

# NEOHUA

## Profit & Loss Budget vs. Actual

January 2018 through November 2020

|   | Jan - Dec 18 | Jan - Dec 19 | Jan - Nov 20 | Budget    | <b>2021 Proposed Budget</b> |
|---|--------------|--------------|--------------|-----------|-----------------------------|
| Ordinary Income/Expense                 |              |              |              |           |                             |
| Income                                  |              |              |              |           |                             |
| CCI                                     | 11,670.16    | 5,669.27     | 7,647.92     | 6,000.00  | 6,000.00                    |
| CAP Conference Reimbursement from State |              |              |              |           | 1,800.00                    |
| Fund Raiser                             | 0.00         | 0.00         | 0.00         | 0.00      |                             |
| Golf Outing                             |              |              |              |           |                             |
| 50/50 Drawing                           | 165.00       | 105.00       | 157.00       |           |                             |
| Dinner Only                             | 90.00        | 0.00         | 90.00        |           |                             |
| Gift Baskets                            | 0.00         | 193.00       | 0.00         |           |                             |
| Golfers                                 | 5,696.02     | 2,683.91     | 7,975.00     |           |                             |
| Hole Sponsors                           | 1,219.16     | 899.80       | 2,700.00     |           |                             |
| Lob a Grenade                           | 160.00       | 0.00         | 0.00         |           |                             |
| Poker Run                               | 340.00       | 0.00         | 0.00         |           |                             |
| Raffles                                 | 0.00         | 0.00         | 329.00       |           |                             |
| Mulligans / Strings                     | 200.00       | 0.00         | 320.00       |           |                             |
| Contest Sponsors                        | 403.00       | 0.00         | 0.00         |           |                             |
| Putting Contest                         | 0.00         | 200.00       | 0.00         |           |                             |
| Sponsors                                |              |              |              |           |                             |
| Dixon Golf - Talent Sponsor             | 142.00       | 0.00         | 366.00       |           |                             |
| Gold Sponsor                            | 0.00         | 1,500.00     | 900.00       |           |                             |
| Keg Sponsor                             | 250.00       | 0.00         | 250.00       |           |                             |
| Meal Sponsor                            | 2,000.00     | 1,000.00     | 600.00       |           |                             |
| Premier Sponsor                         | 0.00         | 0.00         | 900.00       |           |                             |
| Putting Green Sponsor                   | 0.00         | 0.00         | 250.00       |           |                             |
| Sign Sponsor                            | 320.00       | 350.00       | 350.00       |           |                             |
| Sponsors - Other                        | 0.00         | 0.00         | 1,150.00     |           |                             |
| Total Sponsors                          | 2,712.00     | 2,850.00     | 4,766.00     |           |                             |
| Golf Outing                             | 0.00         | 0.00         |              |           |                             |
| Total Golf Outing                       | 10,985.18    | 6,931.71     | 16,337.00    | 11,000.00 | 11,000.00                   |
| Membership Dues                         | 13,511.06    | 11,032.55    | 10,125.05    | 12,000.00 | 11,000.00                   |

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January 2018 through November 2020

