

FWAHU Proposed Budget 2020-2021

ACCT	BUDGET CATEGORY	2019-20 ACTUAL	2019-20 BUDGET	VARIANCE	2018-19 ACTUAL	2020-21 PROPOSED	BUDGET NOTES
	MEMBERSHIP GROWTH & RETENTION	06/30/20 YTD		(UNDER)/OVER BUDGET	YTD 06/30/19		
	Revenue:						
1101	Membership Dues	3,161	3,750	(589)	3,907	3,375	\$25 per member (135)
1101-01	Associate Membership Dues	0	0	0	0	0	
	Membership Contests	0	0	0	0	0	
1116	Promotional Items	0	0	0	0	0	
	Lost Badge Fee	0	0	0	0	0	
	Total	3,161	3,750	(589)	3,907	3,375	
	Expenses:						
1401	Membership Blitz/Maintenance	0	0	0	0	0	New member kits, member apps, etc.
1401-10	Membership Recruitment	0	0	0	(40)	0	Membership contests; luncheon freebies
1401-3	Membership Badges, Ribbons, and Plaques	0	0	0	0	1,000	Member badges, new member plaques, etc.
1402	Promotional Items (Bags, Shirts, Etc.)	0	0	0	0	0	
	Total	0	0	0	(40)	1,000	
	Change In Net Assets - Membership	3,161	3,750	(589)	3,947	2,375	
	PROGRAMS						3 regular meetings + 5 virtual meetings + Awards
	Revenue:						
	Monthly Luncheons						
1105-1	Season Pass Holder Revenue	3,360	3,360	0	2,640	2,000	8 * \$250 Indiv SP
1105	Other Attendees	2,860	8,800	(5,940)	5,885	3,300	30 x \$30 x 3 plus 5 x 40 x 3
1105-4	Virtual Meetings	645	0	645	0	1,875	30 x \$10 x 5 plus 5 x \$15 x 5
1110	Program Sponsorships	750	2,150	(1,400)	1,325	2,150	\$250 each for 7 meetings and \$400 for 1 certificate
	Total Monthly Luncheons	7,615	14,310	(6,695)	9,850	9,325	
	FWAHU Sales Symposium						
4002-2	Attendees	2,080	2,350	(270)	2,035	2,400	Virtual: Members \$10 per CE, Non-Members \$2
4002-3	Exhibitors	0	0	0	0	0	
4002-1	Sponsorships	2,150	1,500	650	2,700	1,250	5 x \$250
	Total Symposium Revenue	4,230	3,850	380	4,735	3,650	
	Worksite Marketing TBD						
4008	Attendees	0	0	0	0	0	
	Exhibitors	0	0	0	0	0	
4008-1	Table Sponsorships	0	0	0	0	0	
4008-2	Attendees-NonMembers	0	0	0	0	0	
4008-3	Photos	0	0	0	0	0	
	Total Sales Revenue	0	0	0	0	0	
	Total	11,845	18,160	(6,315)	14,585	12,975	
	Expenses:						

