

Minnesota HomeCare Association
Balance Sheet

As of September 30, 2022

Sep 30, 22

ASSETS

Current Assets

Checking/Savings

2100 · Checking North Star Bank 18,114.19

2102 · PrimeSweep 114,135.01

Total Checking/Savings 132,249.20

Accounts Receivable

2300 · Accounts Receivable -655.93

2301 · Allowance for doubtful Account -10,000.00

2302 · YM Accounts Receivable 16,495.69

Total Accounts Receivable 5,839.76

Other Current Assets

1200 · Mutual Funds-Reserve Account

1202 · Gain/Loss on Mutual Fund Invest 36,368.42

1203 · Short Term Investments 674,653.76

Total 1200 · Mutual Funds-Reserve Account 711,022.18

1499 · Undeposited Funds 5,510.00

2500 · Prepaid Expenses 6,050.00

Total Other Current Assets 722,582.18

Total Current Assets 860,671.14

Fixed Assets

1300 · Office Equipment & Furniture 100,840.02

1310 · Accumulated Depreciation -100,840.20

Total Fixed Assets -0.18

TOTAL ASSETS 860,670.96

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

3400 · Accounts Payable 8,366.87

Total Accounts Payable 8,366.87

Credit Cards

3503 · Capital One 14,542.24

Total Credit Cards 14,542.24

Other Current Liabilities

Deferred Revenue Annual Meeting 600.00

3500 · Accrued Vacation 12,047.40

3510 · Accrues Payroll 15,969.34

3515 · Employee Parking Pass -1,540.00

3530 · Payroll Liabilities

3533 · Social Security and Medicare 0.03

3534 · MN Unemployment 97.48

3535 · Simple IRA 1,149.56

3537 · LTD 68.38

3537.01 · General Life -26.95

Minnesota HomeCare Association
Balance Sheet
As of September 30, 2022

| | <u>Sep 30, 22</u> |
|--|--------------------------|
| 3538 · AD&D | 5.10 |
| 3539 · Health Insurance | 1,151.20 |
| 3540 · Dental Insurance | -46.27 |
| 3541 · OR Unemployment | -60.99 |
| 3542 · OR Withholding | 182.51 |
| 3530 · Payroll Liabilities - Other | -61.01 |
| Total 3530 · Payroll Liabilities | <u>2,459.04</u> |
| 3610 · Deferred Revenue - Member Dues | |
| 3600 · Dues - Tier 4 | 23,322.74 |
| 3601 · Dues - Tier 3 | 19,662.50 |
| 3602 · Dues - Tier 2 | 29,633.34 |
| 3603 · Dues - Tier 1 | 2,031.90 |
| 3604 · Dues - Business Partner | 2,124.82 |
| 3608 · Dues - Individual | 750.00 |
| 3611 · Dues - Tier 5 | 8,250.00 |
| 3612 · Dues - Tier 6 | 14,999.75 |
| 3613 · Dues - Tier 7 | 2,625.00 |
| Total 3610 · Deferred Revenue - Member Dues | <u>103,400.05</u> |
| 3801 · *Sales Tax Payable | 42.75 |
| 3900 · COVID-19 SBA Loan | 140,926.00 |
| Total Other Current Liabilities | <u>273,904.58</u> |
| Total Current Liabilities | <u>296,813.69</u> |
| Total Liabilities | 296,813.69 |
| Equity | |
| 1600 · Retained Earnings | 642,417.88 |
| Net Income | -78,560.61 |
| Total Equity | <u>563,857.27</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>860,670.96</u></u> |

