

Minnesota HomeCare Association

Balance Sheet

As of November 30, 2021

| | Nov 30, 21 |
|--|------------|
| ASSETS | |
| Current Assets | |
| Total Checking/Savings | 91,964.69 |
| Total Accounts Receivable | 31,772.90 |
| Other Current Assets | |
| Total 1200 · Mutual Funds-Reserve Account | 791,616.88 |
| 1499 · Undeposited Funds | 2,425.00 |
| 2500 · Prepaid Expenses | 17,050.00 |
| Total Other Current Assets | 811,091.88 |
| Total Current Assets | 934,829.47 |
| Total Fixed Assets | 656.62 |
| TOTAL ASSETS | 935,486.09 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Total Accounts Payable | 6,255.38 |
| Total Credit Cards | 8,505.80 |
| Other Current Liabilities | |
| 3500 · Accrued Vacation | 6,480.21 |
| 3510 · Accrues Payroll | 9,033.26 |
| 3515 · Employee Parking Pass | -1,540.00 |
| Total 3530 · Payroll Liabilities | 5,819.81 |
| Total 3610 · Deferred Revenue - Member Dues | 58,695.76 |
| 3630 · Deferred Revenue - Exhibits | 2,955.00 |
| 3800 · Sales Tax Payable | 54.00 |
| 3801 · *Sales Tax Payable | 748.13 |
| 3900 · COVID-19 SBA Loan | 147,336.00 |
| Total Other Current Liabilities | 229,582.17 |
| Total Current Liabilities | 244,343.35 |
| Total Liabilities | 244,343.35 |
| Equity | |
| 1600 · Retained Earnings | 678,019.14 |
| Net Income | 13,123.60 |
| Total Equity | 691,142.74 |
| TOTAL LIABILITIES & EQUITY | 935,486.09 |

Minnesota HomeCare Association
Profit & Loss Prev Year Comparison
November 2021

| | Nov 21 | Nov 20 | \$ Change | % Change |
|---|-------------------|------------------|-------------------|-----------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| Total 2200 · Investment Income | -13,795.27 | 40,531.97 | -54,327.24 | -134.04% |
| Total 4000 · Membership Dues | 33,037.52 | 35,425.91 | -2,388.39 | -6.74% |
| 4100 · Event Income | | | | |
| Total 4110 · Annual Meeting | 3,390.00 | 8,414.60 | -5,024.60 | -59.71% |
| 4120 · Fall Conference | | | | |
| 4121 · Conference Registrations | 0.00 | 523.00 | -523.00 | -100.0% |
| Total 4120 · Fall Conference | 0.00 | 523.00 | -523.00 | -100.0% |
| 4130 · Education Seminars/Webinars | 3,125.00 | 7,070.00 | -3,945.00 | -55.8% |
| Total 4100 · Event Income | 6,515.00 | 16,007.60 | -9,492.60 | -59.3% |
| Total 4200 · Non-Dues Revenue | 349.60 | 173.20 | 176.40 | 101.85% |
| 4300 · Other (Misc) Income | 280.62 | 10.00 | 270.62 | 2,706.2% |
| Total Income | 26,387.47 | 92,148.68 | -65,761.21 | -71.36% |
| Gross Profit | 26,387.47 | 92,148.68 | -65,761.21 | -71.36% |
| Expense | | | | |
| 7000 · Other (Misc) Expenses | 67.30 | 0.00 | 67.30 | 100.0% |
| 7200 · Event Expenses | | | | |
| 7210 · Annual Meeting Expenses | 9,506.92 | 1,157.35 | 8,349.57 | 721.44% |
| 7230 · Education Seminars/Webinars | 180.00 | 206.66 | -26.66 | -12.9% |
| Total 7200 · Event Expenses | 9,686.92 | 1,364.01 | 8,322.91 | 610.18% |
| 7300 · Operations Expenses | | | | |
| 7301 · Communications | 99.00 | 0.00 | 99.00 | 100.0% |
| 7302 · Office Lease | 1,280.00 | 4,142.81 | -2,862.81 | -69.1% |
| 7304 · Bank & Credit Card Charges | 1,059.16 | 538.72 | 520.44 | 96.61% |
| 7307 · Conference Reg / Staff Training | 0.00 | 101.97 | -101.97 | -100.0% |
| 7309 · Office Supplies | 29.86 | 0.00 | 29.86 | 100.0% |
| Total 7310 · Professional Services | 9,310.00 | 16,476.25 | -7,166.25 | -43.49% |
| 7317 · Printing | 448.45 | 12.00 | 436.45 | 3,637.08% |
| 7319 · Employee Benefits | 2,508.18 | 3,417.78 | -909.60 | -26.61% |
| Total 7320 · Payroll Expenses | 27,573.94 | 30,683.09 | -3,109.15 | -10.13% |
| 7325 · Postage/Delivery | 5.30 | 0.00 | 5.30 | 100.0% |
| Total 7330 · Staff Travel Expenses | 141.77 | 0.00 | 141.77 | 100.0% |
| 7335 · Dues | 750.00 | 753.00 | -3.00 | -0.4% |
| Total 7300 · Operations Expenses | 43,205.66 | 56,125.62 | -12,919.96 | -23.02% |
| Total Expense | 52,959.88 | 57,489.63 | -4,529.75 | -7.88% |
| Net Ordinary Income | -26,572.41 | 34,659.05 | -61,231.46 | -176.67% |
| Other Income/Expense | | | | |
| Total Other Expense | 192.13 | 0.00 | 192.13 | 100.0% |
| Net Other Income | -192.13 | 0.00 | -192.13 | -100.0% |
| Net Income | -26,764.54 | 34,659.05 | -61,423.59 | -177.22% |