|                         | Jan - Dec 18 | Jan - Dec 19 | Jan - Nov 20 | Budget | <b>2021 Proposed Budget</b> |
|-------------------------|--------------|--------------|--------------|--------|-----------------------------|
| Monthly Program Income  |              |              |              |        |                             |
| November Program        |              |              |              |        |                             |
| Attendees               | 0.00         | 190.00       | 0.00         |        |                             |
| Sponsor                 | 0.00         | 257.50       | 0.00         |        |                             |
| Total November Program  | 0.00         | 447.50       | 0.00         |        |                             |
| October Program         |              |              |              |        |                             |
| Attendees               | 1,267.17     | 120.00       | 0.00         |        |                             |
| Total October Program   | 1,267.17     | 120.00       | 0.00         |        |                             |
| September Program       |              |              |              |        |                             |
| Attendees               | 625.49       | 1,112.88     | 0.00         |        |                             |
| Total September Program | 625.49       | 1,112.88     | 0.00         |        |                             |
| April Program           |              |              |              |        |                             |
| Attendees               | 911.55       | 670.87       | 0.00         |        |                             |
| Total April Program     | 911.55       | 670.87       | 0.00         |        |                             |
| December Program        |              |              |              |        |                             |
| Attendees               |              |              |              |        |                             |
| December Attendees      | 0.00         | 11.29        | 0.00         |        |                             |
| Attendees - Other       | 0.00         | 113.52       | 0.00         |        |                             |
| Total Attendees         | 0.00         | 124.81       | 0.00         |        |                             |
| Total December Program  | 0.00         | 124.81       | 0.00         |        |                             |
| February Program        | 367.39       | 0.00         | 0.00         |        |                             |
| January Program         |              |              |              |        |                             |
| Attendees               | 0.00         | 140.00       | 0.00         |        |                             |
| January Program - Other | 713.74       | 214.59       | 0.00         |        |                             |
| Total January Program   | 713.74       | 354.59       | 0.00         |        |                             |
| July Program            |              |              |              |        |                             |
| Senior Expo - Exhibitor | 2,409.63     | 0.00         | 0.00         |        |                             |
| July Program - Other    | 808.02       | 0.00         | 0.00         |        |                             |
| Total July Program      | 3,217.65     | 0.00         | 0.00         |        |                             |
| June Program            |              |              |              |        |                             |

NEOHUA  
**Profit & Loss Budget vs. Actual**  
 January 2018 through November 2020

|                                | Jan - Dec 18 | Jan - Dec 19 | Jan - Nov 20 | Budget   | <b>2021 Proposed Budget</b> |
|--------------------------------|--------------|--------------|--------------|----------|-----------------------------|
| Attendees                      | 716.72       | 33.87        | 0.00         |          |                             |
| June Program - Other           | 360.01       | 100.00       | 0.00         |          |                             |
| Total June Program             | 1,076.73     | 133.87       | 0.00         |          |                             |
| Legislative Program Sponsor    | 500.00       | 0.00         | 0.00         |          |                             |
| May Program                    |              |              |              |          |                             |
| Attendees                      | 1,465.38     | 374.61       | 0.00         |          |                             |
| May Program - Other            | 80.00        | 30.00        | 0.00         |          |                             |
| Total May Program              | 1,545.38     | 404.61       | 0.00         |          |                             |
| Medicare Summit                |              |              |              |          |                             |
| Attendees                      | 0.00         | 756.56       | 0.00         |          |                             |
| Vendor                         | 0.00         | 3,076.85     | 0.00         |          |                             |
| Total Medicare Summit          | 0.00         | 3,833.41     | 0.00         |          |                             |
| Monthly Program Income - Other | 0.00         | 0.00         | 725.00       | 6,000.00 |                             |
| Total Monthly Program Income   | 10,225.10    | 7,202.54     | 725.00       | 6,000.00 | 3,000.00                    |
| Monthly Program Sponsor        | 0.00         | 0.00         | 1,350.00     |          | 4,000.00                    |
| Products Expo                  |              |              |              |          |                             |
| Extra booth worker             | 102.25       | 0.00         | 0.00         |          |                             |
| Full day attendee              | 15,251.26    | 10,364.59    | 0.00         |          |                             |
| Silent Auction                 | 910.20       | 492.00       | 0.00         |          |                             |
| Sponsors/Exhibitors            |              |              |              |          |                             |
| Bronze Sponsor                 | 0.00         | 5,909.92     | 0.00         |          |                             |
| Electricity                    | 77.25        | 75.00        | 0.00         |          |                             |
| Exhibit Booth                  | 16,762.36    | 14,317.16    | 0.00         |          |                             |
| Extra booth worker             | 0.00         | 0.00         | 0.00         |          |                             |
| Gold Sponsor                   | 0.00         | 2,000.00     | 0.00         |          |                             |
| Meal Sponsor                   | 0.00         | 1,456.20     | 0.00         |          |                             |
| Silver Sponsor                 | 1,823.00     | 4,500.00     | 0.00         |          |                             |
| Sponsors/Platinum Sponsor      | 0.00         | 2,427.20     | 0.00         |          |                             |
| Sponsors/Exhibitors - Other    | 0.00         | 0.00         | -3,500.00    |          |                             |
| Total Sponsors/Exhibitors      | 18,662.61    | 30,685.48    | -3,500.00    |          |                             |