Minnesota HomeCare Association
Profit & Loss Prev Year Comparison
September 2022

| | Sep 22 | Sep 21 | \$ Change | % Change |
|---|-------------------|-------------------|-------------------|-------------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 2200 · Investment Income | | | | |
| 2202 · Dividend Income | 2,019.27 | 1,734.53 | 284.74 | 16.42% |
| 2203 · Unrealized Gain (Loss) | -36,464.71 | -19,198.55 | -17,266.16 | -89.94% |
| 2204 · Interest Income | 879.09 | 1,437.39 | -558.30 | -38.84% |
| Total 2200 · Investment Income | -33,566.35 | -16,026.63 | -17,539.72 | -109.44% |
| 4000 · Membership Dues | | | | |
| 4001 · Tier 1 Dues | 1,964.67 | 3,797.02 | -1,832.35 | -48.26% |
| 4002 · Tier 2 Dues | 10,531.33 | 9,115.17 | 1,416.16 | 15.54% |
| 4003 · Tier 3 Dues | 6,554.17 | 12,601.88 | -6,047.71 | -47.99% |
| 4004 · Tier 4 Dues | 7,774.25 | 7,811.46 | -37.21 | -0.48% |
| 4006 · Business Partner Dues | 2,554.40 | 2,223.33 | 331.07 | 14.89% |
| 4011 · Tier 5 Dues | 2,750.00 | 0.00 | 2,750.00 | 100.0% |
| 4012 · Tier 6 Dues | 4,999.92 | 0.00 | 4,999.92 | 100.0% |
| 4013 · Tier 7 Dues | 875.00 | 0.00 | 875.00 | 100.0% |
| Total 4000 · Membership Dues | 38,003.74 | 35,548.86 | 2,454.88 | 6.91% |
| 4100 · Event Income | | | | |
| 4110 · Annual Meeting | | | | |
| 4113 - Foundation Fundraiser | 300.00 | 0.00 | 300.00 | 100.0% |
| 4111 · Conference Registrations | 24,193.75 | 28,318.75 | -4,125.00 | -14.57% |
| 4112 · Exhibitor Registration | 4,800.00 | 3,000.00 | 1,800.00 | 60.0% |
| Total 4110 · Annual Meeting | 29,293.75 | 31,318.75 | -2,025.00 | -6.47% |
| 4130 · Education Seminars/Webinars | 3,696.75 | 1,986.50 | 1,710.25 | 86.09% |
| Total 4100 · Event Income | 32,990.50 | 33,305.25 | -314.75 | -0.95% |
| 4200 · Non-Dues Revenue | | | | |
| 4201 · Affinity Programs | 0.00 | 1,000.00 | -1,000.00 | -100.0% |
| 4202 · Merchandise Sales | 59.00 | 0.00 | 59.00 | 100.0% |
| 4205 · Career Center | 79.68 | 302.40 | -222.72 | -73.65% |
| 4207 · Sponsorships | 2,760.00 | 1,560.00 | 1,200.00 | 76.92% |
| Total 4200 · Non-Dues Revenue | 2,898.68 | 2,862.40 | 36.28 | 1.27% |
| Total Income | 40,326.57 | 55,689.88 | -15,363.31 | -27.59% |
| Gross Profit | 40,326.57 | 55,689.88 | -15,363.31 | -27.59% |
| Expense | | | | |
| 7100 · Merchandise Expenses | 0.00 | 191.98 | -191.98 | -100.0% |
| Total 7200 · Event Expenses | 30,700.34 | 8,640.29 | 22,060.05 | 255.32% |
| Total 7300 · Operations Expenses | 44,564.24 | 43,737.27 | 826.97 | 1.89% |
| Total Expense | 75,264.58 | 52,569.54 | 22,695.04 | 43.17% |
| Net Ordinary Income | -34,938.01 | 3,120.34 | -38,058.35 | -1,219.69% |
| Other Income/Expense | | | | |
| Total Other Expense | 0.00 | 2,329.53 | -2,329.53 | -100.0% |
| Net Other Income | 0.00 | -2,329.53 | 2,329.53 | 100.0% |
| Net Income | -34,938.01 | 790.81 | -35,728.82 | -4,518.0% |

