

THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION											
COMPARATIVE STATEMENT OF ACTIVITIES											
ACTUAL VS BUDGET VS PRIOR YEAR											
December 31, 2022											
ACCT		2018	2019	2020	2021	2022	YEAR-TO-DATE			YTD	
#	DESCRIPTION	ACTUAL	ACTUAL	ACTUAL	ACTUAL	BUDGET	ACTUAL	BUDGET	VARIANCE	12/31/21	VARIANCE
	OPERATIONS:										
	DUES REVENUE:										
4010	DISTRIBUTORS	257,510	263,500	237,629	237,880	280,590	\$249,690	\$280,590	(\$30,900)	\$237,880	\$11,810
4020	MANUFACTURERS	230,820	251,798	234,675	231,125	255,750	267,300	255,750	11,550	231,125	36,175
4030	ASSOCIATES	36,374	34,500	31,500	34,500	41,250	33,000	41,250	(8,250)	34,500	(1,500)
4035	AFFILIATES	18,879	16,150	17,100	18,050	21,000	26,250	21,000	5,250	18,050	8,200
4037	MANUFACTURER REP	5,988	7,100	7,950	9,050	8,125	9,000	8,125	875	9,050	(50)
4040	BRANCH SERVICE FEES	49,575	58,125	66,543	66,224	68,250	80,779	68,250	12,529	66,224	14,555
	TOTAL REVENUE FROM DUES	599,146	631,173	595,397	596,829	674,965	666,019	674,965	(8,946)	596,829	69,190
	OTHER REVENUE:										
4510	INTEREST INCOME	21,682	30,004	13,105	7,923	4,800	17,834	4,800	13,034	7,923	9,912
4514	REALIZED GAIN/LOSS ON INVESTMENTS	(7,988)	2,624	2,502	(1,560)	(600)	(48,819)	(600)	(48,219)	(1,560)	(47,259)
4515	UNREALIZED GAIN/LOSS ON INVESTMENTS	(439)	478	2,745	(6,203)	(1,800)	3,140	(1,800)	4,940	(6,203)	9,344
4540	MEMBERSHIP DIRECTORY SALES	-	790	-	395	395	395	395	-	395	-
4550	DIRECTORY ADVERTISING SALES	120,952	113,942	119,265	143,135	141,700	154,200	141,700	12,500	143,135	11,065
4552	ADVERTISING & SPONSORSHIPS	-	-	16,133	33,050	30,000	31,661	30,000	1,661	33,050	(1,389)
4560	AFFINITY PARTNER ROYALTIES	68,754	50,611	58,229	77,909	62,000	66,792	62,000	4,792	77,909	(11,117)
	TOTAL OTHER REVENUE	202,961	198,448	211,978	254,648	236,495	225,203	236,495	(11,292)	254,648	(29,445)
	ANNUAL MEETING REVENUE:										
4610	DISTRIBUTOR REGISTRATION FEE	185,063	212,018	-	121,895	158,558	166,693	158,558	8,135	121,895	44,798
4620	MANUFACTURER REGISTRATION FEE	306,913	298,918	-	182,340	263,048	273,040	263,048	9,993	182,340	90,700
4630	ASSOCIATE REGISTRATION FEE	44,004	41,790	-	17,600	35,843	29,855	35,843	(5,988)	17,600	12,255
4633	MANUFACTURER REP REGISTER FEE	0	5,550	-	(1,100)	4,860	11,100	4,860	6,240	(1,100)	12,200
4635	AFFILIATE REGISTRATION FEE	23,153	14,538	-	14,775	14,580	21,755	14,580	7,175	14,775	6,980
4640	GUEST REGISTRATION FEE	76,705	61,095	-	24,095	73,036	48,850	73,036	(24,186)	24,095	24,755
