

THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION												
COMPARATIVE STATEMENT OF ACTIVITIES												
ACTUAL VS BUDGET VS PRIOR YEAR												
December 31, 2019												
											YTD	
ACCT		2014	2015	2016	2017	2018	2019	YEAR-TO-DATE			ACTUAL	2019/2018
#	DESCRIPTION	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	BUDGET	ACTUAL	BUDGET	VARIANCE	12/31/18	VARIANCE
OPERATIONS:												
DUES REVENUE:												
4010	DISTRIBUTORS	\$252,706	\$236,474	\$230,370	239,100	257,510	\$260,100	\$263,500	\$260,100	\$3,400	\$257,510	\$5,990
4020	MANUFACTURERS	202,880	231,547	237,830	225,179	230,820	259,500	251,798	259,500	(7,702)	230,820	20,978
4030	ASSOCIATES	36,374	35,687	33,576	34,975	36,374	30,000	34,500	30,000	4,500	36,374	(1,874)
4035	AFFILIATES	18,879	16,182	16,182	17,081	18,879	19,000	16,150	19,000	(2,850)	18,879	(2,729)
4037	MANUFACTURER REP	-	7,192	4,491	4,990	5,988	6,600	7,100	6,600	500	5,988	1,112
4040	BRANCH SERVICE FEES	41,995	52,493	53,650	53,450	49,575	59,375	58,125	59,375	(1,250)	49,575	8,550
	TOTAL REVENUE FROM DUES	552,834	579,575	576,099	574,775	599,146	634,575	631,173	634,575	(3,402)	599,146	32,027
OTHER REVENUE:												
4510	INTEREST INCOME	14,291	17,620	14,611	11,100	21,682	22,000	30,004	22,000	8,004	21,682	8,322
4514	REALIZED GAIN/LOSS ON INVESTMENTS	(2,360)	(5,768)	15,399	500	(7,988)	-	2,624	-	2,624	(7,988)	10,612
4515	UNREALIZED GAIN/LOSS ON INVESTMENTS	1,342	(4,263)	8,111	(305)	(439)	(240)	478	(240)	718	(439)	917
4540	MEMBERSHIP DIRECTORY SALES	765	418	460	325	0	395	790	395	395	-	790
4560	AFFINITY PARTNER ROYALTIES	45,917	57,620	60,972	69,570	68,754	55,000	50,611	55,000	(4,389)	68,754	(18,143)
	TOTAL OTHER REVENUE	59,956	65,627	99,552	81,190	82,009	77,155	84,506	77,155	7,351	82,009	2,497
ANNUAL MEETING REVENUE:												
4610	DISTRIBUTOR REGISTRATION FEE	189,082	185,030	147,785	152,433	185,063	156,875	212,018	156,875	55,143	185,063	26,955
4620	MANUFACTURER REGISTRATION FEE	281,765	309,318	289,566	291,008	306,913	282,750	298,918	282,750	16,168	306,913	(7,996)
4630	ASSOCIATE REGISTRATION FEE	40,952	43,145	42,123	45,758	44,004	30,625	41,790	30,625	11,165	44,004	(2,214)
4633	MANUFACTURER REP REGISTER FEE		5,450	1,470	5,520	0	4,975	5,550	4,975	575	-	5,550
4635	AFFILIATE REGISTRATION FEE	18,115	12,770	14,290	15,305	23,153	14,825	14,538	14,825	(288)	23,153	(8,616)
4640	GUEST REGISTRATION FEE	75,330	91,280	55,975	56,405	76,705	59,250	61,095	59,250	1,845	76,705	(15,610)
4645	VALUE PARTNER REGISTRATION FEE	2,915	3,600	4,500	5,400	5,400	0	4,500	-	4,500	5,400	(900)
4647	COMPANY MEETINGS		7,500	4,500	7,500	9,500	7,500	10,000	7,500	2,500	9,500	500
4650	TOUR FEE	32,162	33,436	22,451	25,149	20,390	16,500	8,320	16,500	(8,180)	20,390	(12,070)
