0	0	
NEWSLETTER						
	Revenue:					
1107	Newsletter Advertising	0	0	0	0	
	Total	0	0	0	0	
	Expenses:					
1702	Printing	0	0	0	0	
1702-1	Postage	0	0	0	0	
	Total	0	0	0	0	

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	Change In Net Assets - Newsletter	0	0	0	0	Newsletter should be revenue neutral
	TECHNOLOGY & COMMUNICATION					
	Revenue:					
1108	Website Sponsorships	0	500	(500)	0	
	Total	0	500	(500)	0	
	Expenses:					
1704	Website Vendor Fees	0	250	(250)	0	Eric Johnson
1602-1	Email Marketing	155	256	(101)	282	Constant Contact
	Total	155	506	(351)	282	
	Change In Net Assets - Tech & Communication	(155)	(6)	(149)	(282)	
	GOLF					
	Revenue:					
3001	Registration Fees	0	7,200	(7,200)	6,600	48 x \$150
3002	Sponsorship Fees	0	10,000	(10,000)	5,550	
3003	Beat The Pro	0	0	0	0	
3004	Raffles, Mulligans, Pictures	0	1,400	(1,400)	1,240	
3005	Silent Auction	0	0	0	0	
	Total	0	18,600	(18,600)	13,390	
	Expenses:					
3104	Facility Fees including F&B	0	5,500	(5,500)	5,487	estimated 61 x \$90 (48 players and 13 w/sponsorships)
3105	Trophies and Prizes	0	1,200	(1,200)	1,137	
3106	Food / Beverage / Transportation	0	0	0	0	
3113	Hole in One Insurance	0	0	0	0	
3103-1	Sponsor Signs	0	700	(700)	621	
3103	Printing/Supplies	0	0	0	0	
3102	Tournament Promotions	0	0	0	0	
	Total	0	7,400	(7,400)	7,245	
	Change In Net Assets - Golf	0	11,200	(11,200)	6,145	
	CHARITY & COMMUNITY SERVICE					
	Revenue:					
1102	Member and Corporate Donations	0	250	(250)	0	Show all cash and goods donations as rev.
	Total	0	250	(250)	0	
	Expenses:					
1203-1	Gill Children's Services Inc.	0	1,000	(1,000)	1,000	From Golf Proceeds
1203-4	TAHU Honorees Corporation	100	250	(150)	0	Awards points
1203-5	Other Charities	0	0	0	0	

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	Total	100	1,250	(1,150)	1,000	
	Change In Net Assets - Charity & Comm. Service	(100)	(1,000)	900	(1,000)	
	AWARDS & RECOGNITION					Luncheon rev & exp included in programs
	Revenue:					
2004	FWAHU Awards Dinner Sponsorships	0	2,000	(2,000)	2,000	Separate from other luncheon sponsorships
2005	FWAHU Awards Dinner Attendees	0	2,400	(2,400)	960	
	Total	0	4,400	(4,400)	2,960	
	Expenses:					
1501-1	FWAHU Awards Dinner	0	3,252	(3,252)	3,890	facility was \$62.40 pp+ 10 members
1501	Awards & Recognition	98	1,000	(902)	978	Donna Carnall award, board & member awards, pres plaque
1501-2	LPRT Promotion	0	0	0	0	
1501-3	RHU Class	0	0	0	0	Not planned at this time
1501-4	FWAHU Scrapbook	0	0	0	0	Cost to restore and reformat old pics/articles
1502	NAHU/TAHU Awards Submission Supplies	0	100	(100)	0	Awards binders, dividers, copies, etc.
	Total	98	4,352	(4,255)	4,867	
	Change In Net Assets - Awards & Recognition	(98)	48	(146)	(1,907)	
	CHAPTER DEVELOPMENT					
	Revenue:					
1115	TAHU Convention Chapter Reimbursement	0	0	0	0	
	First Round Sponsorship	0	0	0	0	
	Total	0	0	0	0	
	Expenses:					
1605	NAHU Convention	0	4,800	(4,800)	2,452	4*1200
1605-4	NAHU Region VI Leadership Conference	1,067	1,200	(133)	338	3*400
1605-2	TAHU Convention	0	1,800	(1,800)	600	3*600
1607	FWAHU Strategic Planning Meeting	0	0	0	0	
1211-1	FWAHU Board Meetings	0	0	0	0	
1213	Research & Development	0	0	0	0	
1213-1	Chapter Promotion Signage	0	0	0	0	
1213-2	Chapter Networking	0	0	0	0	
	Total	1,067	7,800	(6,733)	3,390	
	Change In Net Assets - Chapter Development	(1,067)	(7,800)	6,733	(3,390)	
	ADMINISTRATIVE EXPENSES					
	Revenue:					
1104	Dividend	0	0	0	0	
	Total	0	0	0	0	No revenue from administration
	Expenses:					

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1603	Accounting/Tax Fees	1,631	3,600	(1,969)	3,406	Includes fees for Executive Director
1200	Bad Debt Expense	0	0	0	0	
1601	D&O/Gen Liability Insurance	462	465	(3)	495	\$3 per member at beginning of chapter year
1216	PO Box Rental	0	130	(130)	132	
1204	Bank Fees	0	0	0	0	
1205	Credit Card Fees	452	1,300	(848)	1,078	
1212	Printing and Supplies and Postage	0	200	(200)	5	
	Forms	0	0	0	0	
1206	Miscellaneous Admin Expenses	0	0	0	0	
	Total	2,546	5,695	(3,149)	5,117	
	Change In Net Assets - Administrative	(2,546)	(5,695)	3,149	(5,117)	
	Total Revenue:	10,157	54,475	(44,318)	36,664	
	Total Expenses:	10,110	52,213	(42,103)	41,696	
	Net Profit/(Loss)	47	2,262	(2,215)	(5,032)	

Cash In Bank 12/31/17

7,153