Minnesota HomeCare Association
Profit & Loss Budget Performance
November 2021

| | Nov 21 | Budget | \$ Over Budget |
|---|------------|------------|----------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 2185 · Bad Debt Expense | 0.00 | | |
| Total 2200 · Investment Income | -13,795.27 | 875.00 | -14,670.27 |
| Total 4000 · Membership Dues | 33,037.52 | 33,526.00 | -488.48 |
| 4100 · Event Income | | | |
| Total 4110 · Annual Meeting | 3,390.00 | 42,807.00 | -39,417.00 |
| 4130 · Education Seminars/Webinars | 3,125.00 | 4,500.00 | -1,375.00 |
| Total 4100 · Event Income | 6,515.00 | 47,307.00 | -40,792.00 |
| Total 4200 · Non-Dues Revenue | 349.60 | 2,782.08 | -2,432.48 |
| 4300 · Other (Misc) Income | 280.62 | | |
| Total Income | 26,387.47 | 84,490.08 | -58,102.61 |
| Gross Profit | 26,387.47 | 84,490.08 | -58,102.61 |
| Expense | | | |
| 7000 · Other (Misc) Expenses | 67.30 | 116.63 | -49.33 |
| 7001 · Education Scholarships | 0.00 | 312.50 | -312.50 |
| 7100 · Merchandise Expenses | 0.00 | 87.50 | -87.50 |
| 7200 · Event Expenses | | | |
| 7210 · Annual Meeting Expenses | 9,506.92 | 88,356.00 | -78,849.08 |
| 7230 · Education Seminars/Webinars | 180.00 | 80.00 | 100.00 |
| Total 7200 · Event Expenses | 9,686.92 | 88,436.00 | -78,749.08 |
| 7300 · Operations Expenses | | | |
| 7301 · Communications | 99.00 | 250.00 | -151.00 |
| 7302 · Office Lease | 1,280.00 | 1,280.00 | 0.00 |
| 7303 · Insurance | 0.00 | 0.00 | 0.00 |
| 7304 · Bank & Credit Card Charges | 1,059.16 | 696.67 | 362.49 |
| 7305 · Equipment Repairs/Maintenance | 0.00 | 0.00 | 0.00 |
| 7306 · Web Based Training (RCTC) | 0.00 | 0.00 | 0.00 |
| 7307 · Conference Reg / Staff Training | 0.00 | 145.84 | -145.84 |
| 7308 · Office Equipment & Furniture | 0.00 | 0.00 | 0.00 |
| 7309 · Office Supplies | 29.86 | 166.67 | -136.81 |
| Total 7310 · Professional Services | 9,310.00 | 8,095.83 | 1,214.17 |
| 7317 · Printing | 448.45 | 129.67 | 318.78 |
| 7318 · Meetings/Retreats | 0.00 | 1,200.00 | -1,200.00 |
| 7319 · Employee Benefits | 2,508.18 | 3,646.31 | -1,138.13 |
| Total 7320 · Payroll Expenses | 27,573.94 | 31,688.42 | -4,114.48 |
| 7325 · Postage/Delivery | 5.30 | 50.00 | -44.70 |
| 7326 · Website Fee | 0.00 | 0.00 | 0.00 |
| 7329 · Recruitment Expenses | 0.00 | 0.00 | 0.00 |
| Total 7330 · Staff Travel Expenses | 141.77 | 731.11 | -589.34 |
| 7335 · Dues | 750.00 | 0.00 | 750.00 |
| 9000 · Income Tax | 0.00 | 0.00 | 0.00 |
| Total 7300 · Operations Expenses | 43,205.66 | 48,080.52 | -4,874.86 |
| Total Expense | 52,959.88 | 137,033.15 | -84,073.27 |

Minnesota HomeCare Association
Profit & Loss Budget Performance
 November 2021

| | Nov 21 | Budget | \$ Over Budget |
|--------------------------------|-------------------|-------------------|------------------|
| Net Ordinary Income | -26,572.41 | -52,543.07 | 25,970.66 |
| Other Income/Expense | | | |
| Other Expense | | | |
| 7400 · Anniversary Celebration | 110.05 | | |
| 7420 · Moving Expenses | 82.08 | | |
| Total Other Expense | 192.13 | | |
| Net Other Income | -192.13 | 0.00 | -192.13 |
| Net Income | -26,764.54 | -52,543.07 | 25,778.53 |

