

**Minutes**  
**NAHMA Budget and Finance Committee**  
**The Fairmont Washington, Washington, DC**  
**October 26, 2022, 4:30 – 5:00pm**

The meeting was called to order by Noel Gill, Acting Treasurer.

**Review of September 2022 financials and dashboard.** Current revenue down by \$68,023 and expenses over by \$2,096 with a YTD loss of \$70,119, primarily due to a significant decline in advertising and sponsorship revenue, as well as challenges in membership renewals (other than for Executive 1, NAHMA's primary membership category, which is on budget). Remaining revenue events to be conducted through the end of the year include calendar sales, SHCM renewals and COQ renewals. Discussion was made that SmithBucklin has been terminated due to performance and Naylor has just started as the new ad/sponsorship sales company. Kris Cook stated this has been an extremely challenging year. There is a lagging impact from the pandemic. In addition, AHMAs are conducting less classes, therefore Certified Professional of Occupancy course revenue is down as well.

**FY 2023 NAHMA Budget** approved by Committee via email in September 2022

No new or old business. Meeting Adjourned 5:00pm

Minutes submitted by Melissa Fish-Crane, Acting Secretary