

THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION											
COMPARATIVE STATEMENT OF ACTIVITIES											
ACTUAL VS BUDGET VS PRIOR YEAR											
December 31, 2021											
										YTD	
ACCT		2017	2018	2019	2020	2021	YEAR-TO-DATE			ACTUAL	2021/2020
#	DESCRIPTION	ACTUAL	ACTUAL	ACTUAL	ACTUAL	BUDGET	ACTUAL	BUDGET	VARIANCE	12/31/20	VARIANCE
	OPERATIONS:										
	DUES REVENUE:										
4010	DISTRIBUTORS	239,100	257,510	263,500	237,629	234,900	\$237,880	\$234,900	\$2,980	\$237,629	\$252
4020	MANUFACTURERS	225,179	230,820	251,798	234,675	229,500	231,125	229,500	1,625	234,675	(3,550)
4030	ASSOCIATES	34,975	36,374	34,500	31,500	29,700	34,500	29,700	4,800	31,500	3,000
4035	AFFILIATES	17,081	18,879	16,150	17,100	17,100	18,050	17,100	950	17,100	950
4037	MANUFACTURER REP	4,990	5,988	7,100	7,950	4,950	9,050	4,950	4,100	7,950	1,100
4040	BRANCH SERVICE FEES	53,450	49,575	58,125	66,543	59,063	66,224	59,063	7,161	66,543	(319)
	TOTAL REVENUE FROM DUES	574,775	599,146	631,173	595,397	575,213	596,829	575,213	21,616	595,397	1,433
	OTHER REVENUE:										
4510	INTEREST INCOME	11,100	21,682	30,004	13,105	7,800	7,923	7,800	123	13,105	(5,182)
4514	REALIZED GAIN/LOSS ON INVESTMENTS	500	(7,988)	2,624	2,502	-	(1,560)	-	(1,560)	2,502	(4,062)
4515	UNREALIZED GAIN/LOSS ON INVESTMENTS	(305)	(439)	478	2,745	(1,800)	(6,203)	(1,800)	(4,403)	2,745	(8,948)
4540	MEMBERSHIP DIRECTORY SALES	325	-	790	-	395	395	395	-	-	395
4550	DIRECTORY ADVERTISING SALES	113,443	120,952	113,942	119,265	138,900	143,135	138,900	4,235	119,265	23,870
4552	ADVERTISING & SPONSORSHIPS	-	-	-	16,133	15,000	33,050	15,000	18,050	16,133	16,917
4560	AFFINITY PARTNER ROYALTIES	69,570	68,754	50,611	58,229	54,000	77,909	54,000	23,909	58,229	19,680
	TOTAL OTHER REVENUE	194,633	202,961	198,448	211,978	214,295	254,648	214,295	40,353	211,978	42,670
	ANNUAL MEETING REVENUE:										
4610	DISTRIBUTOR REGISTRATION FEE	152,433	185,063	212,018	-	135,450	121,895	135,450	(13,555)	-	121,895
4620	MANUFACTURER REGISTRATION FEE	291,008	306,913	298,918	-	209,531	182,340	209,531	(27,191)	-	182,340
4630	ASSOCIATE REGISTRATION FEE	45,758	44,004	41,790	-	30,506	17,600	30,506	(12,906)	-	17,600
4633	MANUFACTURER REP REGISTER FEE	5,520	0	5,550	-	4,238	(1,100)	4,238	(5,338)	-	(1,100)
4635	AFFILIATE REGISTRATION FEE	15,305	23,153	14,538	-	12,525	14,775	12,525	2,250	-	14,775
4640	GUEST REGISTRATION FEE	56,405	76,705	61,095	-	44,438	24,095	44,438	(20,343)	-	24,095