4660	CONTACT TABLES FEE	159,405	170,050	174,725	175,175	183,663	170,925	173,175	170,925	2,250	183,663	(10,488)
4680	HOTEL COMMISSION	27,885	34,161	30,380	32,706	36,944	30,000	36,552	30,000	6,552	36,944	(392)
4685	GOLF	37,113	21,744	(386)	36,645	19,838	22,425	22,380	22,425	(45)	19,838	2,542
4690	TENNIS/VOLLEYBALL	270	-	-	0	0	-	-	-	-	-	-
4695	CONVENTION GUIDE AD	18,438	19,778	19,282	17,509	20,014	17,750	20,975	17,750	3,225	20,014	961
	TOTAL ANNUAL MEETING REVENUE	883,432	937,261	806,660	866,512	931,587	814,400	909,810	814,400	95,410	931,587	(21,777)
TRAINING, EDUCATION, ADV. REVENUE												
4805	STATISTICS SURVEY SALES	4,415	1,128	700	450	2,750	500	900	500	400	2,750	(1,850)
4810	NAHAD MERCHANDISE SALES	864	-	900	0	0	-	-	-	-	-	-
4822	TELECONNECT REVENUE	490	49	49	-	-	-	-	-	-	-	-
4830	UID/WEBINAR REVENUE	13,538	9,550	10,292	10,443	9,284	9,500	7,872	9,500	(1,628)	9,284	(1,412)
4840	ON-LINE TRAINING	-	-	-	0	0	9,000	23,010	9,000	14,010	-	23,010
4850	DIRECTORY ADVERTISING SALES	113,453	113,549	114,190	113,443	120,952	112,000	113,942	112,000	1,942	120,952	(7,010)
4852	E-ADVERTISING	1,000	-	-	0	0	-	-	-	-	-	-
	TOTAL TRAINING, EDUCATION, ADV. REVENUE	133,761	124,276	126,131	124,335	132,987	131,000	145,724	131,000	14,724	132,987	12,737

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INSTITUTE REVENUE:												
4825	INSTITUTE MEMBERSHIP	29,700	86,600	82,500	72,850	56,100	72,000	64,900	72,000	(7,100)	56,100	8,800
4835	SPECIFICATION GUIDELINES SALES			-	0	1,659	500	688	500	188	1,659	(971)
4836	HSI HANDBOOK	29,586	27,784	15,586	10,739	3,787	13,500	4,756	13,500	(8,744)	3,787	969
4842	HOSE & COUPLING WORLD	-	-	-	0		22,970	-	22,970	(22,970)	23,516	(23,516)
4845	REGIONAL MEETINGS/GUIDELINES SEMINAR			-	0	0	9,960	17,545	9,960	7,585	-	17,545
4855	GUIDELINES EXAMS & CERTIFICATES	50,677	63,544	37,986	31,359	27,060	34,500	23,111	34,500	(11,389)	27,060	(3,949)
4860	GUIDELINES RESALE ITEMS						-	-	-	-	-	-
	TOTAL INSTITUTE REVENUE	109,963	177,928	136,072	114,948	112,122	153,430	111,000	153,430	(42,430)	112,122	(1,122)
	TOTAL REVENUE	1,739,946	1,884,667	1,744,514	1,761,760	1,857,850	1,810,560	1,882,213	1,810,560	71,653	1,857,850	24,363
ADMINISTRATIVE EXPENSES:												
5010	MANAGEMENT FEE-EXEC.V.P., O.H.	176,187	183,000	252,150	257,193	262,337	262,337	262,337	262,337	0	262,337	-
5015	ACCOUNTING/FINANCE MGMT.	22,017	23,120	24,000	25,200	26,208	26,208	26,208	26,208	-	26,208	-
5020	STAFFING SERVICES	226,110	235,150	246,908	256,784	267,055	267,055	267,055	267,055	(0)	267,055	-
5025	POSTAGE	2,012	1,215	1,417	1,436	1,518	1,800	1,068	1,800	(732)	1,518	(451)
5030	STAFF TRAVEL	13,366	16,013	17,191	17,754	12,748	12,000	5,866	12,000	(6,134)	12,748	(6,882)
5035	SUPPLIES	2,855	2,786	3,106	3,254	2,558	2,700	4,632	2,700	1,932	2,558	2,074
