

MALIGNANT HYPERTHERMIA ASSOCIATION OF THE US

Profit Loss Budget vs. Actual
October 2020 - March 2021
50% of Fiscal Year

		Oct '20 - Mar 21	Budget	Over Budget	% of Budget
Ordinary Income/Expense					
Income					
Endowments/Contingency Fund					
Restricted					
4500 · Napolitano Donations		0.00	0.00	0.00	0.0%
4505 · Endowment Challenge		0.00	0.00	0.00	0.0%
4510 · Lewis Donations - Restricted		2,100.00	0.00	2,100.00	100.0%
4520 · Rosenberg Donations - Rest'd		500.00	1,000.00	-500.00	50.0%
4540 · Nick Dixon Fund Rest'd		0.00	20,000.00	-20,000.00	0.0%
Total Restricted		2,600.00	21,000.00	-18,400.00	12.38%
Total Endowments/Contingency Fund		2,600.00	21,000.00	-18,400.00	12.38%
4900 · NMS Donors		525.00	100.00	425.00	525.0%
4910 · NMS Grants		0.00	10,000.00	-10,000.00	0.0%
Total NMS Income		525.00	10,100.00	-9,575.00	5.2%
Products /Order Fullfillment					
4001 · Order Fulfillment Income		89,528.80	163,300.00	-73,771.20	54.83%
4120 · Hospital Manual		4,115.00	15,000.00	-10,885.00	27.43%
4121 · ASC Manual		6,272.50	12,000.00	-5,727.50	52.27%
4122 · Office-based Manual		552.50	500.00	52.50	110.5%
4124 · In Service		3,900.00	6,500.00	-2,600.00	60.0%
4125 · Mock Drill Kits		11,345.00	30,000.00	-18,655.00	37.82%
4126 · Transfer of Care Guidelines Pstr		1,872.00	6,000.00	-4,128.00	31.2%
4128 · Emergent Transfer Plan O-B		594.00	3,000.00	-2,406.00	19.8%
4129 · MH T-Shirts		40.00			
4986 · Shipping & Handling		770.00	2,000.00	-1,230.00	38.5%
Products /Order Fullfillment - Other		0.00			
Total Products /Order Fullfillment		118,989.80	238,300.00	-119,310.20	49.93%
Program Income					
Advertising (Print -E-News-Web)		106,025.00	130,000.00	-23,975.00	81.56%
Webinars					
Webinar Online Recording Access		20.00			
Webinars - Other		907.00	5,700.00	-4,793.00	15.91%

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Total Webinars	927.00	5,700.00	-4,773.00	16.26%	Appears budget was too high
4127 · Hotline Income					
HL Donations	70.00	1,800.00	-1,730.00	3.89%	
Mock Drill Calls	1,335.00	1,000.00	335.00	133.5%	
4127 · Hotline Income - Other	0.00	0.00	0.00	0.0%	
Total 4127 · Hotline Income	1,405.00	2,800.00	-1,395.00	50.18%	On target
4130 · MH Prep Check Inc	0.00	4,000.00	-4,000.00	0.0%	
4165 · Medic Alert Articles	2,000.00	2,000.00	0.00	100.0%	Invoiced, but not paid yeet
Total Program Income	110,357.00	144,500.00	-34,143.00	76.37%	Overall, above target
Uncategorized Income	210.00				
4000 · Donors - Unrestricted					
AmazonSmile	347.97	400.00	-52.03	86.99%	
Kaufmann Family	25,000.00	25,000.00	0.00	100.0%	
Keller Memorial	1,100.00	1,500.00	-400.00	73.33%	
Robert E Wade Memorial Fund	100.00	750.00	-650.00	13.33%	
United Way	133.63	300.00	-166.37	44.54%	
Year End Appeal	12,014.00	13,000.00	-986.00	92.42%	
4010 · Major Donors	1,000.00	1,000.00	0.00	100.0%	
4000 · Donors - Unrestricted - Other	8,814.70	7,050.00	1,764.70	125.03%	
Total 4000 · Donors - Unrestricted	48,510.30	49,000.00	-489.70	99.0%	Well above 50% target
4002 · Membership Income	28,110.00	52,000.00	-23,890.00	54.06%	
Total 4040 · Association & Societies	25,000.00	32,800.00	-7,800.00	76.22%	AORN to be received
4645 · Rental Income	6,480.00	15,600.00	-9,120.00	41.54%	
Total 4800 · Registry - Dues	3,000.00	3,000.00	0.00	100.0%	
Total Income	343,782.10	566,300.00	-222,517.90	60.71%	Solid
Cost of Goods Sold					
6825 · MH T-Shirts	7.39				
Total COGS	7.39	0.00	7.39	100.0%	
Gross Profit	343,774.71	566,300.00	-222,525.29	60.71%	
Expense					
Fund Raising					
8000 · Fund Raising - MH	0.00	100.00	-100.00	0.0%	

