

**Northwest Indian Housing Association**  
**Statement of Activities**  
 Twelve Months Ending December 31, 2021

	Actual	Budget	Total Over (Under) Budget	% of Budget
<b>REVENUES</b>				
<b>4100 Membership Dues</b>				
4110 Dues - Voting Members	\$ 33,750.00	\$ 35,500.00	\$ (1,750.00)	95.07%
4120 Dues - Associate Members	\$ 12,750.00	\$ 20,000.00	\$ (7,250.00)	63.75%
<b>Total 4100 Membership Dues</b>	<b>\$ 46,500.00</b>	<b>\$ 55,500.00</b>	<b>\$ (9,000.00)</b>	<b>83.78%</b>
<b>4200 Registration Fees</b>				
4210 Registration Fees - Meeting	\$ -	\$ 8,200.00	\$ (8,200.00)	0.00%
4220 Registration Fees - Banquet	\$ -	\$ 4,500.00	\$ (4,500.00)	0.00%
4240 Registration Fees - Exhibitor	\$ -	\$ 4,400.00	\$ (4,400.00)	0.00%
<b>Total 4200 Registration Fees</b>	<b>\$ -</b>	<b>\$ 17,100.00</b>	<b>\$ (17,100.00)</b>	<b>0.00%</b>
<b>4300 Donations - General Purpose</b>	\$ 500.00	\$ 5,000.00	\$ (4,500.00)	10.00%
<b>Total Revenues</b>	<b>\$ 47,000.00</b>	<b>\$ 77,600.00</b>	<b>\$ (30,600.00)</b>	<b>60.57%</b>
<b>Gross Profit</b>	<b>\$ 47,000.00</b>	<b>\$ 77,600.00</b>	<b>\$ (30,600.00)</b>	<b>60.57%</b>
<b>EXPENSES</b>				
<b>6200 Quarterly Meeting Expenses</b>			\$ -	
6210 Business Meeting	\$ -	\$ 5,630.00	\$ (5,630.00)	0.00%
6220 Banquet	\$ -	\$ 8,400.00	\$ (8,400.00)	0.00%
6240 Exhibitors	\$ -	\$ 3,400.00	\$ (3,400.00)	0.00%
<b>Total 6200 Quarterly Meeting Expenses</b>	<b>\$ -</b>	<b>\$ 17,430.00</b>	<b>\$ (17,430.00)</b>	<b>0.00%</b>
<b>6300 Executive Director Compensation</b>			\$ -	
6310 Contract Payments	\$ 38,200.00	\$ 38,200.00	\$ -	100.00%
6320 Incentive Payments	\$ 1,075.00	\$ 2,000.00	\$ (925.00)	53.75%
<b>Total 6300 Executive Director Compensation</b>	<b>\$ 39,275.00</b>	<b>\$ 40,200.00</b>	<b>\$ (925.00)</b>	<b>97.70%</b>
<b>6330 Executive Director Travel</b>	\$ 767.00	\$ 3,600.00	\$ (2,833.00)	21.31%
<b>6400 Administrative Expenses</b>			\$ -	
6401 Accounting and Other Software	\$ 964.11	\$ 1,300.00	\$ (335.89)	74.16%
6404 Bank Charge	\$ 646.99	\$ 1,000.00	\$ (353.01)	64.70%
6406 Insurance	\$ 1,008.00	\$ 1,010.00	\$ (2.00)	99.80%
6409 Office Expense	\$ 224.57	\$ 350.00	\$ (125.43)	64.16%
6411 Printing and Reproduction	\$ -	\$ 2,250.00	\$ (2,250.00)	0.00%
6412 Professional Fees	\$ 10,047.75	\$ 17,200.00	\$ (7,152.25)	58.42%
6413 Website Services	\$ 7,235.16	\$ 5,225.00	\$ 2,010.16	138.47%
<b>Total 6400 Administrative Expenses</b>	<b>\$ 20,126.58</b>	<b>\$ 28,335.00</b>	<b>\$ (8,208.42)</b>	<b>71.03%</b>
<b>6510 NAIHC Convention Support</b>	\$ 3,000.00	\$ 3,000.00	\$ -	100.00%
<b>6520 Safety Poster Awards</b>	\$ 425.00	\$ 675.00	\$ (250.00)	62.96%
<b>Total Expenses</b>	<b>\$ 63,593.58</b>	<b>\$ 93,240.00</b>	<b>\$ (29,646.42)</b>	<b>68.20%</b>
<b>NET SURPLUS (DEFICIT)</b>	<b>\$ (16,593.58)</b>	<b>\$ (15,640.00)</b>	<b>\$ (953.58)</b>	<b>106.10%</b>

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	Actual	Budget	Total Over (Under) Budget	% of Budget
<b>Other Income</b>				
<b>4900 Donations - Youth Scholarships</b>	\$ 5,052.73	\$ 15,000.00	\$ (9,947.27)	33.68%
<b>Total Other Income</b>	<b>\$ 5,052.73</b>	<b>\$ 15,000.00</b>	<b>\$ (9,947.27)</b>	<b>33.68%</b>
<b>Other Expenses</b>				
<b>6900 Awards - Youth Scholarships</b>	\$ 12,000.00	\$ 24,000.00	\$ (12,000.00)	50.00%
<b>Total Other Expenses</b>	<b>\$ 12,000.00</b>	<b>\$ 24,000.00</b>	<b>\$ (12,000.00)</b>	<b>50.00%</b>
<b>Net Other Income</b>	<b>\$ (6,947.27)</b>	<b>\$ (9,000.00)</b>	<b>\$ 2,052.73</b>	<b>77.19%</b>
<b>SURPLUS (DEFICIT)</b>	<b>\$ (23,540.85)</b>	<b>\$ (24,640.00)</b>	<b>\$ 1,099.15</b>	<b>95.54%</b>

**Note**

The primary factor affecting operations in 2021 was the COVID pandemic and the inability to hold any of the planned conferences. This, coupled with the loss of several Associate Members for the same reason, resulted in a 39% shortfall in revenues. However, not having meetings also meant there were no costs associated with them, meaning total expenditures were 32% less than budgeted, resulting in a net operating deficit of \$16,594, 6% less than anticipated. All of the expense categories with the exception of Website Services were under budget which also contributed to the smaller deficit than what was budgeted. Finally, again due to not having a Scholarship Auction and the general business downturn, Scholarship Donations were well under what was budgeted, which was offset by having Awards also being less than budgeted. resulting in a Net Deficit of \$23,541, compared to a budgeted deficit of \$24,640.