5045	TELEPHONE & FAX	3,394	3,349	3,479	3,611	5,258	6,000	6,315	6,000	315	5,258	1,057
5050	CREDIT CARD PROCESS/BANK CHARGES	42,332	45,080	42,577	42,776	52,892	43,000	50,861	43,000	7,861	52,892	(2,030)
5055	DUES AND SUBSCRIPTIONS	2,770	3,885	5,460	5,460	3,120	2,960	2,640	2,960	(320)	3,120	(480)
5060	D&O, E&O, GEN LIABILITY INSURANCE	14,188	15,258	15,464	15,709	15,540	16,500	14,812	16,500	(1,688)	15,540	(728)
5065	PRINTING	4,964	5,087	5,567	5,067	4,261	4,800	4,014	4,800	(786)	4,261	(247)
5075	RECORDS STORAGE	4,036	4,012	3,470	3,104	3,219	3,500	2,683	3,500	(817)	3,219	(537)
5080	MISCELLANEOUS	106	-	-	0	0	-	-	-	-	-	-
5083	INDEPENDENT ANNUAL AUDIT	10,975	10,750	11,100	11,250	11,250	12,000	11,250	12,000	(750)	11,250	-
5085	LEGAL	1,273	1,355	429	1,484	810	900	1,065	900	165	810	256
5090	BAD DEBT EXPENSE	-	-	-	0	0	-	-	-	-	-	-
5098	LOSS ON INVESTMENT IN DPA	9,499	9,491	8,589	136	136	-	-	-	-	369	(369)
	TOTAL ADMINISTRATIVE EXPENSE	536,084	559,551	640,907	650,218	668,911	661,760	660,806	661,760	(954)	669,143	(8,337)
NAW EXPENSES:												
5110	NAW-TRAVEL	3,895	7,050	4,248	4,470	9,135	4,000	3,456	4,000	(544)	9,135	(5,679)
5120	NAW MEMBERSHIP DUES	4,900	5,880	5,723	5,578	5,578	6,503	5,578	6,503	(925)	5,578	-
	TOTAL NAW EXPENSE	8,795	12,930	9,971	10,047	14,713	10,503	9,034	10,503	(1,469)	14,713	(5,679)
BOARD & EXECUTIVE COMM.:												
5210	HOTEL,FOOD & INCIDENTALS	31,161	35,321	36,333	25,923	33,579	38,000	30,052	38,000	(7,948)	33,579	(3,527)
5220	STAFF TRAVEL	4,984	3,887	3,078	8,484	2,969	5,000	6,953	5,000	1,953	2,969	3,984
5230	POSTAGE & SHIPPING	1,578	1,742	1,394	419	558	1,000	66	1,000	(934)	558	(492)
5235	TELECONFERENCES	120	-	92	406	295	250	132	250	(118)	295	(163)
5240	PRINTING	131	261	285	49	96	200	50	200	(150)	96	(45)
	TOTAL BOARD & EXEC. COMM. EXPENSE	37,975	41,210	41,182	35,282	37,498	44,450	37,253	44,450	(7,197)	37,498	(245)
COMMITTEE EXPENSES:												
COMMUNICATIONS:												
5310	NEWSLETTER PRODUCTION	31,515	23,369	22,523	22,973	27,462	27,000	27,458	27,000	458	27,462	(4)
5320	NEWSLETTER POSTAGE	13,699	13,322	12,171	11,813	15,672	15,000	15,700	15,000	700	15,672	28
5330	DIRECTORY PRODUCTION	82,084	82,147	85,063	84,760	74,787	70,000	73,631	70,000	3,631	74,787	(1,156)
5340	DIRECTORY MAILING	16,711	19,766	22,635	15,954	20,109	21,000	8,851	21,000	(12,149)	20,109	(11,257)
5350	PHOTOGRAPHY	-	-	-	0	0	-	-	-	-	-	-
	TOTAL COMMUNICATIONS EXPENSE	144,009	138,604	142,393	135,500	138,029	133,000	125,640	133,000	(7,360)	138,029	(12,389)

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MEMBERSHIP:												
5510	POSTAGE	2,675	2,558	2,045	2,319	1,034	1,500	674	1,500	(826)	1,034	(360)
5520	PRINTING	1,313	578	706	1,788	616	1,000	1,462	1,000	462	616	846
5525	VIDEO PRODUCTION	-	-	-	0	0	-	-	-	-	-	-
