

FWAHU ACTUAL vs BUDGET 2018-2019 CHAPTER YEAR

ACCT	BUDGET CATEGORY	2018-19 ACTUAL	2018-19 BUDGET	VARIANCE	2017-18 ACTUAL	2018 BUDGET NOTES
	MEMBERSHIP GROWTH & RETENTION	YTD 07/31/18		(UNDER)/OVER BUDGET	YTD 06/30/18	
	Revenue:					
1101	Membership Dues	150	0	150	3,780	\$25 each; 155
1101-01	Associate Membership Dues	0	0	0	0	
	Membership Contests	0	0	0	0	
1116	Promotional Items	0	0	0	0	
	Total	150	0	150	3,780	
	Expenses:					
1401	Membership Blitz/Maintenance	0	0	0	0	New member kits, member apps, etc.
1401-10	Membership Recruitment	0	0	0	0	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	0	0	0	
	Change In Net Assets - Membership	150	0	150	3,780	
	PROGRAMS					10 regular meetings + Awards lunch
	Revenue:					
	Monthly Luncheons					
1105-1	Season Pass Holder Revenue	2,400	0	2,400	3,760	13 Indiv SP
1105	Other Attendees	700	0	700	6,707	30 x \$30 x 10 plus 5 x 40 x 10
1110	Program Sponsorships	250	0	250	1,750	\$250 each for 8meetings; Awards separate-below
	Total Monthly Luncheons	3,350	0	3,350	12,217	
	FWAHU Senior Sales Symposium					
4002-2	Attendees	0	0	0	0	80 @ \$65 each
4002-3	Exhibitors	0	0	0	0	8 @ \$300 each
4002-1	Sponsorships	2,400	0	2,400	0	1 @ \$1000 plus 10 @ \$150
	Total Symposium Revenue	2,400	0	2,400	0	
	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	5,750	0	5,750	12,217	
	Expenses:					
	Monthly Luncheons					
1201	Facility and Event Fees	895	0	895	12,833	\$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	0	0	243	
1214-2	Speaker Fees	0	0	0	0	
1214-3	Speaker Gifts	0	0	0	0	
1214-1	Speaker Luncheon Expenses	0	0	0	292	\$35*10
	Sponsor Luncheon Expenses	0	0	0	0	\$35*10
	Printing/Supplies	0	0	0	0	
1214-5	Certificate Fees	44	0	44	285	
	Total Monthly Luncheons	939	0	939	13,653	
	FWAHU Senior Sales Symposium					
4006-10	Facility and Event Fees	2,815	0	2,815	0	80 X \$35
	Speaker Travel	0	0	0	0	
	Speaker Fees	0	0	0	0	18 X \$35
	Speaker Gifts	0	0	0	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	0	0	0	
	Total Senior Sales Expenses	2,815	0	2,815	0	
	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	3,754	0	3,754	13,653	
	Change In Net Assets - Programs	1,996	0	1,996	(1,436)	
	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	0	0	105	
	Total	0	0	0	105	
	Expenses:					
5101	GRIP Prizes and Supplies	0	0	0	0	Prize from drawings, auctions, etc.
5114	Chapter Contributions to Legislative Fund	0	0	0	0	Awards points up to \$1,500
5103	HUPAC Admin Costs - Chapter Share	0	0	0	750	
5115	NAHU Capitol Conference	0	0	0	1,931	4 @\$1000
5116	TAHU Day at the Capitol	0	0	0	0	
	Total	0	0	0	2,681	
	Change In Net Assets - Legislative	0	0	0	(2,576)	
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	0	0	0	
	Total	0	0	0	0	
	Expenses:					
1704	Website Vendor Fees	0	0	0	0	Eric Johnson
1602-1	Email Marketing	21	0	21	362	Constant Contact
	Total	21	0	21	362	
	Change In Net Assets - Tech & Communication	(21)	0	(21)	(362)	
	GOLF					
	Revenue:					
3001	Registration Fees	0	0	0	7,050	48 x \$150
3002	Sponsorship Fees	0	0	0	7,150	
3003	Beat The Pro	0	0	0	0	
3004	Raffles, Mulligans, Pictures	0	0	0	1,395	
3005	Silent Auction	0	0	0	0	
	Total	0	0	0	15,595	
	Expenses:					
3104	Facility Fees including F&B	0	0	0	5,859	estimated 61 x \$90 (48 players and 13 w/sponsorships)
3105	Trophies and Prizes	0	0	0	588	
3106	Food / Beverage / Transportation	0	0	0	0	
3113	Hole in One Insurance	0	0	0	0	
3103-1	Sponsor Signs	0	0	0	719	
3103	Printing/Supplies	0	0	0	0	
3102	Tournament Promotions	0	0	0	(426)	
	Total	0	0	0	6,740	
	Change In Net Assets - Golf	0	0	0	8,855	
	CHARITY & COMMUNITY SERVICE					
	Revenue:					
1102	Member and Corporate Donations	0	0	0	0	Show all cash and goods donations as rev.
	Total	0	0	0	0	
	Expenses:					
1203-1	Gill Children's Services Inc.	0	0	0	1,000	From Golf Proceeds
1203-4	TAHU Honorees Corporation	0	0	0	100	Awards points
1203-5	Other Charities	0	0	0	0	

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	Total	0	0	0	1,100	
	Change In Net Assets - Charity & Comm. Service	0	0	0	(1,100)	
AWARDS & RECOGNITION						
						Luncheon rev & exp included in programs
	Revenue:					
2004	FWAHU Awards Event Sponsorships	0	0	0	500	Separate from other luncheon sponsorships
2005	FWAHU Awards Event Attendees	0	0	0	790	
	Total	0	0	0	1,290	
	Expenses:					
1501-1	FWAHU Awards F&B	0	0	0	1,167	facility was \$62.40 pp+ 10 members
1501	Awards & Recognition	0	0	0	585	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	0	0	0	Awards binders, dividers, copies, etc.
	Total	0	0	0	1,752	
	Change In Net Assets - Awards & Recognition	0	0	0	(462)	
CHAPTER DEVELOPMENT						
	Revenue:					
1115	TAHU Convention Chapter Reimbursement	0	0	0	0	
1118	Networking Events	0	0	0	600	
	Total	0	0	0	600	
	Expenses:					
1605	NAHU Convention	0	0	0	2,014	4*1200
1605-4	NAHU Region VI Leadership Conference	0	0	0	1,451	3*400
1605-2	TAHU Convention	0	0	0	1,164	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	400	
	Total	0	0	0	5,028	
	Change In Net Assets - Chapter Development	0	0	0	(4,428)	
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	288	0	288	3,416	Includes fees for Executive Director
1200	Bad Debt Expense	0	0	0	0	
1601	D&O/Gen Liability Insurance	456	0	456	462	\$3 per member at beginning of chapter year
1216	PO Box Rental	0	0	0	140	
1204	Bank Fees	0	0	0	0	
1205	Credit Card Fees	142	0	142	911	
1212	Printing and Supplies and Postage	0	0	0	0	
	Forms	0	0	0	0	
1206	Miscellaneous Admin Expenses	0	0	0	0	
	Total	885	0	885	4,929	
	Change In Net Assets - Administrative	(885)	0	(885)	(4,929)	
	Total Revenue:	5,900	0	5,900	33,587	
	Total Expenses:	4,660	0	4,660	36,246	
	Net Profit/(Loss)	1,240	0	1,240	(2,659)	

Cash In Bank 08/10/18

7,670