4645	VALUE PARTNER REGISTRATION FEE	5,400	5,400	4,500	-	2,000	5,400	2,000	3,400	-	5,400
4647	COMPANY MEETINGS	7,500	9,500	10,000	-	6,563	9,750	6,563	3,187	-	9,750
4650	TOUR FEE	25,149	20,390	8,320	-	-	-	-	-	-	-
4660	CONTACT TABLES FEE	175,175	183,663	173,175	-	126,980	111,485	126,980	(15,495)	-	111,485
4670	SPONSORSHIPS	-	-	-	-	20,000	14,000	20,000	(6,000)	-	14,000
4680	HOTEL COMMISSION	32,706	36,944	36,552	-	16,838	18,071	16,838	1,233	-	18,071
4685	GOLF	36,645	19,838	22,380	-	-	-	-	-	-	-
4690	TENNIS/VOLLEYBALL	-	-	-	-	-	-	-	-	-	-
4695	CONVENTION GUIDE AD	17,509	20,014	20,975	-	-	-	-	-	-	-
	TOTAL ANNUAL MEETING REVENUE	866,512	931,587	909,810	-	609,068	518,311	609,068	(90,757)	-	518,311
	HSI, TRAINING & EDUCATION										
4805	STATISTICS SURVEY SALES	450	2,750	900	950	500	100	500	(400)	950	(850)
4810	NAHAD MERCHANDISE SALES	-	-	-	-	-	-	-	-	-	-
4822	TELECONNECT REVENUE	-	-	-	-	-	-	-	-	-	-
4825	INSTITUTE MEMBERSHIP	72,850	56,100	64,900	66,878	62,100	66,996	62,100	4,896	66,878	117
4830	UID/WEBINAR REVENUE	10,443	9,284	7,872	2,051	1,000	1,408	1,000	408	2,051	(643)
4835	SPECIFICATION GUIDELINES SALES	-	1,659	688	-	-	-	-	-	-	-
4836	HSI HANDBOOK	10,739	3,787	4,756	5,025	3,510	5,920	3,510	2,410	5,025	895
4840	ON-LINE TRAINING	-	-	23,010	58,636	55,825	66,735	55,825	10,910	58,636	8,100
4842	HOSE & COUPLING WORLD	-	-	-	-	20,000	295	20,000	(19,705)	-	295

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4845	REGIONAL MEETINGS/GUIDELINES SEMINAR	-	-	17,545	17,440	19,175	-	19,175	(19,175)	17,440	(17,440)
4855	GUIDELINES EXAMS & CERTIFICATES	31,359	27,060	23,111	2,889	-	-	-	-	2,889	(2,889)
4860	GUIDELINES RESALE ITEMS				-	-	-	-	-	-	-
	TOTAL INSTITUTE REVENUE	125,840	100,640	142,782	153,869	162,110	141,454	162,110	(20,656)	153,869	(12,415)
	TOTAL REVENUE	1,761,760	1,834,334	1,882,213	961,244	1,560,686	1,511,242	1,560,686	(49,444)	961,244	549,998
	ADMINISTRATIVE EXPENSES:										
5010	MANAGEMENT FEE-EXEC.V.P., O.H.	257,193	262,337	262,337	268,896	268,995	268,896	268,995	(99)	268,896	-
5015	ACCOUNTING/FINANCE MGMT.	25,200	26,208	26,208	26,863	26,863	26,863	26,863	0	26,863	-
5020	STAFFING SERVICES	256,784	267,055	267,055	273,731	273,731	273,731	273,731	0	273,731	-
5025	POSTAGE	1,436	1,518	1,068	1,430	1,500	1,345	1,500	(155)	1,430	(85)
5030	STAFF TRAVEL	17,754	12,748	5,866	5,022	9,000	3,964	9,000	(5,036)	5,022	(1,058)
