

		Year-Ended	Year-Ended	Year-Ended	Year-Ended	YTD	Proposed Budget			
	Acct #	30-Jun-18	30-Jun-19	30-Jun-20	30-Jun-21	30-Jun-22	2022/2023	Notes		
Legal Opinion: Bylaw Review	6350.000	-	-	-	-	-	-	\$10k estimate		
Legislative /Council	6360.000	1,935.61	2,268.13	2,367.95	1,706.00	4,099.00	4,000.00	Bill Review		
Legis. Advocate - Fees	6365.000	156,000.00	156,000.00	156,000.00	156,000.00	156,000.00	156,000.00			
Legis. Advocate - Expenses	6370.000	4,636.78	2,142.46	1,207.94	431.20	529.46	3,000.00	Leg council requests \$2,500 added to budget to send Faith to Cap Con 2023		
Medicare Summit Expenses	6390.000	1,118.72	616.86	-	-	-	-			
Medicare Task Force Chair	6392.000	-	-	-	-	-	-			
Management Fees - CAMS	6400.000	183,120.00	183,120.00	183,120.00	183,120.00	188,613.60	188,613.00			
Management Travel (CAMS)	6405.000	4,706.51	6,489.05	3,525.66	-	1,357.77	1,500.00			
Membership - General Exp	6406.000	123.00	-	-	-	-	-			
Membership Marketing - Supplies, Printing	6445.000	-	-	-	50.00	300.00	-			
NAHU Annual Convention	6455.000	19,883.27	7,578.17	495.00	683.10	-	10,000.00	Designated board members attend in person at \$2k cap (NOLA)		
NAHU Cap Conference	6460.000	18,672.89	3,500.00	6,000.00	1,592.00	7,199.22	6,000.00	Designated board members attend in person at \$2k cap		
NAHU Cap Conference- Vanguard	6463.000	1,200.00	11,847.99	-	-	-	-			
NAHU Region 8	6462.000	1,132.05	2,626.98	404.22	-	-	-			
Newsletter Printing	6480.000	-	-	-	-	-	-			
No on SB562/PR Newswire Plus	6482.000	-	-	-	-	-	-			
No On Single Payer Project	6484.000	-	-	-	-	-	-			
Office Supplies/Expense	6485.000	3,642.85	3,367.93	2,013.75	3,198.83	2,332.03	1,000.00	Discontinuing "Statement" Newsletter in current format		
Podcast Editing	6490.000	-	-	161.00	-	231.25	-			
Postage - Admin	6495.000	1,244.23	944.04	715.11	1,310.22	920.95	900.00			
Printing - Admin	6500.000	318.96	41.60	5.20	1.10	30.20	100.00			
Public Affairs/Relations	6505.000	645.67	-	-	-	4,420.00	5,000.00	Newswires, etc.		
Public Affairs Contractor	6507.000	6,000.00	850.00	-	-	17,657.50	60,000.00	Westbound Communications		
Telephone/Fax/Internet	6520.000	1,036.48	1,126.78	1,191.77	1,365.45	1,295.45	1,100.00			
Website	6525.000	2,688.13	2,752.10	4,055.72	9,239.98	5,399.95	7,500.00			
Webinar Expenses	6526.000	-	319.74	-	149.80	-	-			
Prior Year Expenses	6530.000	-	(2,243.96)	-	1,800.00	-	-			
Statewide Leadership AHU Split	6950.000	-	-	-	1,400.00	-	-			
Income Tax Exp	7100.000	-	10.00	25.00	10.00	(10.00)	-			
TOTAL Expenses		526,666.05	457,249.89	392,358.55	388,888.76	422,521.78	486,828.00			
NET PROFIT		(187,056.45)	(72,686.00)	(16,669.55)	(52,163.09)	(54,056.09)	(108,664.52)			
		Stephanie B	Dave Fear Jr.	Bruce B	Maggie S		Sue W.L.			
