



Ontario Association of Home Inspectors
Profit & Loss Budget vs. Actual
January through September 2005

| | <u>Jan - Sep 05</u> | <u>Budget</u> |
|-----------------------------------|---------------------|-------------------|
| Ordinary Income/Expense | | |
| Income | | |
| Board of Examiners Revenue | | |
| 1700 - CD-ROM Sales | 2,250.00 | 3,500.00 |
| 1705 - Report Verification | 3,622.00 | 2,000.00 |
| 1710 - Challenge Exams | 1,125.00 | |
| 1715 - Other Income | 90.00 | |
| 1750 - Defect Recognition Course | 59,746.00 | 77,700.00 |
| 1760 - Part 9 Health & Safety | 18,763.00 | 31,500.00 |
| 1770 - Part 9 Building Envelope | 19,331.00 | 31,500.00 |
| Total Board of Examiners Revenue | <u>104,927.00</u> | <u>146,200.00</u> |
| CAHI/CAHPI Revenue | | |
| 1500 - CAHI Exams | <u>950.00</u> | |
| Total CAHI/CAHPI Revenue | <u>950.00</u> | |
| Courses Revenue | | |
| 1853 - OBC Course | 0.00 | 8,000.00 |
| 1854 - OBC Course Plumbing | <u>0.00</u> | <u>8,000.00</u> |
| Total Courses Revenue | <u>0.00</u> | <u>16,000.00</u> |
| Education Programs Revenue | | |
| 1800 - National Conference | 0.00 | 10,000.00 |
| 1805 - Other/Misc Income | 151.00 | 7,400.00 |
| 1875 - Winter Workshop | <u>24,556.72</u> | <u>15,000.00</u> |
| Total Education Programs Revenue | <u>24,707.72</u> | <u>32,400.00</u> |
| Membership Services Revenue | | |
| 1400 - Membership Services | <u>0.00</u> | <u>500.00</u> |
| Total Membership Services Revenue | <u>0.00</u> | |
| Other Income | | |
| 1250 - Advertising | 4,380.00 | |
| 1200 - Interest Earned | 274.57 | 2,000.00 |
| 1220 - Misc. Income | 1,159.22 | 1,000.00 |
| 1230 - ASHI Council of Reprsnts | 244.60 | <u>400.00</u> |
| 1240 - Benevolent Fund | <u>1,381.30</u> | |
| Total Other Income | <u>7,439.69</u> | <u>3,400.00</u> |
| Professional Dues and Fees | | |
| 1100 - Members Dues | 186,895.57 | 197,250.00 |
| 1110 - Designation | 10,000.00 | 5,000.00 |
| 1120 - Info Packages | <u>17,451.17</u> | <u>14,000.00</u> |
| Total Professional Dues and Fees | <u>214,346.74</u> | <u>216,250.00</u> |
| Public Relations Revenue | | |
| 1600 - Internet Listings | 3,230.81 | 2,700.00 |
| 1620 - OAHI swag/merchandising | <u>777.57</u> | <u>100.00</u> |
| Total Public Relations Revenue | <u>4,008.38</u> | <u>2,800.00</u> |
| Total Income | <u>356,379.53</u> | <u>417,550.00</u> |



Ontario Association of Home Inspectors
Profit & Loss Budget vs. Actual
January through September 2005