5035	SUPPLIES	3,254	2,558	4,632	1,778	3,000	3,277	3,000	277	1,778	1,499
5045	TELEPHONE & FAX	3,611	5,258	6,315	3,751	5,200	2,963	5,200	(2,237)	3,751	(788)
5050	CREDIT CARD PROCESS/BANK CHARGES	42,776	52,892	50,861	38,849	42,000	36,213	42,000	(5,787)	38,849	(2,636)
5055	DUES AND SUBSCRIPTIONS	5,460	3,120	2,640	3,528	2,640	2,775	2,640	135	3,528	(753)
5060	D&O, E&O, GEN LIABILITY INSURANCE	15,709	15,540	14,812	3,743	8,000	3,627	8,000	(4,373)	3,743	(116)
5065	PRINTING	5,067	4,261	4,014	4,120	4,800	3,156	4,800	(1,644)	4,120	(963)
5075	RECORDS STORAGE	3,104	3,219	2,683	-	-	-	-	-	-	-
5080	MISCELLANEOUS	-	-	-	-	-	-	-	-	-	-
5083	INDEPENDENT ANNUAL AUDIT	11,250	11,250	11,250	11,550	12,000	12,000	12,000	-	11,550	450
5085	LEGAL	1,484	810	1,065	9,323	2,000	2,110	2,000	110	9,323	(7,213)
5090	BAD DEBT EXPENSE	-	-	-	-	-	-	-	-	-	-
5098	LOSS ON INVESTMENT IN DPA	136	136	-	-	-	-	-	-	-	-
	TOTAL ADMINISTRATIVE EXPENSE	650,218	668,911	660,806	652,584	659,729	640,921	659,729	(18,808)	652,584	(11,663)
	NAW EXPENSES:										
5110	NAW-TRAVEL	4,470	9,135	3,456	0	0	-	-	-	-	-
5120	NAW MEMBERSHIP DUES	5,578	5,578	5,578	5,578	5,873	5,578	5,873	(295)	5,578	-
	TOTAL NAW EXPENSE	10,047	14,713	9,034	5,578	5,873	5,578	5,873	(295)	5,578	-
	BOARD & EXECUTIVE COMM.:										
5210	HOTEL,FOOD & INCIDENTALS	25,923	33,579	30,052	803	35,000	34,729	35,000	(271)	803	33,926
5220	STAFF TRAVEL	8,484	2,969	6,953	1,229	5,000	2,885	5,000	(2,115)	1,229	1,656
5230	POSTAGE & SHIPPING	419	558	66	0	750	290	750	(460)	-	290
5235	TELECONFERENCES	406	295	132	-	-	-	-	-	-	-
5240	PRINTING	49	96	50	0	200	0	200	(200)	0	(0)
	TOTAL BOARD & EXEC. COMM. EXPENSE	35,282	37,498	37,253	2,032	40,950	37,904	40,950	(3,046)	2,032	35,872
	COMMITTEE EXPENSES:										
	COMMUNICATIONS:										
5310	NEWSLETTER PRODUCTION	22,973	27,462	26,608	13,885	20,000	18,324	20,000	(1,676)	13,885	4,439
5320	NEWSLETTER POSTAGE	11,813	15,672	15,700	5,969	10,000	8,648	10,000	(1,352)	5,969	2,680
5330	DIRECTORY PRODUCTION	84,760	74,787	73,631	83,701	85,000	72,076	85,000	(12,924)	83,701	(11,625)
5340	DIRECTORY MAILING	15,954	20,109	8,851	7,369	9,000	2,475	9,000	(6,525)	7,369	(4,894)
5350	PHOTOGRAPHY	-	-	-	-	-	-	-	-	-	-
	TOTAL COMMUNICATIONS EXPENSE	135,500	138,029	124,790	110,924	124,000	101,523	124,000	(22,477)	110,924	(9,401)

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	MEMBERSHIP:										
5510	POSTAGE	2,319	1,034	674	1,160	1,200	378	1,200	(822)	1,160	(782)