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January 2018 through November 2020

|                                      | Jan - Dec 18 | Jan - Dec 19 | Jan - Nov 20 | Budget    | <b>2021 Proposed Budget</b>      |
|--------------------------------------|--------------|--------------|--------------|-----------|----------------------------------|
| Products Expo - Other                | 0.00         | 0.00         | 0.00         | 40,000.00 |                                  |
| Total Products Expo                  | 34,926.32    | 41,542.07    | -3,500.00    | 40,000.00 | 20,000.00                        |
| Public Service Income                | 711.00       | 417.00       | 0.00         | 500.00    |                                  |
| Region III Meeting - Cleveland       |              |              |              |           |                                  |
| Registration                         | 6,814.01     | 0.00         | 0.00         |           |                                  |
| Sponsorships/Exhibits                | 19,750.00    | 0.00         | 0.00         |           |                                  |
| Total Region III Meeting - Cleveland | 26,564.01    | 0.00         | 0.00         |           |                                  |
| Repayment                            |              |              |              |           |                                  |
| Other Admin. Income                  | 0.00         | 8,191.08     | 0.00         |           |                                  |
| Total Repayment                      | 0.00         | 8,191.08     | 0.00         |           |                                  |
| Social event                         | 738.89       | 0.00         | 165.00       | 2,400.00  | 400.00                           |
| Sponsorships                         |              |              |              |           |                                  |
| Leg Program                          | 0.00         | 0.00         | 1,000.00     |           |                                  |
| Total Sponsorships                   | 0.00         | 0.00         | 1,000.00     |           |                                  |
| Total Income                         | 109,331.72   | 80,986.22    | 33,849.97    | 77,900.00 | <b>57,200.00</b>                 |
| Expense                              |              |              |              |           |                                  |
| Administration                       |              |              |              |           |                                  |
| American Express Fees                | 0.00         | 16.73        | 0.00         |           | remove                           |
| Attorney Fees                        | 0.00         | 2,275.00     | 0.00         |           | remove                           |
| Constant Contact                     | 788.51       | 907.40       | 75.61        |           | remove                           |
| Credit Card Machine                  | 183.17       | 98.00        | 0.00         |           | remove                           |
| Internet                             | 75.00        | 0.00         | 0.00         |           | remove                           |
| Business Manager's Salary            | 24,200.00    | 29,400.00    | 9,500.00     | 24,000.00 | 24,000.00                        |
| Business Manager's Bonuses           |              |              |              |           |                                  |
| Benefits Forum                       | 2,106.52     | 2,598.17     | 0.00         | 19,680.00 | remove                           |
| Golf Outing                          | 1,074.75     | 0.00         | 0.00         |           | remove                           |
| Total Business Manager's Bonuses     | 3,181.27     | 2,598.17     | 0.00         | 19,680.00 | remove                           |
| Phone                                | 318.01       | 260.01       | 0.00         |           | remove                           |
| State of Ohio Con't. Existence       | 25.00        | 0.00         | 0.00         |           | leave in but no budget this year |
| Storage                              | 440.00       | 400.00       | 0.00         |           | no budget this year              |