| | <u>Jan - Sep 05</u> | <u>Budget</u> |
|----------------------------------|---------------------|-------------------|
| Expense | | |
| Board of Examiners | | |
| 2700 - Examiners Committee Admin | 1,424.02 | 1,500.00 |
| 2705 - Course&Standards Develop | 275.60 | 5,000.00 |
| 2710 - CD-ROM costs | 1,148.71 | 1,500.00 |
| 2715 - Report Verification | 1,951.43 | 1,700.00 |
| 2720 - Challenge exams | 223.30 | |
| 2725 - Other expenses | 1,522.31 | 300.00 |
| 2750 - Defect Recognition Course | 49,989.49 | 77,080.00 |
| 2760 - Part 9 Health & Safety | 7,263.68 | 24,420.00 |
| 2770 - Part 9 Building Envelope | <u>6,846.73</u> | <u>24,920.00</u> |
| Total Board of Examiners | <u>70,645.27</u> | <u>136,420.00</u> |
| CAHI/CAHPI | | |
| 2500 - CAHI Dues | 0.00 | 44,250.00 |
| 2510 - CAHI Exams | 3,425.02 | |
| 2520 - CAHPI Dues | <u>52,350.00</u> | <u>0.00</u> |
| Total CAHI/CAHPI | <u>55,775.02</u> | <u>44,250.00</u> |
| Courses | | |
| 2853 - OBC Course | 0.00 | 6,400.00 |
| 2854 - OBC Plumbing | 0.00 | 5,800.00 |
| 2855 - OBC | 0.00 | 5,000.00 |
| 2875 - Winter Workshop | <u>16,400.29</u> | <u>8,000.00</u> |
| Total Courses | <u>16,400.29</u> | <u>25,200.00</u> |
| Education Programs | | |
| 2800 - Education Committee Admin | 1,008.16 | 3,000.00 |
| 2810 - Ntnl Conference advances | <u>0.00</u> | <u>10,000.00</u> |
| Total Education Programs | <u>1,008.16</u> | <u>13,000.00</u> |
| General Operations | | |
| 2100 - Insurance | 1,165.36 | 2,500.00 |
| 2110 - Accounting | 2,000.00 | 8,000.00 |
| 2115 - Legal | 2,643.61 | 20,000.00 |
| 2125 - Administration & Support | 56,928.85 | 65,000.00 |
| 2130 - Executive Assistant | 30.00 | 40,000.00 |
| 2133 - Exec.Brd. Secretary | 0.00 | 3,000.00 |
| 2135 - Office Rental | 7,981.32 | 7,300.00 |
| 2140 - Telephone | 3,313.72 | 9,000.00 |
| 2145 - Printing | 18,328.64 | 10,000.00 |
| 2150 - Postage | 6,391.69 | 5,500.00 |
| 2155 - Office Supplies | 2,907.91 | 3,000.00 |
| 2160 - Bank Charges | 1,216.02 | 500.00 |
| 2165 - Credit Cards Discounts | 7,594.07 | 6,000.00 |
| 2170 - Gifts | 2,066.61 | 2,500.00 |
| 2175 - Other / Misc | 742.81 | |
| 2180 - Equipment purchased | 7,056.28 | 6,500.00 |
| 2185 - Benevolent fund | <u>0.00</u> | <u>765.00</u> |
| Total General Operations | <u>120,366.89</u> | <u>189,565.00</u> |



**Ontario Association of Home Inspectors
Profit & Loss Budget vs. Actual
January through September 2005**

| | <u>Jan - Sep 05</u> | <u>Budget</u> |
|---|---------------------|--------------------|
| Governance | | |
| 2300 - Directors Meeting | 7,879.58 | 10,000.00 |
| 2310 - Directors Travel & Phone | 13,642.26 | 10,000.00 |
| 2320 - ASHI Core Rep | 0.00 | 3,000.00 |
| 2330 - Technical Review | 0.00 | 1,000.00 |
| 2340 - Executive Asstnt Search | 45.00 | |
| 2350 - Finance Committee | 0.00 | 500.00 |
| 2355 - Appeals Committee | 0.00 | 2,000.00 |
| 2360 - Insurance Committee | 0.00 | 1,000.00 |
| 2365 - Discipline Committee | 1,317.19 | 8,000.00 |
| 2375 - Registrar | 6,367.92 | 5,000.00 |
| 2380 - Special projects | 4,450.68 | 24,000.00 |
| 2385 - Knowledge Cafe Monitor | 1,600.00 | 10,000.00 |
| 2390- Ombudsman | 0.00 | 2,000.00 |
| Total Governance | <u>35,302.63</u> | <u>76,500.00</u> |
| Member Services | | |
| 2400 - Member Services | 0.00 | 500.00 |
| 2410 - Golf Tournament | 1,963.20 | 1,600.00 |
| Total Member Services | <u>1,963.20</u> | <u>2,100.00</u> |
| Public Relations | | |
| 2600 - PR Committee Admin | 948.49 | 2,000.00 |
| 2605 - Internet | 6,398.49 | 6,800.00 |
| 2610 - Advertising | 16,755.78 | 42,250.00 |
| 2615 - Postage & Shipping | 0.00 | 700.00 |
| 2620 - Directory/Email bulletin | 0.00 | 1,500.00 |
| 2625 - Trade Shows | 3,742.28 | 15,400.00 |
| 2630 - Brochures | 2,875.00 | 4,000.00 |
| 2635 - OREA Course offerings | 0.00 | 500.00 |
| 2640 - Merchandising | 0.00 | 1,200.00 |
| 2645 - Sponsorship | 5,500.00 | |
| 2650 - Travel / Admin | 591.85 | 4,000.00 |
| 2655 - Press Releases | 0.00 | 1,000.00 |
| 2660 - Government Relations | 421.45 | 2,000.00 |
| Total Public Relations | <u>37,233.34</u> | <u>81,350.00</u> |
| Regional Meeting Groups | | |
| 2203- Toronto East Grp Meetings | 0.00 | 1,500.00 |
| 2200 - Toronto West Grp Meeting | 1,179.18 | 1,500.00 |
| 2210 - Kingston Meeting Group | 1,240.68 | 2,020.00 |
| 2220 - Ottawa Group Meeting | 4,001.00 | 3,000.00 |
| 2230 - SW Ontario Group Meeting | 0.00 | 1,000.00 |
| 2240 - North Central Meeting | 316.00 | 1,000.00 |
| Total Regional Meeting Groups | <u>6,736.86</u> | <u>10,020.00</u> |
| Total Expense | <u>345,431.66</u> | <u>578,405.00</u> |
| Net Ordinary Income | <u>10,947.87</u> | <u>-160,855.00</u> |
| Other Income/Expense | | |
| Other Income | | |
| NAT'L CONFERENCE REGISTRATIONS | | |
| 7000- Reg - early member | 84,692.80 | |
| 7025 - Reg. early non-member | 2,226.20 | |
| 7030 - Reg. - Saturday only | 4,025.00 | |
| 7040 - Reg. - Sunday only | 675.00 | |
| 7060 - Reg. - spouses | 1,350.00 | |
| Total NAT'L CONFERENCE REGISTRATIONS | <u>92,969.00</u> | |