5520	PRINTING	1,788	616	1,462	746	1,800	650	1,800	(1,150)	746	(96)
5525	VIDEO PRODUCTION	-	-	-	-	-	-	-	-	-	-
5535	POLICY INFORMATION	-	-	7,600	6,900	6,000	-	6,000	(6,000)	6,900	(6,900)
5540	NEW MEMBER PLAQUES	-	-	-	-	-	-	-	-	-	-
	TOTAL MEMBERSHIP EXPENSE	4,107	1,651	9,736	8,806	9,000	1,028	9,000	(7,972)	8,806	(7,778)
	TRAINING & EDUCATION:										
5610	PRINTING/DISPLAY	55	-	17	319	300	161	300	(139)	319	(157)
5620	NAHAD EDUCATION MATERIALS	-	-	-	400	-	-	-	-	400	(400)
5625	EDUCATIONAL DEVELOPMENT	-	11,000	24,333	24,162	12,000	16,379	12,000	4,379	24,162	(7,782)
5630	INDUSTRIAL CAREER PATHWAYS	5,319	-	-	-	-	-	-	-	-	-
5640	EXECU FORUM/PRINTING, MAIL	2	-	-	-	-	-	-	-	-	-
5650	SEMINARS & UID PRINTING/POSTAGE	1,641	1,213	1,070	1,550	1,000	610	1,000	(390)	1,550	(940)
5651	ON-LINE TRAINING	-	-	48,284	28,289	28,000	51,650	28,000	23,650	28,289	23,362
5652	TELECONNECT EXPENSES	256	251	-	-	-	-	-	-	-	-
5660	NAHAD EDUCATION POSTAGE	-	-	1	99	100	67	100	(33)	99	(32)
	TOTAL TRAINING & EDUCATION EXPENSE	7,272	12,464	73,705	54,818	41,400	68,868	41,400	27,468	54,818	14,050
	STRATEGIC PLANNING:										
5710	PRINTING	5	-	-	-	-	-	-	-	-	-
5715	CONSULTING FEES	-	-	-	-	-	-	-	-	-	-
5720	POSTAGE	-	-	-	-	-	-	-	-	-	-
	TOTAL STRATEGIC PLANING EXPENSE	5	-	-	-	-	-	-	-	-	-
	STATISTICAL SURVEYS:										
5810	ANNUAL SURVEY	20,000	25,500	-	10,500	-	9,500	-	9,500	10,500	(1,000)
5820	POSTAGE	-	-	-	-	-	-	-	-	-	-
5850	PRINTING	6	-	-	-	-	-	-	-	-	-
	TOTAL STATISTICAL SURVEYS EXPENSE	20,006	25,500	-	10,500	-	9,500	-	9,500	10,500	(1,000)
	INSTITUTE:										
5910	POSTAGE	978	872	456	104	200	269	200	69	104	164
5930	PRINTING	2,378	3,961	392	71	100	80	100	(20)	71	9
5940	ASSEMBLY WEB & APP	6,752	6,452	-	-	-	-	-	-	-	-
5950	MEETINGS/TELECONFERENCES	372	109	329	818	2,000	-	2,000	(2,000)	818	(818)
5960	TRAVEL	1,167	2,962	3,361	-	1,500	441	1,500	(1,059)	-	441
5970	LEGAL	-	540	-	39	750	-	750	(750)	39	(39)
5972	REGIONAL MEETING/GUIDELINE SEMINARS	-	-	17,608	5,752	12,000	193	12,000	(11,807)	5,752	(5,559)
5975	EXAMS & CERTIFICATE DEV & SUPPORT	15,558	14,418	8,989	2,310	-	-	-	-	2,310	(2,310)
5980	CONVENTION & CERTIFICATE AWARD	-	-	-	-	-	-	-	-	-	-
5990	MARKETING & PROMOTION	-	-	1,810	-	500	-	500	(500)	-	-
5995	STANDARDS PROGRAM MGR - CONTRACT	58,800	58,800	60,000	60,000	60,000	60,000	60,000	-	60,000	-
	TOTAL INSTITUTE EXPENSE	86,004	88,113	92,946	69,094	77,050	60,983	77,050	(16,067)	69,094	(8,111)