Statewide Leadership Conference (SLC) - NEW for 7/2023		HCS - Pechanga	HCS - San Diego	HCS - Costa Me	HCS - Virtual	N/A				
Income										
SLC Registration	4210.001	17,046.00	23,065.00	20,659.60	11,214.00	-	5,743.00	\$169 registration estimated only 33 paid registrations (discounted chapter price)		
SLC Vendors - Exhibitors	4220.001	26,000.00	33,950.00	25,500.00	3,696.00	-	1,500.00	Goal: \$8,000 to break even		
SLC Event Sponsors	4230.001	81,687.52	46,687.50	52,875.00	29,608.50	-	-	Goal: \$8,000 to break even		
SLC Annual Sponsors/ 45% Split	4250.001	-	1,344.00	-	-	-	24,500.00	Estimated Annual Sponsors Revenue 70,000 @ 45% split - 5% to Vanguard		
SLC - NAHU Certification Sponsorship	4265.001	-	-	-	-	-	-			
TOTAL Income		124,733.52	105,046.50	99,034.60	44,518.50	-	31,743.00			
Expenses										
SLC A/V	6540.001	2,631.40	21,598.39	26,978.73	8,796.82	-	10,000.00	Increased, zooming in one speaker, plus breakout room and starview av		
SLC - Room Rental	6547.001	-	3,725.05	-	-	-	3,150.00	Added Breakout room, plus starview fees		
SLC - Decorations	6550.001	-	-	256.50	-	-	-			
SLC Door Prize	6552.001	-	1,350.20	505.95	755.34	-	-			
SLC Entertainment Expense	6553.000	-	-	300.00	-	-	300.00	Cornhole Contest		
SLC Food & Beverage	6555.001	32,871.97	52,881.34	33,690.09	-	-	30,000.00	Sheraton Universal F&B Minimum \$20k plus service charge & taxes		
SLC Partner Fee	6559.001	-	1,536.00	510.50	-	-	-			
SLC - Other/ Pipe & Drape	6560.001	464.85	-	879.00	-	-	400.00	Table Drape		
SLC - Photography	6565.001	1,500.00	-	-	-	-	-			
SLC Postage & Shipping	6570.001	641.56	1,110.89	801.27	-	-	1,000.00			
SLC Printing	6580.001	2,453.82	2,234.98	1,865.43	-	-	200.00			
SLC Security	6585.001	-	773.36	1,470.00	-	-	-			
SLC Speakers	6590.001	5,395.97	16,753.71	12,197.54	6,245.00	-	10,000.00			
SLC Supplies	6600.001	534.56	279.98	599.98	100.00	-	1,460.00	Speaker's book purchase in lieu of fee (\$960)		
SLC Vendors	6610.001	-	3,738.00	3,675.00	-	-	-			
SLC Signs	6615.001	-	-	6,637.65	-	-	1,000.00			

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	Acct #	30-Jun-18	30-Jun-19	30-Jun-20	30-Jun-21	30-Jun-22	2022/2023	Notes			
TOTAL Expenses		46,494.13	105,981.90	90,367.64	15,897.16	-	57,510.00				
NET PROFIT		78,239.39	(935.40)	8,666.96	28,621.34	-	(25,767.00)				
Capitol Summit - 5/2023											
Income											
Capitol Summit Registration	4300.002	16,045.00	18,670.00	-	5,945.00	15,662.00	18,900.00	Paid Registration Goal 100 @\$189			
Capitol Summit Programs Ads	4310.002	-	-	-	500.00	-	1,000.00				
Capitol Summit Annual Sponsorships (45% s	4320.002	61,937.52	54,262.50	-	62,937.50	49,725.00	24,500.00	Estimated Annual Sponsors Revenue 70,000 @ 45% split - 5% to Vanguard			
Capitol Summit Event Sponsors & Exhibitor	4325.002	4,475.00	4,100.00	-	-	1,248.40	25,000.00	Stretch Goal			
TOTAL Income		82,457.52	77,032.50	-	69,382.50	66,635.40	69,400.00				
Expenses											
Capitol Summit - A/V	6660.002	3,297.50	3,234.87	-	-	9,668.82	7,000.00	2022 a/v added a virtual option which cost us \$2,500; we had only 7 virtual participants			
Capitol Summit - Food & Beverage	6670.002	18,867.00	20,933.01	-	-	18,449.42	30,000.00				
Capitol Summit - Gratuities	6655.002	-	-	-	-	-	-				
Capitol Summit - Online Regist Fees	6685.002	-	-	-	170.82	-	-				
Capitol Summit - Legis Packets	6680.002	-	-	-	-	412.53	500.00				
Capitol Summit - Pstg/Ship	6670.002	-	16.00	-	-	-	-				
Capitol Summit - Printing	6695.002	2,196.11	2,476.84	-	-	1,148.91	1,000.00	Program/Talking Point Folders for legislators			
Capitol Summit - Room Rental	6700.002	-	1,141.88	-	-	1,794.38	1,900.00				