4645	VALUE PARTNER REGISTRATION FEE	5,400	4,500	-	5,400	2,000	4,050	2,000	2,050	5,400	(1,350)
4647	COMPANY MEETINGS	9,500	10,000	-	9,750	7,875	9,500	7,875	1,625	9,750	(250)
4650	TOUR FEE	20,390	8,320	-	-	-	-	-	-	-	-
4660	CONTACT TABLES FEE	183,663	173,175	-	111,485	174,000	157,500	174,000	(16,500)	111,485	46,015
4670	SPONSORSHIPS	-	-	-	14,000	20,000	55,400	20,000	35,400	14,000	41,400
4680	HOTEL COMMISSION	36,944	36,552	-	18,071	20,472	33,045	20,472	12,573	18,071	14,974
4685	GOLF	19,838	22,380	-	-	-	-	-	-	-	-
4690	TENNIS/VOLLEYBALL	-	-	-	-	-	-	-	-	-	-
4695	CONVENTION GUIDE AD	20,014	20,975	-	-	-	-	-	-	-	-
	TOTAL ANNUAL MEETING REVENUE	931,587	909,810	-	518,311	774,270	810,787	774,270	36,518	518,311	292,477
	HSI, TRAINING & EDUCATION										
4805	STATISTICS SURVEY SALES	2,750	900	950	100	500	6,300	500	5,800	100	6,200
4810	NAHAD MERCHANDISE SALES	-	-	-	-	-	-	-	-	-	-
4822	TELECONNECT REVENUE	-	-	-	-	-	-	-	-	-	-
4825	INSTITUTE MEMBERSHIP	56,100	64,900	66,878	66,996	66,000	62,806	66,000	(3,194)	66,996	(4,190)
4830	UID/WEBINAR REVENUE	9,284	7,872	2,051	1,408	1,500	3,078	1,500	1,578	1,408	1,670
4835	SPECIFICATION GUIDELINES SALES	1,659	688	-	-	-	-	-	-	-	-
4836	HSI HANDBOOK	3,787	4,756	5,025	5,920	4,875	5,790	4,875	915	5,920	(130)
4840	ON-LINE TRAINING	-	23,010	58,636	66,735	73,100	45,200	73,100	(27,900)	66,735	(21,535)

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4842	HOSE & COUPLING WORLD			-	295	20,000	-	20,000	(20,000)	295	(295)
4845	REGIONAL MEETINGS/GUIDELINES SEMINAR	-	17,545	17,440	-	23,175	800	23,175	(22,375)	-	800
4855	GUIDELINES EXAMS & CERTIFICATES	27,060	23,111	2,889	-	-	550	-	550	-	550
4860	GUIDELINES RESALE ITEMS										
	TOTAL INSTITUTE REVENUE	100,640	142,782	153,869	141,454	189,150	124,524	189,150	(64,626)	141,454	(16,930)
	TOTAL REVENUE	1,834,334	1,882,213	961,244	1,511,242	1,874,880	1,826,534	1,874,880	(48,346)	1,511,242	315,292
	ADMINISTRATIVE EXPENSES:										
5010	MANAGEMENT FEE-EXEC.V.P., O.H.	262,337	262,337	268,896	268,896	277,000	276,962	277,000	(38)	268,896	8,067
5015	ACCOUNTING/FINANCE MGMT.	26,208	26,208	26,863	26,863	27,700	27,679	27,700	(21)	26,863	816
5020	STAFFING SERVICES	267,055	267,055	273,731	273,731	282,000	281,943	282,000	(57)	273,731	8,212
5025	POSTAGE	1,518	1,068	1,430	1,345	1,650	1,102	1,650	(548)	1,345	(243)
5030	STAFF TRAVEL	12,748	5,866	5,022	3,964	10,000	2,992	10,000	(7,008)	3,964	(973)
5035	SUPPLIES	2,558	4,632	1,778	3,277	3,800	1,256	3,800	(2,544)	3,277	(2,021)
