

H.C.S.C. Alumni Club, Inc.
Profit and Loss Statements
August 1, 2022 - April 30, 2023

| | 08/01/22 - 04/30/23 | FY 2023 Budget | FY 2022 (Under) Over Budget | 08/01/21 - 04/30/22 | FY 2023 (Under) Over FY 2022 |
|-----------------------|------------------------|-------------------|-----------------------------------|------------------------|------------------------------------|
| Revenue | | | | | |
| Membership Dues | | | | | |
| Deep South - Florida | 330.00 | 550.00 | (220.00) | 490.00 | (160.00) |
| Heart of America | 100.00 | 250.00 | (150.00) | 230.00 | (130.00) |
| Indiana | 110.00 | 140.00 | (30.00) | 120.00 | (10.00) |
| Mason-Dixon | 260.00 | 420.00 | (160.00) | 400.00 | (140.00) |
| Mile High Denver | 475.00 | 525.00 | (50.00) | 525.00 | (50.00) |
| Northern Calif/Nevada | 120.00 | 260.00 | (140.00) | 260.00 | (140.00) |
| North Central | 830.00 | 1,370.00 | (540.00) | 1,280.00 | (450.00) |
| Northwest | 153.00 | 342.00 | (189.00) | 288.00 | (135.00) |
| Ohio | 40.00 | 480.00 | (440.00) | 480.00 | (440.00) |
| Southeastern | 1,245.00 | 1,770.00 | (525.00) | 1,635.00 | (390.00) |
| Southern California | 720.00 | 1,200.00 | (480.00) | 1,140.00 | (420.00) |
| Southwest | 1,440.00 | 1,950.00 | (510.00) | 1,740.00 | (300.00) |
| Valley of the Sun | - | - | - | 340.00 | (340.00) |
| Total RMG Dues | 5,823.00 | 9,257.00 | (3,434.00) | 8,928.00 | (3,105.00) |
| National | 13,625.00 | 22,500.00 | (8,875.00) | 20,650.00 | (7,025.00) |
| Total Membership Dues | 19,448.00 | 31,757.00 | (12,309.00) | 29,578.00 | (10,130.00) |
| Foundation Income | 6,250.00 | 6,250.00 | - | 2,500.00 | 3,750.00 |
| JCPenney Advertising | 12,000.00 | 12,000.00 | - | - | 12,000.00 |
| Gifts | 8,360.00 | 8,000.00 | 360.00 | 7,624.00 | 736.00 |
| Interest Income | - | 175.00 | (175.00) | - | - |
| Total Revenue | 46,058.00 | 58,182.00 | (12,124.00) | 39,702.00 | 6,356.00 |

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| Expenses | FY 22 | | | FY 2023 | |
|--|------------------------|-------------------|------------------------|------------------------|-------------------------|
| | 08/01/22 - 04/30/23 | FY 2023 Budget | (Over) Under Budget | 08/01/21 - 04/30/22 | (Under) Over FY 2022 |
| Management and General | | | | | |
| Dues Remittances | | | | | |
| Deep South - Florida | 330.00 | 550.00 | 220.00 | - | (330.00) |
| Heart of America | 100.00 | 250.00 | 150.00 | - | (100.00) |
| Indiana | 110.00 | 140.00 | 30.00 | - | (110.00) |
| Mason-Dixon | 260.00 | 420.00 | 160.00 | - | (260.00) |
| Mile High Denver | 475.00 | 525.00 | 50.00 | - | (475.00) |
| Northern Calif/Nevada | 120.00 | 260.00 | 140.00 | - | (120.00) |
| North Central | 830.00 | 1,370.00 | 540.00 | - | (830.00) |
| Northwest | 153.00 | 342.00 | 189.00 | - | (153.00) |
| Ohio | 40.00 | 480.00 | 440.00 | - | (40.00) |
| Southeastern | 1,245.00 | 1,770.00 | 525.00 | - | (1,245.00) |
| Southern California | 720.00 | 1,200.00 | 480.00 | - | (720.00) |
| Southwest | 1,440.00 | 1,950.00 | 510.00 | - | (1,440.00) |
| Total Dues Remittances | 5,823.00 | 9,257.00 | 3,434.00 | - | (5,823.00) |
| Management and General | | | | | |
| Bank Fees | 9.60 | 200.00 | 190.40 | 181.20 | 171.60 |
| Books, Subscriptions | - | 400.00 | 400.00 | - | - |
| Foundation Contributions | 269.91 | 300.00 | 30.09 | 140.70 | (129.21) |
| Kemmerer, WY Donations | - | 500.00 | 500.00 | - | - |
| Fifty-year Pin Program | - | 1,000.00 | 1,000.00 | 1,344.52 | 1,344.52 |
| Insurance | 1,126.00 | 1,200.00 | 74.00 | 1,116.00 | (10.00) |
| Intuit Merchant Fees | 4.63 | 200.00 | 195.37 | 130.89 | 126.26 |
| Legal and Accounting | 350.00 | 1,000.00 | 650.00 | 2,500.00 | 2,150.00 |
| Miscellaneous | 722.62 | 490.00 | (232.62) | 1,380.33 | 657.71 |
| Postage, Mailing Services | 48.44 | 2,800.00 | 2,751.56 | 811.93 | 763.49 |
| Printing and Copying | - | 1,200.00 | 1,200.00 | - | - |
| RegFox Fees | 952.19 | - | - | - | - |
| Supplies | - | 800.00 | 800.00 | 20.30 | 20.30 |
| Taxes and Filing Fees | 60.01 | 10.00 | (50.01) | - | (60.01) |
| Total Mgmt and General | 9,366.40 | 19,357.00 | 10,942.79 | 7,625.87 | (788.34) |
| Membership Development | | | | | |
| Partners | 26,289.05 | 28,000.00 | 1,710.95 | 24,205.19 | (2,083.86) |
| Membership Promotion | 900.00 | 1,000.00 | 100.00 | 267.72 | (632.28) |
| Postage and Shipping | 4,724.72 | 4,000.00 | (724.72) | 3,364.86 | (1,359.86) |
| 90th Anniversary | - | 250.00 | 250.00 | - | - |
| Web Site | 199.98 | 250.00 | 50.02 | 189.98 | (10.00) |
| Total Membership Dev. | 32,113.75 | 33,500.00 | 1,386.25 | 28,027.75 | (4,086.00) |
| Convention Expenses | - | - | - | - | - |
| Total Expenses | 41,480.15 | 52,857.00 | 12,329.04 | 35,653.62 | (4,874.34) |
| Revenue in Excess (Less than) Expense | 4,577.85 | 5,325.00 | (747.15) | 4,048.38 | 529.47 |

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Notes on significant variances:

Contributions - Invoicing process changed this year; members with no email address have received a paper invoice; second copies mailed to approximately half of these members.

Invoices for members with email addresses are still being sent; we are approximately half-way through the alphabet.

Dues Remittances - Timing Difference; First check to RMGs was sent in May 2022

Membership Development - Partners and Postage: Increased costs.

Legal and Accounting - Agreed-Upon Procedures for prior year = \$2,500

RegFox Fees - Processing costs for on-line payments