Capitol Summit - Partner Fee	6686.002	-	-	-	19.56	572.03	-				
Capitol Summit - Speakers	6710.002	4,084.37	-	-	3,090.00	3,317.80	3,000.00				
Capitol Summit - Sponsor/Promo Items	6686.002	-	-	-	-	-	-				
Capitol Summit - Supplies	6720.002	431.57	772.40	-	839.65	575.59	500.00				
Capitol Summit - Signage & Decorations	6730.002	-	-	-	-	461.10	500.00				
Capitol Summit - Transportation	6735.002	949.52	-	-	-	-	-				
Capitol Summit - Travel/Meals	6710.002	259.00	-	-	-	-	-				
TOTAL Expenses		30,085.07	28,575.00	-	4,120.03	36,400.58	44,400.00				
NET PROFIT		52,372.45	48,457.50	-	65,262.47	30,234.82	25,000.00				
WLS - Not a sponsored event in 2023											
Income											
WLS Registration	4360.004	-	28,925.00	-	572.50	30,250.60	-				
WLS Sponsor Partners	4380.004	-	9,600.00	-	-	46,100.00	-				
WLS Annual Sponsor Split	4385.004	-	175.00	-	-	29,925.00	-				
WLS MARS Squad	4390.004	-	8,000.00	-	-	8,250.00	-				
WLS Shirts	4410.004	-	600.00	-	-	1,325.00	-				
WLS Ladies Night Out	4430.004	-	-	-	-	4,250.00	-				
TOTAL Income		-	46,700.00	-	572.50	120,100.60	-				
Expenses											
WLS - Audio/Visual	6780.004	-	-	-	-	7,418.71	-				
WLS - Decorations	6790.004	-	520.00	-	-	4,994.66	-				
WLS - Eventzilla fees (est)	6800.004	-	200.97	-	-	735.79	-				
WLS - Food & Beverage	6810.004	-	35,170.00	-	-	37,674.50	-				
WLS - Giveaways	6820.004	-	3,060.87	-	-	3,133.46	-				
WLS - Ladies Night Out	6830.004	-	-	-	-	8,959.17	-				
WLS - Postage/Shipping	6840.004	-	1,087.45	-	-	2,411.56	-				
WLS - Printing	6850.004	-	107.32	-	-	2,047.36	-				
WLS - Signs	6860.004	-	-	-	-	-	-				
WLS - Speakers Fees/Expenses	6870.004	-	-	-	-	1,526.20	-				
WLS - Travel/Staff Rooms	6875.004	-	297.22	-	-	3,648.68	-				
WLS - Summit Shirts	6880.004	-	-	-	-	1,032.00	-				
WLS - Supplies	6890.004	-	3,883.98	-	-	2,633.19	-				
WLS - 2023 wag	6900.004	-	-	-	-	636.62	-				

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	<u>Acct #</u>	<u>30-Jun-18</u>	<u>30-Jun-19</u>	<u>30-Jun-20</u>	<u>30-Jun-21</u>	<u>30-Jun-22</u>	<u>2022/2023</u>		<u>Notes</u>	
TOTAL Expenses		-	44,327.81	-	-	76,851.90	-			
NET PROFIT		-	2,372.19	-	572.50	43,248.70	-			
Vanguard										
Vanguard Event - Reg (SLC)	4350.00	6,188.00	2,150.00	1,465.00	-		3,500.00		5% annual sponsor revenue split	
Vanguard Event - Sponsor (SLC)	4360.00	2,000.00	4,312.51	4,750.00	2,937.50				WLS Sponsor revenue in 2021	
Vanguard Event - Reg (Cap Sum)	4330.00	2,912.00	240.00	-	-	595.00				
Vanguard Event - Sponsor (Cap Sum)	4340.00	-	4,837.51	-	8,187.50	8,925.00	3,500.00		CapSum Sponsor revenue in 2022	
Total Income		11,100.00	11,540.02	6,215.00	11,125.00	9,520.00	7,000.00			
Expenses										
Vanguard Event - Donation (SLC)	6750.00	-	-	-	-		-			
Vanguard Event - Entertainment (SLC)	6760.00	513.30	-	700.00	1,000.00		1,500.00		Pool Party Networking	
Vanguard Event - F&B (SLC)	6770.003	4,876.35	1,376.99	6,507.03	-		2,000.00		Pool Party Networking	
Vanguard Event - Prizes	6635.001	781.41	-	-	1,280.31					
Vanguard Event - Printing Expense	6640.001	177.15	53.51	-	-					
Vanguard Event - Supplies (Fall)	6780.003	-	-	-	-					
Vanguard Event - Donation (Spring)	6790.003	-	-	-	-					
Vanguard Event - Entertainment (Cap Sum)	6800.003	-	-	-	-					
Vanguard Event - F&B (Cap Sum)	6755.002	2,456.92	222.85	-	239.18	5,419.44	3,500.00		2022 Cap Sum - Wings Challenge	
Vanguard Event - Supplies (Cap Sum)	6760.002	-	-	-	-	591.30				
Total Expenses		8,805.13	1,653.35	7,207.03	2,519.49	6,010.74	7,000.00			
Net Profit(Loss)		2,294.87	9,886.67	(992.03)	8,605.51	3,509.26	-			