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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	11,200	73,200	50,900	12,000	12,000	12,600	12,000	600	12,000	600
6240	MIS SYSTEMS & SUPPLIES	25,920	20,132	20,401	19,797	24,000	19,359	24,000	(4,641)	19,797	(438)
6242	WEBSITE MAINTENANCE	6,373	17,067	11,917	18,078	5,000	1,528	5,000	(3,473)	18,078	(16,551)
6245	WEBSITE AMORTIZATION	-	-	-	-	-	-	-	-	-	-
	TOTAL TECHNOLOGY EXPENSE	43,493	110,400	83,218	49,875	41,000	33,486	41,000	(7,514)	49,875	(16,389)
	TOTAL COMMITTEE EXPENSE	296,387	376,157	384,396	304,019	292,450	275,388	292,450	(17,062)	304,018	(28,630)
	ANNUAL MEETING :										
7010	POSTAGE/DELIVERY	21,756	12,342	7,496	3,612	8,000	7,398	8,000	(602)	3,612	3,786
7015	SUPPLIES	5,936	5,005	5,890	860	4,875	3,115	4,875	(1,760)	860	2,256
7020	PRINTING & PROMOTION	27,204	29,983	37,946	6,947	15,000	10,223	15,000	(4,777)	6,947	3,276
7025	ROOM CREDIT	(17,635)	(17,584)	(19,152)	-	-	(8,740)	-	(8,740)	-	(8,740)
7030	STAFF TRAVEL	17,587	17,203	21,887	(0)	15,000	20,230	15,000	5,230	(0)	20,230
7035	ENTERTAINMENT	52,100	29,463	37,741	-	22,500	9,419	22,500	(13,081)	-	9,419
7040	SIGNS	-	-	330	-	1,000	83	1,000	(917)	-	83
7045	PHOTOGRAPHY	3,500	3,505	4,930	-	1,500	2,829	1,500	1,329	-	2,829
7050	FOOD & BEVERAGE	321,889	446,552	459,181	-	320,000	331,128	320,000	11,128	-	331,128
7055	SPEAKER FEES	66,846	69,000	71,300	-	78,500	83,500	78,500	5,000	-	83,500
7056	SPEAKER & MISC TRAVEL	3,374	8,404	11,311	-	7,000	5,452	7,000	(1,548)	-	5,452
7060	AWARDS & GIFTS	20,078	17,378	18,896	-	13,000	7,398	13,000	(5,602)	-	7,398
7065	AUDIO VISUAL EQUIPMENT	67,894	49,920	66,676	1,099	55,000	48,392	55,000	(6,608)	1,099	47,293
7070	SHOWCASE OF HOSE SOLUTIONS	14,942	11,645	18,897	-	10,840	7,020	10,840	(3,820)	-	7,020
7075	PRESIDENT'S ACTIVITY	2,000	2,144	1,500	127	2,000	396	2,000	(1,604)	127	269
7085	CONTRACT STAFF	2,853	1,226	848	-	-	-	-	-	-	-
7090	TOUR EXPENSES	22,680	17,707	11,835	-	-	-	-	-	-	-
7095	GOLF	39,509	21,703	21,402	-	-	-	-	-	-	-
7100	TENNIS/VOLLEYBALL	-	-	-	-	-	-	-	-	-	-
7150	SITE VISIT TRAVEL	6,468	3,074	4,113	4,122	2,000	951	2,000	(1,049)	4,122	(3,171)
	TOTAL ANNUAL MEETING EXPENSE	678,981	728,669	783,028	16,766	556,215	528,795	556,215	(27,420)	16,766	512,029
	TOTAL EXPENDITURES	1,670,915	1,825,947	1,874,516	980,979	1,555,217	1,488,585	1,555,217	(66,631)	980,978	507,608
	CHANGE IN NET ASSETS	\$90,845	\$8,387	\$7,696	(\$19,735)	\$5,470	\$22,657	\$5,470	\$17,187	(\$19,734)	\$42,390