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|------------------------------------|--------------|--------------|--------------|-----------|-----------------------------|
| Business Manager's Mileage         | 400.96       | 325.96       | 0.00         | 350.00    | 350.00                      |
| Bank Fees                          | 0.00         | 30.00        | 1,890.54     | 1,700.00  | 1,700.00                    |
| Board Meeting                      | 0.00         | 166.38       | 0.00         |           | 200.00                      |
| National / Reg. /State Mtgs.       |              |              |              |           |                             |
| CAP Conference                     | 2,571.30     | 3,000.00     | 5,000.00     | 3,000.00  | 1,800.00                    |
| National Convention                | 500.00       | 600.00       | 0.00         | 1,000.00  | 1,000.00                    |
| Total National / Reg. /State Mtgs. | 3,071.30     | 3,600.00     | 5,000.00     | 4,000.00  | 2,800.00                    |
| Miscellaneous                      |              |              |              |           |                             |
| Refund for incorrect deposit ma    | 925.00       | 0.00         | 0.00         |           |                             |
| Total Miscellaneous                | 925.00       | 0.00         |              |           |                             |
| Office Supplies                    | 235.16       | 387.18       | 427.88       | 200.00    |                             |
| Postage/Delivery                   | 50.00        | 105.00       | 0.00         |           |                             |
| Professional Fees                  |              |              |              |           |                             |
| Accountant                         | 625.00       | 700.00       | 650.00       | 650.00    | 650.00                      |
| Professional Fees - Other          | 0.00         | 0.00         | 3,884.09     |           | remove                      |
| Total Professional Fees            | 625.00       | 700.00       | 4,534.09     | 650.00    | 650.00                      |
| Paypal Fee                         | 1,821.99     | 1,115.87     | 0.00         |           | remove                      |
| Table Runner (NEOHUA)              | 0.00         | 279.20       | 0.00         |           | remove                      |
| Vendor bank Fees                   | 1,484.48     | 780.33       | 49.70        |           |                             |
| Web Site / Technology              |              |              |              |           |                             |
| MemberClicks                       | 0.00         | 0.00         | 4,806.00     |           | 4,000.00                    |
| Web Hosting                        | 0.00         | 0.00         | 390.69       |           |                             |
| Web Site / Technology - Other      | 270.00       | 785.39       | 26.62        |           |                             |
| Total Web Site / Technology        | 270.00       | 785.39       | 5,223.31     |           |                             |
| Total Administration               | 38,094.85    | 44,230.62    | 26,701.13    | 50,580.00 | 34,900.00                   |
| Committee Expenses                 |              |              |              |           |                             |
| Membership Committee               |              |              |              |           |                             |
| Contest                            | 161.98       | 0.00         | 0.00         |           |                             |
| Note cards                         | 138.22       | 0.00         | 0.00         |           |                             |
| Membership Committee - Other       | 0.00         | 25.00        | 10.00        | 300.00    |                             |