Minnesota HomeCare Association
Profit & Loss Budget Performance
 September 2022

| | Sep 22 | Budget | \$ Over Budget |
|---------------------------------------|-------------------|------------------|-------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 2185 · Bad Debt Expense | 0.00 | | |
| 2200 · Investment Income | | | |
| 2202 · Dividend Income | 2,019.27 | | |
| 2203 · Unrealized Gain (Loss) | -36,464.71 | | |
| 2204 · Interest Income | 879.09 | | |
| 2200 · Investment Income - Other | 0.00 | 875.00 | -875.00 |
| Total 2200 · Investment Income | -33,566.35 | 875.00 | -34,441.35 |
| 4000 · Membership Dues | | | |
| 4001 · Tier 1 Dues | 1,964.67 | 2,067.00 | -102.33 |
| 4002 · Tier 2 Dues | 10,531.33 | 9,265.00 | 1,266.33 |
| 4003 · Tier 3 Dues | 6,554.17 | 7,058.00 | -503.83 |
| 4004 · Tier 4 Dues | 7,774.25 | 6,050.00 | 1,724.25 |
| 4006 · Business Partner Dues | 2,554.40 | 1,533.00 | 1,021.40 |
| 4011 · Tier 5 Dues | 2,750.00 | 3,438.00 | -688.00 |
| 4012 · Tier 6 Dues | 4,999.92 | 4,375.00 | 624.92 |
| 4013 · Tier 7 Dues | 875.00 | 875.00 | 0.00 |
| Total 4000 · Membership Dues | 38,003.74 | 34,661.00 | 3,342.74 |
| 4100 · Event Income | | | |
| 4110 · Annual Meeting | | | |
| 4113 - Foundation Fundraiser | 300.00 | | |
| 4111 · Conference Registrations | 24,193.75 | 38,294.00 | -14,100.25 |
| 4112 · Exhibitor Registration | 4,800.00 | 18,525.00 | -13,725.00 |
| Total 4110 · Annual Meeting | 29,293.75 | 56,819.00 | -27,525.25 |
| 4130 · Education Seminars/Webinars | 3,696.75 | 0.00 | 3,696.75 |
| Total 4100 · Event Income | 32,990.50 | 56,819.00 | -23,828.50 |
| 4200 · Non-Dues Revenue | | | |
| 4201 · Affinity Programs | 0.00 | 542.00 | -542.00 |
| 4202 · Merchandise Sales | 59.00 | 25.00 | 34.00 |
| 4203 · Revenue Share | 0.00 | | |
| 4205 · Career Center | 79.68 | 250.00 | -170.32 |
| 4206 · CC Convenience Fee | 0.00 | 125.00 | -125.00 |
| 4207 · Sponsorships | 2,760.00 | 4,084.00 | -1,324.00 |
| Total 4200 · Non-Dues Revenue | 2,898.68 | 5,026.00 | -2,127.32 |
| 4300 · Other (Misc) Income | 0.00 | 250.00 | -250.00 |
| 4500 · Workforce Financial Assist Rev | 0.00 | | |
| Total Income | 40,326.57 | 97,631.00 | -57,304.43 |
| Gross Profit | 40,326.57 | 97,631.00 | -57,304.43 |
| Expense | | | |
| 7000 · Other (Misc) Expenses | 0.00 | 166.67 | -166.67 |
| 7001 · Education Scholarships | 0.00 | 0.00 | 0.00 |
| 7200 · Event Expenses | | | |
| 7210 · Annual Meeting Expenses | 256.41 | 3,435.00 | -3,178.59 |

Minnesota HomeCare Association
Profit & Loss Budget Performance
September 2022

| | Sep 22 | Budget | \$ Over Budget |
|---|-------------------|------------------|-----------------------|
| 7230 · Education Seminars/Webinars | 30,443.93 | 35,675.00 | -5,231.07 |
| 7250 · Anniversary | 0.00 | 0.00 | 0.00 |
| Total 7200 · Event Expenses | 30,700.34 | 39,110.00 | -8,409.66 |
| Total 7300 · Operations Expenses | 44,564.24 | 51,809.84 | -7,245.60 |
| Total Expense | 75,264.58 | 91,086.51 | -15,821.93 |
| Net Ordinary Income | -34,938.01 | 6,544.49 | -41,482.50 |
| Other Income/Expense | | | |
| Other Expense | | | |
| 7400 · Anniversary Celebration | 0.00 | | |
| 7430 · 501c3 | 0.00 | | |
| Total Other Expense | 0.00 | | |
| Net Other Income | 0.00 | 0.00 | 0.00 |
| Net Income | -34,938.01 | 6,544.49 | -41,482.50 |