ACCT	BUDGET CATEGORY	2019-20 ACTUAL	2019-20 BUDGET	VARIANCE	2018-19 ACTUAL	2020-21 PROPOSED	BUDGET NOTES
	Monthly Luncheons						
1201	Facility and Event Fees	4,768	8,400	(3,632)	6,531	3,150	\$30 * 35 * 3 meetings
1201-1	Guest Lunch / Drawings	0	0	0	0	0	
1201-2	Photographer	0	0	0	0	0	
1214	Speaker Travel	0	500	(500)	0	0	
1214-2	Speaker Fees	0	0	0	0	0	
1214-3	Speaker Gifts	0	0	0	0	0	We will use FWAHU shirts as speaker gifts
1214-1	Speaker Luncheon Expenses	90	240	(150)	60	90	\$30*3
	Sponsor Luncheon Expenses	30	240	(210)	30	180	\$30*3*2
	Printing/Supplies	0	0	0	0	0	
1214-5	Certificate Fees	465	300	165	212	475	
	Total Monthly Luncheons	5,353	9,680	(4,327)	6,833	3,895	
	FWAHU Sales Symposium						
4006-10	Facility and Event Fees	1,140	1,500	(360)	2,496	500	Virtual - \$500 setup
	Speaker Travel	0	250	(250)	185	0	
	Speaker Fees	0	0	0	0	0	
	Speaker Gifts	0	0	0	0	0	
	Speaker Luncheon Expenses	60	250	(190)	192	0	
	Sponsor Luncheon Expenses	300	150	150	448	0	
4006-11	Printing	0	0	0	0	0	
4006-12	Certificate Fees	185	200	(15)	58	300	
	Total Sales Expenses	1,685	2,350	(665)	3,378	800	
	Worksite Marketing TBD						
4008-6	Accounting Fees	0	0	0	0	0	Remove from Budget
4008-7	Facility and Event Fees	0	0	0	0	0	
	Speaker Travel	0	0	0	0	0	
4008-8	Speaker Fees	0	0	0	0	0	
4008-9	Speaker Gifts	0	0	0	0	0	
4008-10	Printing	0	0	0	0	0	
4008-11	Certificate Fees	0	0	0	0	0	
4008-12	Credit Card Fees	0	0	0	0	0	
	Total Sales Expenses	0	0	0	0	0	
	Total	7,038	12,030	(4,992)	10,211	4,695	
	Change In Net Assets - Programs	4,807	6,130	(1,323)	4,374	8,280	
	EDUCATION						Separate Meetings Only
	Revenue:						
4001-1	Attendees (Member and Non-Member)	0	0	0	0	0	
4001-4	Education Referral Fees	0	0	0	0	0	
4002	Sponsorships	0	0	0	0	0	
	Total Revenue	0	0	0	0	0	
	Total	0	0	0	0	0	
	Expenses:						

ACCT	BUDGET CATEGORY	2019-20 ACTUAL	2019-20 BUDGET	VARIANCE	2018-19 ACTUAL	2020-21 PROPOSED	BUDGET NOTES
4104	Facility and Event Fees	0	0	0	0	0	
4106-3	Speaker Travel	0	0	0	0	0	
4106	Speaker Fees	0	0	0	0	0	
4106-2	Speaker Gifts	0	0	0	0	0	
4106-1	Speaker FoodExpenses	0	0	0	0	0	
4106-4	Sponsor Food Expenses	0	0	0	0	0	
4103	Printing	0	0	0	0	0	
4105	Certificate Fees	0	0	0	0	0	
	Total Expenses	0	0	0	0	0	
	Total	0	0	0	0	0	
	Change In Net Assets - Education	0	0	0	0	0	
	LEGISLATIVE & PAC						
	Revenue:						
5001	Drawings, Raffles, Silent Auctions, Etc.	0	500	(500)	100	300	3 meetings
	Total	0	500	(500)	100	300	
	Expenses:						
5101	GRIP Prizes and Supplies	0	25	(25)	98	30	3 Starbucks gift cards
5114	Chapter Contributions to Legislative Fund	1,000	1,000	0	0	1,000	Awards points up to \$1,500
5103	HUPAC Admin Costs - Chapter Share	750	750	0	750	750	
5115	NAHU Capitol Conference	2,500	4,000	(1,500)	2,504	4,000	4 @\$1000
5116	TAHU Day at the Capitol	234	1,000	(766)	117	0	For 2021, included in TAHU Convention budget
	Total	4,484	6,775	(2,291)	3,468	5,780	
	Change In Net Assets - Legislative	(4,484)	(6,275)	1,791	(3,368)	(5,480)	
	MEDIA & PUBLIC RELATIONS						
	Revenue:						
1112	Media Advertising - Member Cost Sharing	0	0	0	0	0	We could charge members to be listed in ad
1112-1	NAHU/TAHU Matching Advertising Funds	0	0	0	0	0	Match only if no company names included
1112-2	Speaker Bureau (Speaker Fees)	0	0	0	0	0	
	Total	0	0	0	0	0	
	Expenses:						
1602	Marketing / Printing / Copies	0	0	0	0	0	Media kits
1610	Advertising	0	0	0	0	0	We should seek free sources of publicity
	Total	0	0	0	0	0	
	Change In Net Assets - Media & Public Relations	0	0	0	0	0	
	NEWSLETTER						
	Revenue:						
1107	Newsletter Advertising	0	0	0	0	0	