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|------------------------------------|------------------|------------------|------------------|-----------------|-----------------------------|
| Total Membership Committee         | 300.20           | 25.00            | 10.00            | 300.00          | 500.00                      |
| Leg Committee                      | 0.00             | 0.00             | 0.00             | 200.00          | 200.00                      |
| Social Event                       | 1,041.87         | 0.00             | 1,365.12         | 2,400.00        | 1,000.00                    |
| <b>Total Committee Expenses</b>    | <b>1,342.07</b>  | <b>25.00</b>     | <b>1,375.12</b>  | <b>2,900.00</b> | <b>1,700.00</b>             |
| <b>Golf</b>                        |                  |                  |                  |                 |                             |
| Facility                           | 4,858.95         | 4,235.47         | 500.00           |                 |                             |
| Food/Beverage Service              | 0.00             | 0.00             | 7,023.17         |                 |                             |
| Prizes                             | 0.00             | 313.79           | 2,819.64         |                 |                             |
| Signage                            | 320.00           | 320.00           | 0.00             |                 |                             |
| Golf - Other                       | 0.00             | 0.00             | 225.00           | 6,000.00        |                             |
| <b>Total Golf</b>                  | <b>5,178.95</b>  | <b>4,869.26</b>  | <b>10,567.81</b> | <b>6,000.00</b> | <b>9,500.00</b>             |
| <b>Benefits Forum (Expo)</b>       |                  |                  |                  |                 |                             |
| A/V                                | 1,652.40         | 2,069.28         | 0.00             |                 |                             |
| CE Program props                   | 534.00           | 0.00             | 0.00             |                 |                             |
| Facility                           | 9,766.66         | 8,590.54         | 0.00             |                 |                             |
| Drawings / Prizes                  | 0.00             | 206.95           | 0.00             |                 |                             |
| Nametags/Ribbons                   | 179.68           | 128.43           | 0.00             |                 |                             |
| Miscellaneous                      | 75.00            | 0.00             | 0.00             |                 |                             |
| Signage/Booths                     | 0.00             | 72.79            | 0.00             |                 |                             |
| Printing                           | 255.15           | 680.40           | 0.00             |                 |                             |
| Office Supplies                    | 48.24            | 0.00             | 0.00             |                 |                             |
| Postage/Delivery                   | 0.00             | 0.00             | 0.00             | 100.00          |                             |
| Room Charge                        | 2,000.00         | 2,000.00         | 0.00             |                 |                             |
| Silent Auction Item                | 100.00           | 0.00             | 0.00             |                 |                             |
| Speaker Honorarium/Gifts           | 0.00             | 65.40            | 0.00             |                 |                             |
| <b>Total Benefits Forum (Expo)</b> | <b>14,611.13</b> | <b>13,813.79</b> | <b>0.00</b>      | <b>100.00</b>   | <b>3,000.00</b>             |
| Credit Card Fee                    | 0.00             | 0.00             | 2.85             |                 |                             |
| Monthly Program Expense            | 0.00             | 0.00             | 1,085.70         |                 |                             |
| Past President's Gavel             | 120.15           | 120.15           | 213.39           | 150.00          | 150.00                      |
| MemberClicks                       | 0.00             | 0.00             | 0.00             | 1,000.00        |                             |

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| Scholarship             |              |              |              |        | 1,250.00                    |
| Programming             |              |              |              |        |                             |
| April Program           |              |              |              |        |                             |
| Speaker expense         | 110.87       | 0.00         | 0.00         |        |                             |
| A/V                     | 0.00         | 130.00       | 0.00         |        |                             |
| Facility                | 255.00       | 220.00       | 0.00         |        |                             |
| Food                    | 648.00       | 576.00       | 0.00         |        |                             |
| Total April Program     | 1,013.87     | 926.00       | 0.00         |        |                             |
| February Program        |              |              |              |        |                             |
| Facility                | 195.00       | 0.00         | 0.00         |        |                             |
| Food                    | 179.97       | 0.00         | 0.00         |        |                             |
| Total February Program  | 374.97       | 0.00         | 0.00         |        |                             |
| January Program         |              |              |              |        |                             |
| Speaker Expense         | 0.00         | 208.54       | 0.00         |        |                             |
| Facility                | 195.00       | 245.00       | 0.00         |        |                             |
| January Program - Other | 619.20       | 0.00         | 0.00         |        |                             |
| Total January Program   | 814.20       | 453.54       | 0.00         |        |                             |
| July Program            |              |              |              |        |                             |
| A/V                     | 65.00        | 0.00         | 0.00         |        |                             |
| Facility                | 240.00       | 0.00         | 0.00         |        |                             |
| Food                    | 676.80       | 0.00         | 0.00         |        |                             |
| Total July Program      | 981.80       | 0.00         | 0.00         |        |                             |
| June Program            |              |              |              |        |                             |
| A/V                     | 30.00        | 130.00       | 0.00         |        |                             |
| Facility                | 240.00       | 165.00       | 0.00         |        |                             |
| Food                    | 720.00       | 300.00       | 0.00         |        |                             |
| Total June Program      | 990.00       | 595.00       | 0.00         |        |                             |
| May Program             |              |              |              |        |                             |
| Facility                | 240.00       | 165.00       | 0.00         |        |                             |
| Food                    | 922.00       | 576.00       | 0.00         |        |                             |

