	Month	YTD	18-19 Annual Budget						
Ordinary Income/Expense									
Income									
3000 · Membership Dues			28,077.00	254					
3010 · Associate Membership Dues			4,290.00	22 members					
3100 · Registrations									
3100.1 · Professional Development								2 that are food related	
3120 · Member Meetings			15,090.00	36	8	meetings	$40 no food	1200	7200
Total 3100.1 · Professional Development							$65 non member no food	650	$3,900.00
3100.2 · Social Events			2,000.00				$45 member food	1620	$3,240.00
3100.3 · Conference / Expo							$75 non member food or eth	375	$750.00
3230 · Conference Registration			15,000.00	143					
3250 · Conference Sponsorships			9,000.00						$15,090.00
3351 · Conference Exhibitor Registration Additional booth attendee			1,000.00						
Total 3100.3 · Conference / Expo	0.00		25,000.00						
3100 · Registrations - Other Super CE	0.00	0.00	1,500.00						
Total 3100 · Registrations	0.00	0.00	75,957.00						
3110 · Convenience Pass			0.00						
3200 · Sponsorships									
Premier Sponsor			10,000.00	10,000	1				
3200.1 · Partner Sponsor			25,000.00	5000	5				
3200.2 · Advocate Sponsor			21,000.00	3500	6				
3200.3 · Large Agency Sponsor			5,000.00	2500	2				
3200.4 · Agency Sponsor			0.00						
3200.5 · Agency Bundle			7,500.00	1250	6				
3200.6 · Personal Sponsorships (emerald,ruby, saphyre)			1,850.00				9 Emerald, 2 Ruby, 2 Saphhire, 1 diamond		
3200.7 · Region IV Leadership Conference									
3200.8 · Member Meeting Sponsor			1,000.00	250	4				
Webinar				200	5				
3200.9 · Social Sponsor			1,000.00	500	2				
3200.10 Day on the Hill			2,500.00		1				
Total 3200 · Sponsorships	0.00	0.00	74,850.00						
Total Income	0.00	0.00	150,807.00						
Gross Profit	0.00	0.00	150,807.00						
Expense									
4000 · Facility Fees			2,300.00						
4100 · Catering			14,000.00						
4200 · Equipment Rental			1,000.00						
4300 · Presenter Costs			1,500.00						
4400 · Program Supplies			300.00						
4500 · Presenter Gift Cards			500.00						
4600 · Program Printing			2,000.00						
4900 · Other Program Costs			3,000.00						
5000 · Contract Admin			18,000.00						
5010 · Legislative Services			42,000.00						
5020 · Accounting Fees			3,400.00						
5030 · Website / Communications			6,000.00						
5100 · Office Supplies			1,300.00						
5120 · Printing & Copying			2,000.00						
5200 · Telephone & Fax			180.00						
5210 · Postage & Delivery			600.00						
Convention Expenses									
Pipe and Drape			700.00						
Speakers			3,000.00						
Hotel fees, a/v and rental			10,000.00						
food and Bev			10,725.00						
5300.1 Other Meeting Expense			0.00						
5300.2 Webinar			4,200.00						
5310.1 · Travel & Lodging Legislative									
5310.1 Capital Conference			7,000.00						
5310.2 NAHU Annual Convention			5,000.00						
5400 · Bank Fees			2,400.00						
5400.5 · Licenses & Fees			180.00						
5520 · Volunteer Recognition									
5600 · Miscellaneous Expense			5,000.00						
5700 · Day on the Hill			2,500.00						
5715 · Region 4 Ldrship			500.00						
Board meeting expenses			0.00						
Board Retreat									
6100 · Insurance			1,244.00						
Total Expense	0.00	0.00	150,529.00						
Net Ordinary Income	0.00	0.00	278.00						
Net Income	**0.00**	**0.00**	**278.00**						