ACCT	BUDGET CATEGORY	2019-20 ACTUAL	2019-20 BUDGET	VARIANCE	2018-19 ACTUAL	2020-21 PROPOSED	BUDGET NOTES
	Total	0	0	0	0	0	
	Expenses:						
1702	Printing	0	0	0	0	0	
1702-1	Postage	0	0	0	0	0	
	Total	0	0	0	0	0	
	Change In Net Assets - Newsletter	0	0	0	0	0	Newsletter should be revenue neutral
	TECHNOLOGY & COMMUNICATION						
	Revenue:						
1108	Website Sponsorships	0	500	(500)	0	250	
	Total	0	500	(500)	0	250	
	Expenses:						
1704	Website Vendor Fees	89	250	(161)	0	250	Eric Johnson
1602-1	Email Marketing	75	282	(208)	256	0	Mailchimp is free
	Total	164	532	(369)	256	250	
	Change In Net Assets - Tech & Communication	(164)	(32)	(131)	(256)	0	
	GOLF (August 10, 2020)						
	Revenue:						Rescheduled from March 2020 Golf revenues reclassified to Deferred Rev
3001	Registration Fees	0	11,375	(11,375)	5,400	11,375	65 x \$175
3002	Sponsorship Fees	0	10,000	(10,000)	7,400	10,000	
3003	Beat The Pro	0	0	0	0	0	
3004	Raffles, Mulligans, Pictures	0	1,400	(1,400)	1,205	1,400	
3005	Silent Auction	0	0	0	0	0	
	Total	0	22,775	(22,775)	14,005	22,775	
	Expenses:						Golf expenses reclassified to Prepaid Exp
3104	Facility Fees including F&B	0	9,200	(9,200)	5,517	9,200	estimated 80 x \$115 (65 players and 15 w/spot)
3105	Trophies and Prizes	0	1,200	(1,200)	949	1,200	
3106	Food / Beverage / Transportation	0	0	0	0	0	
3113	Hole in One Insurance	0	0	0	0	0	
3103-1	Sponsor Signs	0	1,000	(1,000)	719	1,000	
3103	Printing/Supplies	0	0	0	0	0	
3102	Tournament Promotions	0	0	0	(294)	0	
	Total	0	11,400	(11,400)	6,891	11,400	
	Change In Net Assets - Golf	0	11,375	(11,375)	7,114	11,375	
	GOLF (April 2021)						
	Revenue:						

ACCT	BUDGET CATEGORY	2019-20 ACTUAL	2019-20 BUDGET	VARIANCE	2018-19 ACTUAL	2020-21 PROPOSED	BUDGET NOTES
3001	Registration Fees	0	11,375	(11,375)	5,400	11,375	65 x \$175
3002	Sponsorship Fees	0	10,000	(10,000)	7,400	10,000	
3003	Beat The Pro	0	0	0	0	0	
3004	Raffles, Mulligans, Pictures	0	1,400	(1,400)	1,205	1,400	
3005	Silent Auction	0	0	0	0	0	
	Total	0	22,775	(22,775)	14,005	22,775	
	Expenses:						
3104	Facility Fees including F&B	0	9,200	(9,200)	5,517	9,200	estimated 80 x \$115 (65 players and 15 w/spo
3105	Trophies and Prizes	0	1,200	(1,200)	949	1,200	
3106	Food / Beverage / Transportation	0	0	0	0	0	
3113	Hole in One Insurance	0	0	0	0	0	
3103-1	Sponsor Signs	0	1,000	(1,000)	719	1,000	
3103	Printing/Supplies	0	0	0	0	0	
3102	Tournament Promotions	0	0	0	(294)	0	
	Total	0	11,400	(11,400)	6,891	11,400	
	Change In Net Assets - Golf	0	11,375	(11,375)	7,114	11,375	
	CHARITY & COMMUNITY SERVICE						
	Revenue:						
1102	Member and Corporate Donations	0	250	(250)	25	250	Show all cash and goods donations as rev.
	Total	0	250	(250)	25	250	
	Expenses:						
1203-1	Gill Children's Services Inc.	0	1,000	(1,000)	1,000	2,000	From Golf Proceeds - \$1000 per golf tourname
1203-4	TAHU Honorees Corporation	0	250	(250)	0	250	Awards points
1203-5	Other Charities	250	0	250	0	0	
	Total	250	1,250	(1,000)	1,000	2,250	
	Change In Net Assets - Charity & Comm. Service	(250)	(1,000)	750	(975)	(2,000)	
	AWARDS & RECOGNITION						Luncheon rev & exp included in programs
	Revenue:						
2004	FWAHU Awards Event Sponsorships	0	500	(500)	400	500	Separate from other luncheon sponsorships
2005	FWAHU Awards Event Attendees	0	900	(900)	340	900	
	Total	0	1,400	(1,400)	740	1,400	
	Expenses:						
1501-1	FWAHU Awards F&B	0	900	(900)	1,110	1,000	Regular monthly luncheon
1501	Awards & Recognition	102	800	(698)	755	800	Donna Carnall award, board & member awards,
1501-2	LPRT Promotion	0	0	0	0	0	
1501-3	RHU Class	0	0	0	0	0	Not planned at this time
1501-4	FWAHU Scrapbook	0	0	0	0	0	Cost to restore and reformat old pics/articles
1502	NAHU/TAHU Awards Submission Supplies	0	0	0	0	0	Awards binders, dividers, copies, etc.
	Total	102	1,700	(1,598)	1,865	1,800	

