	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
1		**2008 Form 990 Summary Reports**	FY08 NE	FY08 MA	FY08 SE	FY08 MS	FY08 MW	FY08 NC	FY08 SC	FY08 AZ	FY08 RM	FY08 NW	FY08 OR	FY08 Pacific	FY08 Yr-End Actual HPBA Canada	Totals	Median	Average
2																		
3	**Revenues**																	
4		Total Membership Revenue	183,557	50,380	68,742	43,367	48,090	56,270	35,109	13,731	37,122	40,893	23,441	53,050	73,961	727,712	48,090	55,978
5																		
6		Total Misc Membership Rev.	6,972	356	7,668	4,348	24,069	2,234	1,489	522	1,893	986	11,379	52,243	5,111	119,270	4,348	9,175
7																		
8		Total Meeting Revenue	32,897	40,951	2,109	0	6,472	31,353	10,480	7,400	1,868	53,656	6,720	5,675	9,131	208,712	7,400	16,055
9																		
10		Total HPBA Income	71,896	50,651	66,683	40,418	42,418	41,698	35,424	11,969	30,376	33,291	14,518	58,983	84,954	583,278	41,698	44,868
11																		
12		Total Education Income	67,335	37,050	6,176	195	2,831	439	8,460	0	13,050	0	0	7,716	17,199	160,451	6,176	12,342
13																		
14		Total Other Income	8,181	338	0	7,180	0	1,140	944	0	1,893	0	900	103,100	31,476	155,152	944	11,935
15																		
16																		
17		**Total Operations Revenues**	**370,837**	**179,725**	**151,378**	**95,508**	**123,880**	**133,134**	**91,905**	**33,622**	**86,202**	**128,826**	**56,957**	**280,767**	**221,832**	**1,954,574**	**128,826**	**150,352**
18																		
19	**Expenses**																	
20		Total Administrative Expense	98,244	60,115	33,672	58,501	54,196	34,053	36,583	13,277	34,671	53,345	23,649	74,477	126,035	700,818	53,345	53,909
21																		
22		Total Communications Expense	23,622	7,912	8,762	3,872	3,492	9,517	383	0	3,397	1,322	6,850	4,623	6,824	80,574	4,623	6,198
23																		
24		Total EXPO Meeting Expense	18,797	11,737	23,036	2,962	8,241	0	6,600	2,158	5,505	0	0	5,952	22,685	107,672	5,952	8,282
25																		
26		Total Annual Meeting Expense	23,296	32,777	30,278	0	15,446	45,226	15,420	19,317	2,000	31,980	628	54,888	187	271,443	19,317	20,880
27																		
28		Total Board Meeting Expense	11,729	10,789	10,571	2,621	1,517	7,452	0	212	1,964	3,078	1,260	8,188	3,714	63,094	3,078	4,853
29																		
30		Total Education Expense	67,401	35,561	12,626	7,396	3,727	5,240	8,145	0	11,482	0	988	122	20,510	173,197	7,396	13,323
31																		
32		Total Government Relations Exp.	11,885	410	3,684	0	0	7,671	0	0	0	42,040	8,924	113,690	28,995	217,299	3,684	16,715
33																		
34		Total Membership Cmte. Exp.	39,820	22,347	16,808	13,306	13,074	15,111	8,828	2,852	12,961	9,465	4,837	26,169	70,639	256,217	13,306	19,709
35																		
36																		
37		**Total Operating Expenses**	**294,793**	**181,648**	**139,437**	**88,657**	**99,693**	**124,270**	**75,959**	**37,816**	**71,979**	**141,230**	**47,136**	**288,111**	**279,588**	**1,870,315**	**124,270**	**143,870**
38																		
39																		
40		**Net Income**	**76,045**	**(1,923)**	**11,941**	**6,851**	**24,187**	**8,864**	**15,946**	**(4,194)**	**14,223**	**(12,404)**	**9,822**	**(7,343)**	**(57,756)**	**84,259**	**8,864**	**6,481**
41																		
42		**Reserves**	**285,477**	**65,418**	**342,573**	**37,759**	**107,031**	**100,544**	**57,399**	**38,144**	**154,209**	**86,578**	**45,880**	**115,848**	**177,876**	**1,614,736**	**100,544**	**124,210**
43		**Reserve % of total expenses**	**97%**	**36%**	**246%**	**43%**	**107%**	**81%**	**76%**	**101%**	**214%**	**61%**	**97%**	**40%**	**64%**	**86%**		

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
44																		
45		**FY 2008 Income and Expense form 990 as a Percentage of Income**	FY08 NE	FY08 MA	FY08 SE	FY08 MS	FY08 MW	FY08 NC	FY08 SC	FY08 AZ	FY08 RM	FY08 NW	FY08 OR	FY08 Pacific	FY08 HPBA Canada	Totals	Median	Average
46																		
47																		
48	**Revenues**																	
49		Total Membership Revenue	49%	28%	45%	45%	39%	42%	38%	41%	43%	32%	41%	19%	33%	37%	41%	38%
50																		
51		Total Misc Membership Revenue	2%	0%	5%	5%	19%	2%	2%	2%	2%	1%	20%	19%	2%	6%	2%	6%
52																		
53		Total Meeting Revenue	9%	23%	1%	0%	5%	24%	11%	22%	2%	42%	12%	2%	4%	11%	9%	12%
54																		
55		Total HPBA Income	19%	28%	44%	42%	34%	31%	39%	36%	35%	26%	25%	21%	38%	30%	34%	32%
56																		
57		Total Education Income	18%	21%	4%	0%	2%	0%	9%	0%	15%	0%	0%	3%	8%	8%	3%	6%
58																		
59		Total Other Income	2%	0%	0%	8%	0%	1%	1%	0%	2%	0%	2%	37%	14%	8%	1%	5%
60																		
61		**Total Operations Revenues**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**		
62																		
63	**Expenses**																	
64		Total Administrative Expense	26%	33%	22%	61%	44%	26%	40%	39%	40%	41%	42%	27%	57%	36%	40%	38%
65																		
66		Total Communications Expense	6%	4%	6%	4%	3%	7%	0%	0%	4%	1%	12%	2%	3%	4%	4%	4%
67																		
68		Total EXPO Meeting Expense	5%	7%	15%	3%	7%	0%	7%	6%	6%	0%	0%	2%	10%	6%	6%	5%
69																		
70		Total Annual Meeting Expense	6%	18%	20%	0%	12%	34%	17%	57%	2%	25%	1%	20%	0%	14%	17%	16%
71																		
72		Total Board Meeting Expense	3%	6%	7%	3%	1%	6%	0%	1%	2%	2%	2%	3%	2%	3%	2%	3%
73																		
74		Total Education Expense	18%	20%	8%	8%	3%	4%	9%	0%	13%	0%	2%	0%	9%	9%	8%	7%
75																		
76		Total Government Relations Expense	3%	0%	2%	0%	0%	6%	0%	0%	0%	33%	16%	40%	13%	11%	2%	9%
77																		
78		Total Membership Cmte. Expense	11%	12%	11%	14%	11%	11%	10%	8%	15%	7%	8%	9%	32%	13%	11%	12%
79																		
80																		
81		**Total Operating Expenses**	**79%**	**101%**	**92%**	**93%**	**80%**	**93%**	**83%**	**112%**	**84%**	**110%**	**83%**	**103%**	**126%**	**96%**	**93%**	**95%**