5535	POLICY INFORMATION	-	-	-	0	0	9,600	7,600	9,600	(2,000)	-	7,600
5540	NEW MEMBER PLAQUES	992	1,250	578	0	0	500	-	500	(500)	-	-
	TOTAL MEMBERSHIP EXPENSE	4,981	4,386	3,328	4,107	1,651	12,600	9,736	12,600	(2,864)	1,651	8,086
TRAINING & EDUCATION:												
5610	PRINTING/DISPLAY	470	215	0	55	-	300	17	300	(283)	-	17
5620	NAHAD EDUCATION MATERIALS	30	-	-	0	0	-	-	-	-	-	-
5625	EDUCATIONAL DEVELOPMENT	-	-	-	0	11,000	10,000	24,333	10,000	14,333	11,000	13,333
5630	INDUSTRIAL CAREER PATHWAYS	5,000	5,000	5,000	5,319	0	-	-	-	-	-	-
5640	EXECU FORUM/PRINTING, MAIL	-	-	-	2	0	-	-	-	-	-	-
5650	SEMINARS & UID PRINTING/POSTAGE	2,327	-	-	1,641	1,213	1,500	1,070	1,500	(430)	1,213	(143)
5651	ON-LINE TRAINING	-	-	-	0	0	41,250	48,284	41,250	7,034	-	48,284
5652	TELECONNECT EXPENSES	957	769	743	256	251	600	-	600	(600)	251	(251)
5660	NAHAD EDUCATION POSTAGE	58	-	-	0	0	300	1	300	(299)	-	1
	TOTAL TRAINING & EDUCATION EXPENSE	8,842	5,984	5,743	7,272	12,464	53,950	73,705	53,950	19,755	12,464	61,241
STRATEGIC PLANNING:												
5710	PRINTING	0	-	1	5	0	-	-	-	-	-	-
5715	CONSULTING FEES	2,566	2,566	-	0	0	-	-	-	-	-	-
5720	POSTAGE	-	-	-	0	0	-	-	-	-	-	-
	TOTAL STRATEGIC PLANING EXPENSE	2,566	2,566	1	5	-	-	-	-	-	-	-
STATISTICAL SURVEYS:												
5810	ANNUAL SURVEY	3,500	-	3,500	20,000	25,500	-	-	-	-	25,500	(25,500)
5820	POSTAGE	-	399	-	0	0	-	-	-	-	-	-
5850	PRINTING	3	579	3	6	0	-	-	-	-	-	-
	TOTAL STATISTICAL SURVEYS EXPENSE	3,503	978	3,503	20,006	25,500	-	-	-	-	25,500	(25,500)
INSTITUTE:												
5910	POSTAGE	1,748	2,239	1,279	978	872	1,200	456	1,200	(744)	872	(416)
5930	PRINTING	11,702	10,238	3,233	2,378	3,961	2,184	392	2,184	(1,792)	3,961	(3,568)
5940	ASSEMBLY WEB & APP	-	-	6,607	6,752	6,452	6,424	-	6,424	(6,424)	6,452	(6,452)
5950	MEETINGS/TELECONFERENCES	6,544	2,252	-	372	109	2,000	329	2,000	(1,671)	109	221
5960	TRAVEL	791	3,686	1,330	1,167	2,962	3,000	3,361	3,000	361	2,962	400
5970	LEGAL	-	215	-	0	540	750	-	750	(750)	540	(540)
5972	REGIONAL MEETING/GUIDELINE SEMINARS	-	-	-	0	0	9,000	17,608	9,000	8,608	-	17,608
5975	EXAMS & CERTIFICATE DEV & SUPPORT	33,717	35,234	23,312	15,558	14,418	15,000	8,989	15,000	(6,011)	14,418	(5,429)
5980	CONVENTION & CERTIFICATE AWARD	-	-	-	0	0	-	-	-	-	-	-
5990	MARKETING & PROMOTION	1,178	2,110	475	0	0	500	1,810	500	1,310	-	1,810
5995	STANDARDS PROGRAM MGR - CONTRACT	53,988	56,000	58,800	58,800	58,800	60,000	60,000	60,000	-	58,800	1,200
	TOTAL INSTITUTE EXPENSE	109,667	111,973	95,036	86,004	88,113	100,058	92,946	100,058	(7,112)	88,113	4,833

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MANUF/ASSOC COUNCIL:												
6110	FOOD & BEVERAGE	-	-	-	0	0	-	-	-	-	-	-
6120	POSTAGE	-	-	-	0	0	-	-	-	-	-	-
6130	PRINTING	1	-	-	0	0	-	-	-	-	-	-
	TOTAL MANUF/ASSOC COUNCIL EXPENSE	1	-	-	-	-	-	-	-	-	-	-
TECHNOLOGY:												