Ontario Association of Home Inspectors
Profit & Loss Budget vs. Actual
January through September 2005

| | <u>Jan - Sep 05</u> | <u>Budget</u> |
|---------------------------------|---------------------|--------------------|
| OTHER CONFERENCE REVENUES | | |
| 7130 - Special tours | 5,498.00 | |
| 7140 - Exhibits | 10,715.59 | |
| 7150 - Sponsorships | 15,700.94 | |
| 7160 - Misc sales | 9.87 | |
| Total OTHER CONFERENCE REVENUES | <u>31,924.40</u> | |
| Total Other Income | <u>124,893.40</u> | |
| Other Expense | | |
| CONF. BUSINESS EXPENSES | | |
| 9025 - Office supplies | 11.88 | |
| 9020 - Photocopy | 139.32 | |
| 9050 - Hotel costs | 330.00 | |
| Total CONF. BUSINESS EXPENSES | <u>481.20</u> | |
| MANAGEMENT FEES | | |
| 9090 - Secretary | 1,183.70 | |
| 9095 - Organizing committee | 1,341.89 | |
| Total MANAGEMENT FEES | <u>2,525.59</u> | |
| ON-SITE EXPENSES | | |
| 9120 - Staff accommodation | 779.41 | |
| Total ON-SITE EXPENSES | <u>779.41</u> | |
| PRINT & PROMOTIONS | | |
| 9192 - Exhibitor Packages | 76.80 | |
| 9167 - Post Card 1 | 309.80 | |
| 9150 - Postage & courier | 818.64 | |
| 9170 - Program broch.& reg.form | 831.60 | |
| 9175 - Media Advertising | 264.50 | |
| 9190 - Signs & banners | 2,846.04 | |
| Total PRINT & PROMOTIONS | <u>5,147.38</u> | |
| WORKSHOP SPEAKERS | | |
| 9210 - workshop speakers | -100.00 | |
| 9220 - speaker gifts | 27.22 | |
| Total WORKSHOP SPEAKERS | <u>-72.78</u> | |
| OTHER EXPENSES | | |
| 9300 - Special tour costs | 1,500.00 | |
| 9340 - Food & beverage | 124.78 | |
| 9350 - Miscellaneous | 639.50 | |
| 9345 - Travel | 480.26 | |
| Total OTHER EXPENSES | <u>2,744.54</u> | |
| Total Other Expense | <u>11,605.34</u> | |
| Net Other Income | <u>113,288.06</u> | |
| Net Income | <u>124,235.93</u> | <u>-160,855.00</u> |