5045	TELEPHONE & FAX	5,258	6,315	3,751	2,963	4,200	1,310	4,200	(2,890)	2,963	(1,653)
5050	CREDIT CARD PROCESS/BANK CHARGES	52,892	50,861	38,849	36,213	47,000	53,913	47,000	6,913	36,213	17,700
5055	DUES AND SUBSCRIPTIONS	3,120	2,640	3,528	2,775	2,775	319	2,775	(2,456)	2,775	(2,456)
5060	D&O, E&O, GEN LIABILITY INSURANCE	15,540	14,812	3,743	3,627	9,000	7,875	9,000	(1,125)	3,627	4,248
5065	PRINTING	4,261	4,014	4,120	3,156	3,600	1,303	3,600	(2,297)	3,156	(1,853)
5075	RECORDS STORAGE	3,219	2,683	-	-	-	-	-	-	-	-
5080	MISCELLANEOUS	-	-	-	-	-	-	-	-	-	-
5083	INDEPENDENT ANNUAL AUDIT	11,250	11,250	11,550	12,000	12,000	12,500	12,000	500	12,000	500
5085	LEGAL	810	1,065	9,323	2,110	2,500	452	2,500	(2,048)	2,110	(1,658)
5090	BAD DEBT EXPENSE	-	-	-	-	-	-	-	-	-	-
5098	LOSS ON INVESTMENT IN DPA	136	-	-	-	-	-	-	-	-	-
	TOTAL ADMINISTRATIVE EXPENSE	668,911	660,806	652,584	640,921	683,225	669,607	683,225	(13,618)	640,921	28,686
	NAW EXPENSES:					0					
5110	NAW-TRAVEL	9,135	3,456	0	0	0	-	-	-	-	-
5120	NAW MEMBERSHIP DUES	5,578	5,578	5,578	5,578	7,015	6,900	7,015	(115)	5,578	1,323
	TOTAL NAW EXPENSE	14,713	9,034	5,578	5,578	7,015	6,900	7,015	(115)	5,578	1,323
	BOARD & EXECUTIVE COMM.:										
5210	HOTEL,FOOD & INCIDENTALS	33,579	30,052	803	34,729	37,000	39,960	37,000	2,960	34,729	5,231
5220	STAFF TRAVEL	2,969	6,953	1,229	2,885	3,000	2,885	3,000	(115)	2,885	0
5230	POSTAGE & SHIPPING	558	66	0	290	750	-	750	(750)	290	(290)
5235	TELECONFERENCES	295	132	-	-	-	-	-	-	-	-
5240	PRINTING	96	50	0	0	200	-	200	(200)	0	(0)
	TOTAL BOARD & EXEC. COMM. EXPENSE	37,498	37,253	2,032	37,904	40,950	42,845	40,950	1,895	37,904	4,941
	COMMITTEE EXPENSES:										
	COMMUNICATIONS:										
5310	NEWSLETTER PRODUCTION	27,462	26,608	13,885	18,324	20,000	23,737	20,000	3,737	18,324	5,414
5320	NEWSLETTER POSTAGE	15,672	15,700	5,969	8,648	10,000	6,776	10,000	(3,224)	8,648	(1,873)
5330	DIRECTORY PRODUCTION	74,787	73,631	83,701	72,076	80,000	74,473	80,000	(5,527)	72,076	2,396
5340	DIRECTORY MAILING	20,109	8,851	7,369	2,475	9,000	1,390	9,000	(7,610)	2,475	(1,085)
5350	PHOTOGRAPHY	-	-	-	-	-	-	-	-	-	-
	TOTAL COMMUNICATIONS EXPENSE	138,029	124,790	110,924	101,523	119,000	106,375	119,000	(12,625)	101,523	4,852

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	MEMBERSHIP:										
5510	POSTAGE	1,034	674	1,160	378	1,200	1,911	1,200	711	378	1,533
5520	PRINTING	616	1,462	746	650	1,500	724	1,500	(776)	650	74
5525	VIDEO PRODUCTION	-	-	-	-	-	-	-	-	-	-