Minnesota HomeCare Association
Profit & Loss Budget Performance
September 2022

| | Jan - Sep 22 | YTD Budget | \$ Over Budget |
|---------------------------------------|--------------------|-------------------|--------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 2185 · Bad Debt Expense | -1,243.73 | | |
| 2200 · Investment Income | | | |
| 2202 · Dividend Income | 6,494.29 | | |
| 2203 · Unrealized Gain (Loss) | -113,392.18 | | |
| 2204 · Interest Income | 1,790.61 | | |
| 2200 · Investment Income - Other | 0.00 | 7,875.00 | -7,875.00 |
| Total 2200 · Investment Income | -105,107.28 | 7,875.00 | -112,982.28 |
| 4000 · Membership Dues | | | |
| 4001 · Tier 1 Dues | 16,098.00 | 18,603.00 | -2,505.00 |
| 4002 · Tier 2 Dues | 94,781.96 | 83,385.00 | 11,396.96 |
| 4003 · Tier 3 Dues | 58,987.50 | 63,522.00 | -4,534.50 |
| 4004 · Tier 4 Dues | 69,968.25 | 54,450.00 | 15,518.25 |
| 4006 · Business Partner Dues | 14,349.60 | 13,797.00 | 552.60 |
| 4011 · Tier 5 Dues | 24,750.00 | 30,942.00 | -6,192.00 |
| 4012 · Tier 6 Dues | 44,999.25 | 39,375.00 | 5,624.25 |
| 4013 · Tier 7 Dues | 7,875.00 | 7,875.00 | 0.00 |
| Total 4000 · Membership Dues | 331,809.56 | 311,949.00 | 19,860.56 |
| 4100 · Event Income | | | |
| 4110 · Annual Meeting | | | |
| 4113 - Foundation Fundraiser | 625.00 | | |
| 4111 · Conference Registrations | 56,475.00 | 76,588.00 | -20,113.00 |
| 4112 · Exhibitor Registration | 12,960.00 | 29,150.00 | -16,190.00 |
| Total 4110 · Annual Meeting | 70,060.00 | 105,738.00 | -35,678.00 |
| 4130 · Education Seminars/Webinars | 71,719.50 | 79,756.00 | -8,036.50 |
| Total 4100 · Event Income | 141,779.50 | 185,494.00 | -43,714.50 |
| 4200 · Non-Dues Revenue | | | |
| 4201 · Affinity Programs | 0.00 | 4,878.00 | -4,878.00 |
| 4202 · Merchandise Sales | 118.00 | 225.00 | -107.00 |
| 4203 · Revenue Share | 1,378.80 | | |
| 4205 · Career Center | 1,178.92 | 750.00 | 428.92 |
| 4206 · CC Convenience Fee | 998.90 | 1,125.00 | -126.10 |
| 4207 · Sponsorships | 17,000.00 | 8,168.00 | 8,832.00 |
| Total 4200 · Non-Dues Revenue | 20,674.62 | 15,146.00 | 5,528.62 |
| 4300 · Other (Misc) Income | 0.00 | 750.00 | -750.00 |
| 4500 · Workforce Financial Assist Rev | -5,000.00 | | |
| Total Income | 382,912.67 | 521,214.00 | -138,301.33 |
| Gross Profit | 382,912.67 | 521,214.00 | -138,301.33 |
| Expense | | | |
| 7000 · Other (Misc) Expenses | 207.41 | 449.99 | -242.58 |
| 7001 · Education Scholarships | 0.00 | 0.00 | 0.00 |
| 7200 · Event Expenses | | | |
| 7210 · Annual Meeting Expenses | 2,915.05 | 3,935.00 | -1,019.95 |

