

FWAHU Proposed Budget 2021-2022

Approved -- 7/23/2021

ACCT	BUDGET CATEGORY	2020-21 ACTUAL 06/30/2021 YTD	2020-21 BUDGET	VARIANCE (UNDER)/OVER BUDGET	2021-22 BUDGET	BUDGET NOTES
	MEMBERSHIP GROWTH & RETENTION					
	Revenue:					
1101	Membership Dues	3,086	3,375	(289)	3,375	\$25 per member (135)
1101-01	Associate Membership Dues	0	0	0	0	
	Membership Contests	0	0	0	0	
1116	Promotional Items	0	0	0	0	
	Lost Badge Fee	0	0	0	0	
	Total	3,086	3,375	(289)	3,375	
	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	1,000	(1,000)	1,000	Member badges, new member plaques, etc.
1402	Promotional Items (Bags, Shirts, Etc.)	0	0	0	0	
	Total	0	1,000	(1,000)	1,000	
	Change In Net Assets - Membership	3,086	2,375	711	2,375	
	PROGRAMS					7 regular meetings - Awards separate below
	Revenue:					
	Monthly Luncheons					
1105-1	Season Pass Holder Revenue	1,500	2,000	(500)	2,500	10 * \$250 Indiv SP
1105	Other Attendees	0	3,300	(3,300)	9,100	30 x \$35 x 7 plus 5 x 50 x 7
1105-4	Virtual Meetings	575	1,875	(1,300)	0	
1110	Program Sponsorships	0	2,150	(2,150)	1,900	\$250 each for 6 meetings and \$400 for 1 certification; A
	Total Monthly Luncheons	2,075	9,325	(7,250)	13,500	
	FWAHU Sales Symposium					
4002-2	Attendees	1,140	2,400	(1,260)	3,900	\$75 x 40 plus \$90 x 10
4002-3	Exhibitors	0	0	0	0	
4002-1	Sponsorships	500	1,250	(750)	3,000	
	Total Symposium Revenue	1,640	3,650	(2,010)	6,900	
	Total	3,715	12,975	(9,260)	20,400	
	Expenses:					
	Monthly Luncheons					
1201	Facility and Event Fees	300	3,150	(2,850)	7,350	\$30 * 35 * 7 meetings
1201-1	Guest Lunch / Drawings	0	0	0	0	
1214	Speaker Travel	0	0	0	0	

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1214-2	Speaker Fees	0	0	0	0	
1214-3	Speaker Gifts	0	0	0	0	We will use FWAHU shirts as speaker gifts
1214-1	Speaker Luncheon Expenses	0	90	(90)	210	\$30*7
	Sponsor Luncheon Expenses	0	180	(180)	420	\$30*7*2
	Printing/Supplies	0	0	0	0	
1214-5	Certificate Fees	230	475	(245)	475	
	Total Monthly Luncheons	530	3,895	(3,365)	8,455	
	FWAHU Sales Symposium					
4006-10	Facility and Event Fees	591	500	91	2,500	
	Speaker Travel	0	0	0	200	
	Speaker Fees	0	0	0	0	
	Speaker Gifts	0	0	0	0	
	Speaker Luncheon Expenses	0	0	0	180	6 speakers * \$30
	Sponsor Luncheon Expenses	0	0	0	420	7 sponsors *2 *\$30
4006-11	Printing	0	0	0	0	
4006-12	Certificate Fees	99	300	(201)	300	
	Total Sales Symposium Expenses	690	800	(110)	3,600	
	Total	1,220	4,695	(3,475)	12,055	
	Change In Net Assets - Programs	2,495	8,280	(5,785)	8,345	
	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	
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	

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LEGISLATIVE & PAC						
Revenue:						
5001	Drawings, Raffles, Silent Auctions, Etc.	0	300	(300)	300	7 meetings
	Total	0	300	(300)	300	
Expenses:						
5101	GRIP Prizes and Supplies	0	30	(30)	100	Bottle wine? Gift cards, 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)	4,000	4 @\$1000
5116	TAHU Day at the Capitol	0	0	0	0	For 2021, included in TAHU Convention budget since cc
	Total	0	5,780	(5,780)	5,850	
Change In Net Assets - Legislative		0	(5,480)	5,480	(5,550)	
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	
Change In Net Assets - Newsletter		0	0	0	0	Newsletter should be revenue neutral