5535	POLICY INFORMATION	-	7,600	6,900	-	6,000	-	6,000	(6,000)	-	-
5540	NEW MEMBER PLAQUES	-	-	-	-	-	-	-	-	-	-
	TOTAL MEMBERSHIP EXPENSE	1,651	9,736	8,806	1,028	8,700	2,634	8,700	(6,066)	1,028	1,606
	TRAINING & EDUCATION:										
5610	PRINTING/DISPLAY	-	17	319	161	300	-	300	(300)	161	(161)
5620	NAHAD EDUCATION MATERIALS	-	-	400	-	-	-	-	-	-	-
5625	EDUCATIONAL DEVELOPMENT	11,000	24,333	24,162	16,379	29,000	4,973	29,000	(24,028)	16,379	(11,407)
5630	INDUSTRIAL CAREER PATHWAYS	-	-	-	-	-	-	-	-	-	-
5640	EXECU FORUM/PRINTING, MAIL	-	-	-	-	-	-	-	-	-	-
5650	SEMINARS & UID PRINTING/POSTAGE	1,213	1,070	1,550	610	1,000	2,210	1,000	1,210	610	1,600
5651	ON-LINE TRAINING	-	48,284	28,289	51,650	38,000	38,943	38,000	943	51,650	(12,707)
5652	TELECONNECT EXPENSES	251	-	-	-	-	-	-	-	-	-
5660	NAHAD EDUCATION POSTAGE	-	1	99	67	100	-	100	(100)	67	(67)
	TOTAL TRAINING & EDUCATION EXPENSE	12,464	73,705	54,818	68,868	68,400	46,126	68,400	(22,275)	68,868	(22,742)
	STRATEGIC PLANNING:										
5710	PRINTING	-	-	-	-	-	-	-	-	-	-
5715	CONSULTING FEES	-	-	-	-	-	-	-	-	-	-
5720	POSTAGE	-	-	-	-	-	-	-	-	-	-
	TOTAL STRATEGIC PLANING EXPENSE	-	-	-	-	-	-	-	-	-	-
	STATISTICAL SURVEYS:										
5810	ANNUAL SURVEY	25,500	-	10,500	9,500	16,500	11,500	16,500	(5,000)	9,500	2,000
5820	POSTAGE	-	-	-	-	-	-	-	-	-	-
5850	PRINTING	-	-	-	-	-	-	-	-	-	-
	TOTAL STATISTICAL SURVEYS EXPENSE	25,500	-	10,500	9,500	16,500	11,500	16,500	(5,000)	9,500	2,000
	INSTITUTE:										
5910	POSTAGE	872	456	104	269	300	-	300	(300)	269	(269)
5930	PRINTING	3,961	392	71	80	150	439	150	289	80	359
5940	ASSEMBLY WEB & APP	6,452	-	-	-	-	-	-	-	-	-
5950	MEETINGS/TELECONFERENCES	109	329	818	-	1,500	-	1,500	(1,500)	-	-
5960	TRAVEL	2,962	3,361	-	441	1,500	1,139	1,500	(361)	441	697
5970	LEGAL	540	-	39	-	500	-	500	(500)	-	-
5972	REGIONAL MEETING/GUIDELINE SEMINARS	-	17,608	5,752	193	20,000	5,721	20,000	(14,279)	193	5,528
5975	EXAMS & CERTIFICATE DEV & SUPPORT	14,418	8,989	2,310	-	-	-	-	-	-	-
5980	CONVENTION & CERTIFICATE AWARD	-	-	-	-	-	-	-	-	-	-
5990	MARKETING & PROMOTION	-	1,810	-	-	-	-	-	-	-	-
5995	STANDARDS PROGRAM MGR - CONTRACT	58,800	60,000	60,000	60,000	60,000	60,000	60,000	-	60,000	-
	TOTAL INSTITUTE EXPENSE	88,113	92,946	69,094	60,983	83,950	67,298	83,950	(16,652)	60,983	6,316

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	MANUF/ASSOC COUNCIL:										
6110	FOOD & BEVERAGE	-	-	-	-	-	-	-	-	-	-
6120	POSTAGE	-	-	-	-	-	-	-	-	-	-
6130	PRINTING	-	-	-	-	-	-	-	-	-	-