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		8700 · Fund Raising - NMS	0.00	0.00	0.00	0.0%			
		Fund Raising - Other	206.95						
		Total Fund Raising	206.95	100.00	106.95	206.95%	Visa not used due to gaming raffle rule		
		General & Admin							
		9000 · G&A - Professional/Indepnd Svcs	18,650.00	36,000.00	-17,350.00	51.81%			
		9010 · G&A - Office Expenses	8,575.34	13,000.00	-4,424.66	65.96%	Postage and office products		
		9015 · G&A - Dues and Subscriptions	549.90	4,000.00	-3,450.10	13.75%			
		9020 · G&A - Travel & Entertainment	0.00	200.00	-200.00	0.0%			
		9025 · Telephone and Internet Services	3,372.07	4,000.00	-627.93	84.3%			
		9030 · G&A - Interest & Bank Charges	7,682.21	10,000.00	-2,317.79	76.82%			
		Total 9040 · G&A - Building Expenses	5,913.71	8,500.00	-2,586.29	69.57%			
		9050 · G&A - Insurance	2,017.79	6,000.00	-3,982.21	33.63%			
		9055 · G&A - Professional Development	0.00	0.00	0.00	0.0%			
		9060 · G&A - Board Expenses	0.00	4,100.00	-4,100.00	0.0%			
		9061 · G&A - Pres Discretionary Fund	0.00	5,000.00	-5,000.00	0.0%			
		9110 · G&A Other	0.00	200.00	-200.00	0.0%			
		Total General & Admin	46,761.02	91,000.00	-44,238.98	51.39%	At a good level		
		Labor & Benefits							
		5010 · Salaries & Wages	116,299.95	230,000.00	-113,700.05	50.57%			
		5015 · Employer SocSec/Medicare/SUI	9,359.84	22,000.00	-12,640.16	42.55%			
		5020 · Employee Benefits							
		DBL/PFL Insurance	5,361.34	300.00	5,061.34	1,787.11%	Fay 's short term disability checks		
		Health Insurance	32,925.57	63,000.00	-30,074.43	52.26%			
		NYSUI	1,342.70	1,700.00	-357.30	78.98%			
		Workers Comp	902.04	0.00	902.04	100.0%			
		Total 5020 · Employee Benefits	40,531.65	65,000.00	-24,468.35	62.36%			
		5050 · Other	191.67	0.00	191.67	100.0%			
		5080 · Travel - General	0.00	250.00	-250.00	0.0%			
		Total Labor & Benefits	166,383.11	317,250.00	-150,866.89	52.45%	At a solid point in fiscal year		
		Total NMS Expenses	0.00	20,000.00	-20,000.00	0.0%	No charges from VA Dantrolene Study yet		
		Products Fullfillment							
		6000 · Hospital Procedure Manual	788.08	0.00	788.08	100.0%			

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6002 · ASC Procedure Manual	1,474.00	0.00	1,474.00	100.0%	
6003 · O-B Manual	118.00	0.00	118.00	100.0%	
6004 · In Service	20.80	0.00	20.80	100.0%	
6005 · Mock Drill Kit	833.85	0.00	833.85	100.0%	
6030 · Order Fulfillment/Lit & Media	4,040.82	5,500.00	-1,459.18	73.47%	
6035 · Desktop Publishing & Design	100.00	0.00	100.00	100.0%	
Total 6040 · Order Shipment & Packaging Exp	852.46	16,500.00	-15,647.54	5.17%	
6047 · Non Delivery Expenses	90.50				
6048 · Damaged/Defective/Outdated Inv	3.26	0.00	3.26	100.0%	
Total 6810 · Transfer of Care Guideline	50.04	100.00	-49.96	50.04%	
Total 6820 · Total Emergent Transfer Plan OB	68.64	100.00	-31.36	68.64%	
Total Products Fullfillment	8,440.45	22,200.00	-13,759.55	38.02%	Overall below budget
Programs					
6006 · MH Prep Check					
Honorarium	0.00	1,000.00	-1,000.00	0.0%	
6006 · MH Prep Check - Other	0.00	1,000.00	-1,000.00	0.0%	
Total 6006 · MH Prep Check	0.00	2,000.00	-2,000.00	0.0%	
6010 · Newsletter, The Communicator	6,683.00	17,000.00	-10,317.00	39.31%	
6060 · Patient Liaison Committee	0.00	250.00	-250.00	0.0%	
6100 · Hotline	7,500.00	18,000.00	-10,500.00	41.67%	
6105 · Simulator Training	0.00	1,000.00	-1,000.00	0.0%	
6125 · Webinar	0.00	3,000.00	-3,000.00	0.0%	
6132 · RFP Project	3,640.00				
Total Programs	17,823.00	41,250.00	-23,427.00	43.21%	Overall below budget
6032 · Membership	-87.48	500.00	-587.48	-17.5%	
Total 6046 · Promotional Give-Aways	8.75	500.00	-491.25	1.75%	
Total 6200 · Medical Conferences	2,450.00	45,000.00	-42,550.00	5.44%	
66000 · Payroll Expenses	84.00	0.00	84.00	100.0%	
Total 6700 · Web Site--maintenance	12,325.96	12,000.00	325.96	102.72%	
6805 · Association Development	0.00	500.00	-500.00	0.0%	
Total 6900 · Registry	25,000.00	52,000.00	-27,000.00	48.08%	
Total Expense	279,395.76	602,300.00	-322,904.24	46.39%	Below anticipated budget

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Net Ordinary Income		64,378.95	-36,000.00	100,378.95	-178.83%
Total Other Income		296,308.21	0.00	296,308.21	100.0%
Net Income		360,687.16	-36,000.00	396,687.16	-1,001.91%

"-36K would have come from Investments

Mainly invest div/stock as of Mar 2021