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| Total May Program              | 1,162.00     | 741.00       | 0.00         |          |                             |
| November Program               |              |              |              |          |                             |
| A/V                            | 0.00         | 65.00        | 0.00         |          |                             |
| Facility                       | 0.00         | 165.00       | 0.00         |          |                             |
| November Program - Other       | 20.65        | 0.00         | 0.00         |          |                             |
| Total November Program         | 20.65        | 230.00       | 0.00         |          |                             |
| October Program                |              |              |              |          |                             |
| A/V                            | 65.00        | 0.00         | 0.00         |          |                             |
| Facility                       | 240.00       | 0.00         | 0.00         |          |                             |
| Food                           | 576.00       | 300.00       | 0.00         |          |                             |
| Total October Program          | 881.00       | 300.00       | 0.00         |          |                             |
| September Program              |              |              |              |          |                             |
| A/V                            | 15.00        | 0.00         | 0.00         |          |                             |
| Facility                       | 180.00       | 165.00       | 0.00         |          |                             |
| Food                           | 648.00       | 691.20       | 0.00         |          |                             |
| Total September Program        | 843.00       | 856.20       | 0.00         |          |                             |
| Yearly Facility Rental Deposit | 200.00       | 0.00         | 3,597.45     |          |                             |
| Programming - Other            | 0.00         | 0.00         | 0.00         | 9,200.00 |                             |
| Total Programming              | 7,281.49     | 4,101.74     | 3,597.45     | 9,200.00 | 4,500.00                    |
| Charity                        | 0.00         | 0.00         | 0.00         | 500.00   |                             |
| Public Service Payout          | 541.00       | 0.00         | 0.00         |          |                             |
| Region III Meeting             |              |              |              |          | remove                      |
| Monday Evening Event           | 736.00       | 0.00         | 0.00         |          |                             |
| Administration                 | 1,107.12     | 0.00         | 0.00         |          |                             |
| AV / Tech                      | 2,410.56     | 0.00         | 0.00         |          |                             |
| Break (Monday Afternoon)       | 1,197.24     | 0.00         | 0.00         |          |                             |
| Breakfast (Tuesday)            | 4,917.57     | 0.00         | 0.00         |          |                             |
| Copies, Folders, Name Tags     | 1,405.86     | 0.00         | 0.00         |          |                             |
| Reception Cash Bar (Monday)    | 2,000.49     | 0.00         | 0.00         |          |                             |
| Reception Food (Monday)        | 2,892.67     | 0.00         | 0.00         |          |                             |



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| Speaker Travel Costs     | 491.78       | 0.00         | 0.00         |           |                             |
| Total Region III Meeting | 17,159.29    | 0.00         | 0.00         |           |                             |
| Total Expense            | 84,328.93    | 67,160.56    | 43,543.45    | 70,430.00 | 55,000.00                   |
| Net Ordinary Income      | 25,002.79    | 13,825.66    | -11,829.58   | 7,470.00  |                             |
| Other Income/Expense     |              |              |              |           |                             |
| Other Income             |              |              |              |           |                             |
| Interest Income          | 111.35       | 404.22       | 29.43        |           |                             |
| Total Other Income       | 111.35       | 404.22       | 29.43        |           |                             |
| Net Other Income         | 111.35       | 404.22       | 29.43        |           |                             |
|                          | 25,114.14    | 14,229.88    | -11,800.15   | 7,470.00  | 3,400.00                    |