ACCT	BUDGET CATEGORY	2019-20 ACTUAL	2019-20 BUDGET	VARIANCE	2018-19 ACTUAL	2020-21 PROPOSED	BUDGET NOTES
	Change In Net Assets - Awards & Recognition	(102)	(300)	198	(1,125)	(400)	
	CHAPTER DEVELOPMENT						
	Revenue:						
1115	TAHU Convention Chapter Reimbursement	0	0	0	0	0	
1118	Networking Events Registration	1,425	0	1,425	0	1,000	Vanguard Events
	Vanguard Sponsorships	0	0	0	0	1,000	
	Total	1,425	0	1,425	0	2,000	
	Expenses:						
1605	NAHU Convention	198	4,800	(4,602)	968	4,800	4*1200
1605-4	NAHU Region VI Leadership Conference	0	1,200	(1,200)	0	1,200	3*400
1605-2	TAHU Convention	0	900	(900)	570	1,050	6*175 (Combined with DATC 2021)
1607	FWAHU Strategic Planning Meeting	0	0	0	0	0	
1211-1	FWAHU Board Meetings	0	0	0	0	0	
1213	Research & Development	0	0	0	0	0	
1213-1	Chapter Promotion Signage	0	0	0	0	0	
1213-2	Networking Events	1,667	0	1,667	0	2,000	Vanguard
	Total	1,865	6,900	(5,035)	1,538	9,050	
	Change In Net Assets - Chapter Development	(440)	(6,900)	6,460	(1,538)	(7,050)	
	ADMINISTRATIVE EXPENSES						
	Revenue:						
1104	Dividend	0	0	0	0	0	
	Total	0	0	0	0	0	No revenue from administration
	Expenses:						
1603	Accounting/Tax Fees	2,450	3,600	(1,150)	2,800	3,675	Bookkeeper - \$250 x 12 plus \$600 for transition
1200	Bad Debt Expense	0	0	0	0	0	
1200-1	Depreciation	0	0	0	364	0	
1601	D&O/Gen Liability Insurance	284	290	(6)	456	290	\$2 per member at beginning of chapter year
1216	PO Box Rental	168	160	8	154	0	
1204	Bank Fees	0	0	0	0	0	
1205	Credit Card Fees	1,187	1,100	87	1,037	1,100	
1206	Miscellaneous Admin Expenses	382	0	382	0	0	
1210	Forms	0	0	0	182	0	
1212	Printing and Supplies and Postage	0	0	0	0	0	
	Total	4,471	5,150	(679)	4,992	5,065	
	Change In Net Assets - Administrative	(4,471)	(5,150)	679	(4,992)	(5,065)	
	Total Revenue:	16,431	47,335	(30,904)	33,362	43,325	
	Total Expenses:	18,375	45,737	(27,363)	30,181	41,290	

ACCT	BUDGET CATEGORY	2019-20 ACTUAL	2019-20 BUDGET	VARIANCE	2018-19 ACTUAL	2020-21 PROPOSED	BUDGET NOTES
	Net Profit/(Loss)	(1,944)	1,598	(3,542)	3,181	2,035	

Cash In Bank 06/30/20

17,615