

Home Builders Association of the Sioux Empire

08/12/10

Profit & Loss Budget Performance

Accrual Basis

July 2010

	Jul 10	Budget	Jan - Jul 10	YTD Budget	Annual Budget
Income					
Golf & Trap Outings					
Golf & Trap Outings Income	585.01	3,500.00	2,342.28	11,000.00	23,895.00
Golf & Trap Outings Expenses	-284.94	-50.00	-1,321.84	-1,100.00	-20,000.00
Total Golf & Trap Outings	300.07	3,450.00	1,020.44	9,900.00	3,895.00
Home Show					
Home Show Income	0.00	0.00	266,597.39	262,000.00	262,000.00
Home Show Expenses	0.00	0.00	-58,565.45	-58,000.00	-58,000.00
Total Home Show	0.00	0.00	208,031.94	204,000.00	204,000.00
Membership Dues					
Dues Income	21,100.00	21,125.00	123,005.00	122,925.00	230,500.00
Dues Expense	-13,210.00	-14,300.00	-77,740.00	-82,180.00	-155,000.00
Total Membership Dues	7,890.00	6,825.00	45,265.00	40,745.00	75,500.00
Parade Of Homes					
Parade Of Homes Income	24,700.00	30,700.00	68,150.00	73,500.00	78,900.00
Parade Of Homes Expenses	0.00		-13,998.35	-11,800.00	-28,900.00
Total Parade Of Homes	24,700.00	30,700.00	54,151.65	61,700.00	50,000.00
Publication					
Publication Income	0.00	0.00	24,777.50	22,500.00	24,600.00
Publication Expense	-1,193.90	-1,200.00	-10,139.44	-10,000.00	-14,800.00
Total Publication	-1,193.90	-1,200.00	14,638.06	12,500.00	9,800.00
Remodeling Council					
Remodeling Council Income	392.00	625.00	3,576.00	3,940.00	6,330.00
Remodeling Council Expenses	-164.78	-185.00	-1,391.78	-2,045.00	-4,540.00
Total Remodeling Council	227.22	440.00	2,184.22	1,895.00	1,790.00
Product Show					
Product Show Income	0.00	0.00	0.00	0.00	7,025.00
Product Show Expenses	0.00	0.00	0.00	0.00	-5,450.00
Total Product Show	0.00	0.00	0.00	0.00	1,575.00
Showcase Of Remodeled Homes					
Showcase Income	1,000.00	3,000.00	1,000.00	3,500.00	19,235.00
Showcase Expense	0.00	0.00	0.00	0.00	-14,300.00
Total Showcase Of Remodeled Homes	1,000.00	3,000.00	1,000.00	3,500.00	4,935.00
Sponsorship					
Sponsorship Income	0.00	0.00	30,500.00	29,700.00	29,700.00
Sponsorship Expenses	0.00	0.00	-3,836.29	-4,400.00	-7,300.00
Total Sponsorship	0.00	0.00	26,663.71	25,300.00	22,400.00
Utility Breakfast					
Utility Breakfast Income	0.00	0.00	1,849.66	1,935.00	1,935.00
Utility Breakfast Expense	0.00	0.00	-1,364.68	-1,450.00	-1,450.00
Total Utility Breakfast	0.00	0.00	484.98	485.00	485.00
Other Income					
Issues Fund Income	0.00	0.00	3,025.64	0.00	0.00
Dividend Income	0.00	0.00	0.00	0.00	0.00
Realized Gains	0.00	0.00	0.00	0.00	0.00
Endorsement Income	633.32	400.00	5,228.67	3,900.00	3,900.00
HIM Investment Income	0.00	0.00	0.00	2,500.00	5,000.00
Interest Income	239.46	350.00	2,275.39	2,000.00	3,400.00
Unrealized Gains	0.00	0.00	-7,117.72	5,000.00	10,000.00
Management Fees	300.00	300.00	1,800.00	1,800.00	3,600.00
Member Lists & Labels Income	-6.00	100.00	496.39	700.00	1,200.00
Miscellaneous Income	0.00	0.00	0.00	0.00	0.00
Sale of Assets Income	-0.75	0.00	-6.99	0.00	0.00
Total Other Income	1,166.03	1,150.00	5,701.38	15,900.00	27,100.00
Total Income	34,089.42	44,365.00	359,141.38	375,925.00	401,480.00