6235	E-MARKETING PROJECT	-	-	-	11,200	73,200	53,400	50,900	53,400	(2,500)	73,200	(22,300)
6240	MIS SYSTEMS & SUPPLIES	22,504	26,441	25,415	25,920	20,132	26,000	20,401	26,000	(5,599)	20,132	269
6242	WEBSITE MAINTENANCE		1,680	700	6,373	17,067	6,000	11,917	6,000	5,917	17,067	(5,150)
6245	WEBSITE AMORTIZATION	4,236	1,841	-	-	-	-	-	-	-	-	-
	TOTAL TECHNOLOGY EXPENSE	26,740	29,962	26,115	43,493	110,400	85,400	83,218	85,400	(2,182)	110,400	(27,181)
	TOTAL COMMITTEE EXPENSE	300,308	294,453	276,118	296,387	376,157	385,008	385,246	385,008	238	376,157	9,089
ANNUAL MEETING :												
7010	POSTAGE/DELIVERY	21,298	15,385	21,782	21,756	12,342	16,000	7,496	16,000	(8,504)	12,342	(4,846)
7015	SUPPLIES	1,839	6,894	4,755	5,936	5,005	6,200	5,890	6,200	(310)	5,005	885
7020	PRINTING & PROMOTION	34,801	32,556	29,049	27,204	29,983	30,000	37,946	30,000	7,946	29,983	7,963
7025	ROOM CREDIT	(11,741)	(14,696)	(12,628)	(17,635)	(17,584)	(15,000)	(19,152)	(15,000)	(4,152)	(17,584)	(1,568)
7030	STAFF TRAVEL	16,362	20,764	18,164	17,587	17,203	18,000	21,887	18,000	3,887	17,203	4,684
7035	ENTERTAINMENT	61,393	16,691	36,839	52,100	29,463	35,000	37,741	35,000	2,741	29,463	8,278
7040	SIGNS	289	-	612	0	0	500	330	500	(170)	-	330
7045	PHOTOGRAPHY	800	2,195	3,480	3,500	3,505	4,200	4,930	4,200	730	3,505	1,425
7050	FOOD & BEVERAGE	391,817	526,557	383,558	321,889	446,552	485,000	459,181	485,000	(25,819)	446,552	12,629
7055	SPEAKER FEES	60,446	60,400	59,673	66,846	69,000	69,800	71,300	69,800	1,500	69,000	2,300
7056	SPEAKER & MISC TRAVEL	6,571	11,446	8,299	3,374	8,404	7,500	11,311	7,500	3,811	8,404	2,908
7060	AWARDS & GIFTS	25,585	20,789	28,564	20,078	17,378	17,500	18,896	17,500	1,396	17,378	1,519
7065	AUDIO VISUAL EQUIPMENT	61,841	65,418	62,840	67,894	49,920	65,000	66,676	65,000	1,676	49,920	16,755
7070	SHOWCASE OF HOSE SOLUTIONS	12,232	15,741	13,377	14,942	11,645	10,250	18,897	10,250	8,647	11,645	7,252
7075	PRESIDENT'S ACTIVITY	1,500	2,000	2,000	2,000	2,144	2,000	1,500	2,000	(500)	2,144	(644)
7085	CONTRACT STAFF	2,975	4,533	3,625	2,853	1,226	1,500	848	1,500	(652)	1,226	(378)
7090	TOUR EXPENSES	29,087	32,894	19,497	22,680	17,707	18,000	11,835	18,000	(6,165)	17,707	(5,872)
7095	GOLF	38,350	16,811	2,041	39,509	21,703	24,416	21,402	24,415	(3,013)	21,703	(301)
7100	TENNIS/VOLLEYBALL	246	-	-	0	0	-	-	-	-	-	-
7150	SITE VISIT TRAVEL	3,507	7,241	3,035	6,468	3,074	3,000	4,113	3,000	1,113	3,074	1,039
	TOTAL ANNUAL MEETING EXPENSE	759,199	843,618	688,561	678,981	728,669	798,866	783,028	798,865	(15,837)	728,669	54,359
	TOTAL EXPENDITURES	1,642,361	1,751,762	1,656,739	1,670,915	1,825,947	1,900,586	1,875,366	1,900,586	(25,219)	1,826,180	49,187
	CHANGE IN NET ASSETS	\$97,584	\$132,905	\$87,775	\$90,845	\$31,903	(\$90,026)	\$6,846	(\$90,026)	\$96,872	\$31,670	(\$24,824)