

## Minnesota HomeCare Association 2019 Budget

				Administrative	Total Education Services	Membership & Marketing	TOTAL
				Jan - Dec 19	Jan - Dec 19	Jan - Dec 19	Jan - Dec 19
<b>Income</b>							
2200 · Investment Income				10,000.00			10,000.00
<b>4000 · Membership Dues</b>							
4001 · Tier 1 Dues						31,458.00	31,458.00
4002 · Tier 2 Dues						113,886.00	113,886.00
4003 · Tier 3 Dues						170,469.00	170,469.00
4004 · Tier 4 Dues						82,489.00	82,489.00
4005 · Individual Membership						250.00	250.00
4006 · Business Partner Dues						16,330.00	16,330.00
4000 · Membership Dues - Other						25,000.00	25,000.00
<b>Total 4000 · Membership Dues</b>						<b>439,882.00</b>	<b>439,882.00</b>
<b>4100 · Event Income</b>							
4110 · Annual Meeting							
4111 · Conference Registrations					60,895.00		60,895.00
4112 · Exhibitor/Sponsor Registration					44,890.00		44,890.00
<b>Total 4110 · Annual Meeting</b>					<b>105,785.00</b>		<b>105,785.00</b>
4120 · Fall Conference							
4121 · Conference Registrations					35,000.00		35,000.00
4122 · Exhibitor/Sponsor Registration					7,000.00		7,000.00
<b>Total 4120 · Fall Conference</b>					<b>42,000.00</b>		<b>42,000.00</b>
4130 · Education Seminars/Webinars					104,890.00		104,890.00
<b>Total 4100 · Event Income</b>					<b>252,675.00</b>		<b>252,675.00</b>
<b>4200 · Sales</b>							
4202 · Merchandise Sales				200.00			200.00
4205 · Non-Dues Revenue				8,000.00			8,000.00
4206 · CC Convenience Fee				6,500.00			6,500.00
<b>Total 4200 · Sales</b>				<b>14,700.00</b>			<b>14,700.00</b>
4300 · Other (Misc) Income				300.00			300.00
<b>Total Income</b>				<b>25,000.00</b>	<b>252,675.00</b>	<b>439,882.00</b>	<b>717,557.00</b>
<b>Gross Profit</b>				<b>25,000.00</b>	<b>252,675.00</b>	<b>439,882.00</b>	<b>717,557.00</b>
<b>Expense</b>							
7000 · Other (Misc) Expenses				500.00		3,000.00	3,500.00
<b>7200 · Event Expenses</b>							
7210 · Annual Meeting Expenses					58,159.00		58,159.00
7220 · Fall Conference Expenses					21,650.00		21,650.00
7230 · Education Seminars/Webinars					57,063.00		57,063.00
<b>Total 7200 · Event Expenses</b>					<b>136,872.00</b>		<b>136,872.00</b>
<b>7300 · Operations Expenses</b>							
7301 · Communications				1,840.00			1,840.00
7302 · Office Lease				49,721.00			49,721.00
7303 · Insurance				3,190.00			3,190.00
7304 · Bank & Credit Card Charges				8,840.00			8,840.00

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				Administrative	Total Education Services	Membership & Marketing	TOTAL
				Jan - Dec 19	Jan - Dec 19	Jan - Dec 19	Jan - Dec 19
			<b>7305 · Equipment Repairs/Maintenance</b>	2,000.00			2,000.00
			<b>7306 · Web Based Training (RCTC)</b>			14,200.00	14,200.00
			<b>7307 · Conference Reg / Staff Training</b>	17,400.00			17,400.00
			<b>7308 · Office Equipment &amp; Furniture</b>	1,700.00			1,700.00
			<b>7309 · Office Supplies</b>	2,470.00			2,470.00
			<b>7310 · Professional Services</b>				
			<b>7312 · Nurse Consulting Fees</b>	22,000.00			22,000.00
			<b>7313 · Government Affairs Contract</b>	76,400.00			76,400.00
			<b>7314 · Legal Fees</b>	2,000.00			2,000.00
			<b>7315 · Outside Accounting</b>	7,500.00			7,500.00
			<b>Total 7310 · Professional Services</b>	107,900.00			107,900.00
			<b>7317 · Printing</b>	800.00		3,000.00	3,800.00
			<b>7318 · Meetings/Retreats</b>	12,600.00		2,350.00	14,950.00
			<b>7319 · Employee Benefits</b>	34,296.00			34,296.00
			<b>7320 · Payroll Expenses</b>				
			<b>7322 · Payroll Services</b>	3,500.00			3,500.00
			<b>7323 · Employer Taxes</b>	20,540.00			20,540.00
			<b>7324 · Employee Salary</b>	263,000.00			263,000.00
			<b>Total 7320 · Payroll Expenses</b>	287,040.00			287,040.00
			<b>7325 · Postage/Delivery</b>	300.00		1,000.00	1,300.00
			<b>7326 · Website Fee</b>	9,365.00		1,000.00	10,365.00
			<b>7329 · Recruitment Expenses</b>	600.00			600.00
			<b>7330 · Staff Travel Expenses</b>				
			<b>7331 · Dining</b>	540.00			540.00
			<b>7332 · Travel</b>	4,500.00			4,500.00
			<b>7333 · Lodging</b>	1,000.00			1,000.00
			<b>Total 7330 · Staff Travel Expenses</b>	6,040.00			6,040.00
			<b>7335 · Dues</b>	3,945.00			3,945.00
			<b>9000 · Income Tax</b>	1,000.00			1,000.00
			<b>Total 7300 · Operations Expenses</b>	551,047.00		21,550.00	572,597.00
			<b>Total Expense</b>	551,547.00	136,872.00	24,550.00	712,969.00
			<b>Net Income</b>	<b>-526,547.00</b>	<b>115,803.00</b>	<b>415,332.00</b>	<b>4,588.00</b>