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Cost of Goods Sold					
Membership Meetings					
Membership Meetings Expense	787.91	0.00	7,537.26	7,775.00	10,650.00
Membership Meetings Income	-606.00	0.00	-6,096.00	-6,500.00	-8,850.00
Total Membership Meetings	181.91	0.00	1,441.26	1,275.00	1,800.00
Repair Affair					
Repair Affair Expense	7,690.44	0.00	7,690.44	0.00	0.00
Repair Affair Income	0.00	0.00	0.00	0.00	0.00
Total Repair Affair	7,690.44	0.00	7,690.44	0.00	0.00
Total COGS	7,872.35	0.00	9,131.70	1,275.00	1,800.00
Gross Profit	26,217.07	44,365.00	350,009.68	374,650.00	399,680.00
Expense					
Administrative Expenses					
Employee Insurance	900.00	1,200.00	7,200.00	8,400.00	14,400.00
Salaries & Taxes	21,571.87	22,500.00	155,046.47	155,500.00	271,020.00
Staff Education	0.00	0.00	53.50	250.00	500.00
Staff Expense	272.54	185.00	1,116.41	1,295.00	2,200.00
Total Administrative Expenses	22,744.41	23,885.00	163,416.38	165,445.00	288,120.00
Committee Expenses					
Advertising Committee	0.00	0.00	2,000.00	2,000.00	12,000.00
Associate's Committee	0.00	0.00	0.00	0.00	0.00
Ambassador Committee	0.00	0.00	629.48	650.00	1,050.00
Board Of Directors	166.89	0.00	653.14	0.00	0.00
Builder's Forum Committee	14.82	0.00	-85.18	0.00	0.00
Developer's Committee	0.00	0.00	0.00	250.00	500.00
Education Committee	-1,150.02	100.00	-13,773.75	700.00	1,250.00
Holiday Gala	0.00	0.00	162.50	0.00	0.00
Green Building Committee	-50.00	0.00	-1,050.00	0.00	0.00
Legislative Committee	0.00	0.00	6,497.55	5,500.00	5,500.00
Library	0.00	0.00	0.00	0.00	0.00
Long Range Planning	0.00	0.00	51.21	50.00	200.00
Membership Committee	18.00	375.00	452.68	2,625.00	5,500.00
Public Relations Committee	0.00	65.00	53.58	455.00	800.00
Special Expenses	0.00	0.00	10,552.08	8,000.00	8,000.00
Total Committee Expenses	-1,000.31	540.00	6,143.29	20,230.00	34,800.00
Operating Expenses					
Accounting & Legal Fees	4,878.65	200.00	7,621.91	7,000.00	10,500.00
Association Fee	525.00	540.00	3,675.00	3,780.00	6,500.00
Building, Maint, & Supplies	695.97	530.00	3,391.20	4,710.00	7,400.00
Credit Card Expenses	172.06	175.00	2,543.58	2,225.00	3,100.00
Dues & Subscriptions	0.00	85.00	731.30	1,535.00	2,100.00
Equipment Maintenance & Repairs	1,062.17	400.00	10,964.79	9,700.00	11,200.00
Liability Insurance	0.00	0.00	209.00	30.00	3,500.00
Membership Directory	0.00	0.00	3,292.35	3,000.00	3,000.00
Awards & Gifts	129.29	60.00	778.08	420.00	2,000.00
Office Supplies	2.80	375.00	2,541.64	2,625.00	4,500.00
Postage	921.73	300.00	5,594.59	4,750.00	8,000.00
President's Expense	225.00	225.00	1,575.00	1,575.00	2,700.00
Real Estate Taxes	0.00	0.00	8,258.39	8,250.00	16,500.00
Telephone	372.55	500.00	2,854.76	3,500.00	6,200.00
Utilities	322.97	515.00	2,924.79	3,605.00	6,200.00
Total Operating Expenses	9,308.19	3,905.00	56,956.38	56,705.00	93,400.00
Travel Expenses					
EO & Staff Travel	195.54	300.00	948.39	1,200.00	2,000.00
Leadership Training	0.00	0.00	576.53	600.00	1,500.00
National Director Travel	0.00	0.00	10,440.80	12,400.00	16,800.00
Pres./VP Travel	0.00	0.00	0.00	0.00	0.00
SD Director Travel	461.08	1,150.00	3,459.68	4,050.00	5,500.00
Total Travel Expenses	656.62	1,450.00	15,425.40	18,250.00	25,800.00

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Other Expenses					
Capitol Improvements	-116.60	1,500.00	1,451.55	2,750.00	6,450.00
General Depreciation	0.00	0.00	0.00	0.00	0.00
Total Other Expenses	<u>-116.60</u>	<u>1,500.00</u>	<u>1,451.55</u>	<u>2,750.00</u>	<u>6,450.00</u>
Total Expense	<u>31,592.31</u>	<u>31,280.00</u>	<u>243,393.00</u>	<u>263,380.00</u>	<u>448,570.00</u>
Net Income	<u>-5,375.24</u>	<u>13,085.00</u>	<u>106,616.68</u>	<u>111,270.00</u>	<u>-48,890.00</u>