Minnesota HomeCare Association
Profit & Loss Budget Performance
 November 2021

| | Jan - Nov 21 | YTD Budget | \$ Over Budget |
|--|--------------|------------|----------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 2185 · Bad Debt Expense | -328.50 | | |
| Total 2200 · Investment Income | 56,215.73 | 9,625.00 | 46,590.73 |
| Total 4000 · Membership Dues | 364,517.95 | 368,786.00 | -4,268.05 |
| 4100 · Event Income | | | |
| Total 4110 · Annual Meeting | 70,073.75 | 125,419.00 | -55,345.25 |
| 4130 · Education Seminars/Webinars | 50,203.50 | 60,993.00 | -10,789.50 |
| Total 4100 · Event Income | 120,277.25 | 186,412.00 | -66,134.75 |
| Total 4200 · Non-Dues Revenue | 29,854.00 | 30,602.88 | -748.88 |
| 4300 · Other (Misc) Income | 966.45 | | |
| Total Income | 571,502.88 | 595,425.88 | -23,923.00 |
| Gross Profit | 571,502.88 | 595,425.88 | -23,923.00 |
| Expense | | | |
| 7000 · Other (Misc) Expenses | 495.37 | 483.33 | 12.04 |
| 7001 · Education Scholarships | 0.00 | 2,187.50 | -2,187.50 |
| 7100 · Merchandise Expenses | 191.98 | 612.50 | -420.52 |
| 7200 · Event Expenses | | | |
| 7210 · Annual Meeting Expenses | 19,454.32 | 100,271.00 | -80,816.68 |
| 7230 · Education Seminars/Webinars | 16,958.45 | 34,522.00 | -17,563.55 |
| Total 7200 · Event Expenses | 36,412.77 | 134,793.00 | -98,380.23 |
| 7300 · Operations Expenses | | | |
| 7301 · Communications | 1,432.52 | 2,248.00 | -815.48 |
| 7302 · Office Lease | 32,599.09 | 31,390.00 | 1,209.09 |
| 7303 · Insurance | 1,022.16 | 3,627.00 | -2,604.84 |
| 7304 · Bank & Credit Card Charges | 6,430.35 | 7,663.37 | -1,233.02 |
| 7305 · Equipment Repairs/Maintenance | 240.00 | 1,500.00 | -1,260.00 |
| 7306 · Web Based Training (RCTC) | 8,100.00 | 8,100.00 | 0.00 |
| 7307 · Conference Reg / Staff Training | 2,055.34 | 10,604.21 | -8,548.87 |
| 7308 · Office Equipment & Furniture | 2,044.39 | 3,200.00 | -1,155.61 |
| 7309 · Office Supplies | 1,003.29 | 3,033.37 | -2,030.08 |
| Total 7310 · Professional Services | 85,298.25 | 96,254.13 | -10,955.88 |
| 7317 · Printing | 538.06 | 1,350.33 | -812.27 |
| 7318 · Meetings/Retreats | 2,704.01 | 7,170.00 | -4,465.99 |
| 7319 · Employee Benefits | 30,585.12 | 39,859.25 | -9,274.13 |
| Total 7320 · Payroll Expenses | 327,779.30 | 348,572.62 | -20,793.32 |
| 7325 · Postage/Delivery | 85.01 | 500.00 | -414.99 |
| 7326 · Website Fee | 9,614.30 | 9,300.00 | 314.30 |
| 7329 · Recruitment Expenses | 175.88 | 150.00 | 25.88 |
| Total 7330 · Staff Travel Expenses | 1,500.56 | 5,848.88 | -4,348.32 |
| 7335 · Dues | 3,460.00 | 3,669.00 | -209.00 |
| 9000 · Income Tax | 0.00 | 1,000.00 | -1,000.00 |
| Total 7300 · Operations Expenses | 516,667.63 | 585,040.16 | -68,372.53 |
| Total Expense | 553,767.75 | 723,116.49 | -169,348.74 |

Minnesota HomeCare Association
Profit & Loss Budget Performance
 November 2021

| | Jan - Nov 21 | YTD Budget | \$ Over Budget |
|--------------------------------|---------------------|--------------------|-----------------------|
| Net Ordinary Income | 17,735.13 | -127,690.61 | 145,425.74 |
| Other Income/Expense | | | |
| Other Expense | | | |
| 7400 · Anniversary Celebration | 2,270.68 | | |
| 7420 · Moving Expenses | 2,439.84 | | |
| Total Other Expense | 4,710.52 | | |
| Net Other Income | -4,710.52 | 0.00 | -4,710.52 |
| Net Income | 13,024.61 | -127,690.61 | 140,715.22 |