	TOTAL MANUF/ASSOC COUNCIL EXPENSE	-	-	1	-	-	-	-	-	-	-
	TECHNOLOGY:										
6235	E-MARKETING PROJECT	73,200	50,900	12,000	12,600	14,000	13,992	14,000	(8)	12,600	1,392
6240	MIS SYSTEMS & SUPPLIES	20,132	20,401	19,797	19,359	21,000	13,230	21,000	(7,770)	19,359	(6,129)
6242	WEBSITE MAINTENANCE	17,067	11,917	18,078	1,528	5,000	1,934	5,000	(3,066)	1,528	407
6245	WEBSITE AMORTIZATION	-	-	-	-	-	-	-	-	-	-
	TOTAL TECHNOLOGY EXPENSE	110,400	83,218	49,875	33,486	40,000	29,157	40,000	(10,843)	33,486	(4,330)
	TOTAL COMMITTEE EXPENSE	376,157	384,396	304,019	275,388	336,550	263,090	336,550	(73,460)	275,388	(12,298)
	ANNUAL MEETING :										
7010	POSTAGE/DELIVERY	12,342	7,496	3,612	7,398	8,000	10,262	8,000	2,262	7,399	2,863
7015	SUPPLIES	5,005	5,890	860	3,115	5,000	354	5,000	(4,646)	3,115	(2,760)
7020	PRINTING & PROMOTION	29,983	37,946	6,947	10,223	13,000	23,936	13,000	10,936	10,223	13,713
7025	ROOM CREDIT	(17,584)	(19,152)	-	(8,740)	-	(17,725)	-	(17,725)	(8,740)	(8,985)
7030	STAFF TRAVEL	17,203	21,887	(0)	20,230	22,000	20,376	22,000	(1,624)	20,230	146
7035	ENTERTAINMENT	29,463	37,741	-	9,419	40,000	35,309	40,000	(4,691)	9,419	25,890
7040	SIGNS	-	330	-	83	500	-	500	(500)	83	(83)
7045	PHOTOGRAPHY	3,505	4,930	-	2,829	3,000	4,036	3,000	1,036	2,829	1,207
7050	FOOD & BEVERAGE	446,552	459,181	-	331,128	515,900	526,496	515,900	10,596	331,128	195,368
7055	SPEAKER FEES	69,000	71,300	-	83,500	77,500	71,250	77,500	(6,250)	83,500	(12,250)
7056	SPEAKER & MISC TRAVEL	8,404	11,311	-	5,452	7,000	6,584	7,000	(416)	5,452	1,132
7060	AWARDS & GIFTS	17,378	18,896	-	7,398	17,000	15,510	17,000	(1,490)	7,398	8,111
7065	AUDIO VISUAL EQUIPMENT	49,920	66,676	1,099	48,392	65,000	75,047	65,000	10,047	48,392	26,655
7070	SHOWCASE OF HOSE SOLUTIONS	11,645	18,897	-	7,020	8,500	18,719	8,500	10,219	7,020	11,699
7075	PRESIDENT'S ACTIVITY	2,144	1,500	127	396	2,000	1,000	2,000	(1,000)	396	604
7085	CONTRACT STAFF	1,226	848	-	-	-	-	-	-	-	-
7090	TOUR EXPENSES	17,707	11,835	-	-	-	-	-	-	-	-
7095	GOLF	21,703	21,402	-	-	-	-	-	-	-	-
7100	TENNIS/VOLLEYBALL	-	-	-	-	-	-	-	-	-	-
7150	SITE VISIT TRAVEL	3,074	4,113	4,122	951	3,000	2,422	3,000	(578)	951	1,471
	TOTAL ANNUAL MEETING EXPENSE	728,669	783,028	16,766	528,795	787,400	793,578	787,400	6,178	528,796	264,783
	TOTAL EXPENDITURES	1,825,947	1,874,516	980,979	1,488,585	1,855,140	1,776,020	1,855,140	(79,119)	1,488,586	287,435
	CHANGE IN NET ASSETS	\$8,387	\$7,696	(\$19,735)	22,657	\$19,740	\$50,513	\$19,740	\$30,773	\$22,656	\$27,857