Minnesota HomeCare Association
Profit & Loss Budget Performance
 September 2022

| | Jan - Sep 22 | YTD Budget | \$ Over Budget |
|---|---------------------|-------------------|-----------------------|
| 7230 · Education Seminars/Webinars | 35,220.79 | 43,384.00 | -8,163.21 |
| 7250 · Anniversary | 0.00 | 0.00 | 0.00 |
| Total 7200 · Event Expenses | 38,135.84 | 47,319.00 | -9,183.16 |
| Total 7300 · Operations Expenses | 420,758.20 | 445,261.48 | -24,503.28 |
| Total Expense | 459,101.45 | 493,030.47 | -33,929.02 |
| Net Ordinary Income | -76,188.78 | 28,183.53 | -104,372.31 |
| Other Income/Expense | | | |
| Other Expense | | | |
| 7400 · Anniversary Celebration | 6.83 | | |
| 7430 · 501c3 | 2,365.00 | | |
| Total Other Expense | 2,371.83 | | |
| Net Other Income | -2,371.83 | 0.00 | -2,371.83 |
| Net Income | -78,560.61 | 28,183.53 | -106,744.14 |

Minnesota HomeCare Association
Profit & Loss Budget Performance
 September 2022

| | <u>Annual Budget</u> |
|---------------------------------------|----------------------|
| Ordinary Income/Expense | |
| Income | |
| 2185 · Bad Debt Expense | |
| 2200 · Investment Income | |
| 2202 · Dividend Income | |
| 2203 · Unrealized Gain (Loss) | |
| 2204 · Interest Income | |
| 2200 · Investment Income - Other | 10,500.00 |
| Total 2200 · Investment Income | <u>10,500.00</u> |
| 4000 · Membership Dues | |
| 4001 · Tier 1 Dues | 24,804.00 |
| 4002 · Tier 2 Dues | 111,180.00 |
| 4003 · Tier 3 Dues | 84,696.00 |
| 4004 · Tier 4 Dues | 72,600.00 |
| 4006 · Business Partner Dues | 18,396.00 |
| 4011 · Tier 5 Dues | 41,256.00 |
| 4012 · Tier 6 Dues | 52,500.00 |
| 4013 · Tier 7 Dues | 10,500.00 |
| Total 4000 · Membership Dues | <u>415,932.00</u> |
| 4100 · Event Income | |
| 4110 · Annual Meeting | |
| 4113 - Foundation Fundraiser | |
| 4111 · Conference Registrations | 76,588.00 |
| 4112 · Exhibitor Registration | 29,150.00 |
| Total 4110 · Annual Meeting | <u>105,738.00</u> |
| 4130 · Education Seminars/Webinars | 89,156.00 |
| Total 4100 · Event Income | <u>194,894.00</u> |
| 4200 · Non-Dues Revenue | |
| 4201 · Affinity Programs | 6,504.00 |
| 4202 · Merchandise Sales | 300.00 |
| 4203 · Revenue Share | |
| 4205 · Career Center | 1,000.00 |
| 4206 · CC Convenience Fee | 1,500.00 |
| 4207 · Sponsorships | 20,420.00 |
| Total 4200 · Non-Dues Revenue | <u>29,724.00</u> |
| 4300 · Other (Misc) Income | 1,000.00 |
| 4500 · Workforce Financial Assist Rev | |
| Total Income | <u>652,050.00</u> |
| Gross Profit | <u>652,050.00</u> |
| Expense | |
| 7000 · Other (Misc) Expenses | 550.00 |
| 7001 · Education Scholarships | 2,000.00 |
| 7200 · Event Expenses | |
| 7210 · Annual Meeting Expenses | 54,370.00 |

Minnesota HomeCare Association
Profit & Loss Budget Performance
September 2022

| | <u>Annual Budget</u> |
|---|--------------------------|
| 7230 · Education Seminars/Webinars | 47,181.00 |
| 7250 · Anniversary | 320.00 |
| Total 7200 · Event Expenses | <u>101,871.00</u> |
| Total 7300 · Operations Expenses | <u>617,375.00</u> |
| Total Expense | <u>721,796.00</u> |
| Net Ordinary Income | -69,746.00 |
| Other Income/Expense | |
| Other Expense | |
| 7400 · Anniversary Celebration | |
| 7430 · 501c3 | |
| Total Other Expense | |
| Net Other Income | <u>0.00</u> |
| Net Income | <u><u>-69,746.00</u></u> |