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	TECHNOLOGY & COMMUNICATION					
	Revenue:					
1108	Website Sponsorships	250	250	0	250	
	Total	250	250	0	250	
	Expenses:					
1704	Website Vendor Fees	0	250	(250)	2,000	Eric Johnson maybe revamp?
1602-1	Email Marketing	0	0	0	0	Mailchimp is free
	Total	0	250	(250)	2,000	
	Change In Net Assets - Tech & Communication	250	0	250	(1,750)	
	GOLF					
	Revenue:	Combined both from 2020-2021				
3001	Registration Fees	34,498	22,750	11,748	12,250	70 x \$175
3002	Sponsorship Fees	17,250	20,000	(2,750)	10,000	
3004	Raffles, Mulligans, Pictures	3,525	2,800	725	2,000	
	Total	55,273	45,550	9,723	24,250	
	Expenses:					
3104	Facility Fees including F&B	23,256	18,400	4,856	9,200	estimated 80 x \$115 (65 players and 15 w/sponsorships)
3105	Trophies and Prizes	0	2,400	(2,400)	1,750	
3103-1	Sponsor Signs	600	2,000	(1,400)	1,000	
	Total	23,856	22,800	1,056	11,950	
	Change In Net Assets - Golf	31,417	22,750	8,667	12,300	
	CHARITY & COMMUNITY SERVICE					
	Revenue:					
1102	Member and Corporate Donations	0	250	(250)	250	Show all cash and goods donations as rev.
	Total	0	250	(250)	250	
	Expenses:					
1203-1	Gill Children's Services Inc.	3,500	3,500	0	1,500	From Golf Proceeds - increase to \$1500 per golf tournar
1203-4	TAHU Honorees Corporation	0	250	(250)	250	Awards points
1203-5	Other Charities	0	0	0	0	
	Total	3,500	3,750	(250)	1,750	
	Change In Net Assets - Charity & Comm. Service	(3,500)	(3,500)	0	(1,500)	
	AWARDS & RECOGNITION					Luncheon rev & exp included in programs
						2 Awards luncheons - July 2021 and June 21

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	Revenue:					
2004	FWAHU Awards Event Sponsorships	0	500	(500)	1,000	Separate from other luncheon sponsorships
2005	FWAHU Awards Event Attendees	0	900	(900)	2,800	\$35 * 40 * 2
	Total	0	1,400	(1,400)	3,800	
	Expenses:					
1501-1	FWAHU Awards F&B	0	1,000	(1,000)	2,800	\$35 * 40 * 2
1501	Awards & Recognition	605	800	(195)	800	Donna Carnall award, board & member awards, pres pla
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	605	1,800	(1,195)	3,600	
	Change In Net Assets - Awards & Recognition	(605)	(400)	(205)	200	
	CHAPTER DEVELOPMENT					
	Revenue:					
1115	TAHU Convention Chapter Reimbursement	0	0	0	0	
1118	Networking Events Registration	0	1,000	(1,000)	1,000	Vanguard Events
	Vanguard Sponsorships	495	1,000	0	1,000	
	Total	495	2,000	(1,000)	2,000	
	Expenses:					
1605	NAHU Convention	653	4,800	(4,147)	4,800	4*1200
1605-4	NAHU Region VI Leadership Conference	0	1,200	(1,200)	1,200	3*400
1605-2	TAHU Convention	0	1,050	(1,050)	1,750	10*175
1213-2	Networking Events	0	2,000	(2,000)	2,000	Vanguard
	Total	653	9,050	(8,397)	9,750	
	Change In Net Assets - Chapter Development	(158)	(7,050)	7,397	(7,750)	
	ADMINISTRATIVE EXPENSES					
	Revenue:					
1104	Dividend	0	0	0	0	
	Total	0	0	0	0	No revenue from administration
	Expenses:					
1603	Accounting/Tax Fees	4,159	3,675	484	4,095	Bookkeeper - \$300 x 12 plus \$35 * 12 for Quickbooks pe
1601	D&O/Gen Liability Insurance	209	290	(81)	300	\$2 per member at beginning of chapter year
1216	PO Box Rental	0	0	0	0	SFC accepts our mail at their office
1204	Bank Fees	0	0	0	0	

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1205	Credit Card Fees	1,093	1,100	(7)	1,100	
	Total	5,461	5,065	396	5,495	
	Change In Net Assets - Administrative	(5,461)	(5,065)	(396)	(5,495)	
	Total Revenue:	62,819	66,100	(3,281)	54,625	
	Total Expenses:	35,295	54,190	(18,895)	53,450	
	Net Profit/(Loss)	27,524	11,910	15,614	1,175	

Cash In Bank 06/30/2021

35,050