

2:41 AM

08/15/18

Cash Basis

Sacramento Association of Health Underwriters
Profit & Loss Budget Overview
July 2018 through June 2019

	<u>Jul '18 - J...</u>
Income	
Advertising & Promotions	0.00
Membership	
Membership Revenue	11,000.00
Associate Membership	750.00
Membership Expenses	-1,500.00
Membership Blitz	
Expenses	0.00
Total Membership Blitz	0.00
Membership - Other	0.00
Total Membership	<u>10,250.00</u>
Luncheon	
Sales	12,000.00
Sponsorship	4,000.00
Raffle	0.00
Cost of Food	-6,000.00
Room Rental	-2,200.00
Miscellaneous	-100.00
Total Luncheon	<u>7,700.00</u>
Golf Tournament	
Sales	15,000.00
Sponsors	12,000.00
Lunches/Dinners	0.00
Raffle	
Revenue	1,700.00
Cost of Goods	-300.00
Total Raffle	<u>1,400.00</u>
Auction	
Revenue	1,000.00
Cost of Goods	-650.00
Total Auction	<u>350.00</u>
PAC Contribution	0.00
Greens Fees	-10,500.00
Bar	-1,000.00
Hole-In-One Insurance	-200.00
Signs	-1,300.00
Supplies	-100.00
Total Golf Tournament	<u>15,650.00</u>
Crab Feed	
Sales	22,000.00
Sponsor	8,000.00

2:41 AM

08/15/18

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	<u>Jul '18 - J...</u>
Bar	
Bar Revenue	4,300.00
Bar Expense	-1,900.00
Sales Tax	-400.00
	<hr/>
Total Bar	2,000.00
Raffle	
Raffle Revenue	3,300.00
Live Auction Revenue	3,000.00
50/50 Revenue	500.00
Dessert Revenue	1,500.00
	<hr/>
Total Raffle	8,300.00
Catering	-15,000.00
ABC License	-25.00
Decorations	-200.00
Food Costs for Servers	-150.00
Music	-500.00
Photo Booth	-500.00
Printing	-1,000.00
Room Rental	-2,600.00
Servers	-300.00
Signs	-300.00
Supplies	-800.00
Miscellaneous	0.00
	<hr/>
Total Crab Feed	18,925.00
Business Development Expo	
Sales	6,000.00
Sponsors	20,000.00
Food	-4,500.00
Printing	-800.00
Room Rental	-1,800.00
Speaker Expense	-1,000.00
Miscellaneous	0.00
	<hr/>
Total Business Development Expo	17,900.00
Ethics - Prof Development	
Sales	4,500.00
Sponsor	1,000.00
Cost of Food	-1,100.00
Facility Rental	-500.00
Expenses	-100.00
	<hr/>
Total Ethics - Prof Development	3,800.00

2:41 AM
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Medicare Summit - Prof Develop	
Revenue	2,500.00
Expenses	0.00
Medicare Summit - Prof Develop - Other	0.00
Total Medicare Summit - Prof Develop	<hr/> 2,500.00
Casino/Awards Mixer	
Sales	8,000.00
Sponsors	5,000.00
Raffle	525.00
Food	-2,000.00
Music	-500.00
Facility Rental	-2,000.00
Casino Rental	-3,500.00
ABC License	-25.00
Printing	0.00
Total Casino/Awards Mixer	<hr/> 5,500.00
PAC Event	
Revenue	0.00
Expenses	0.00
Total PAC Event	<hr/> 0.00
Vanguard	
Income	0.00
Expenses	0.00
Total Vanguard	<hr/> 0.00
Charitable Contribution	
Toy Drive	0.00
Charitable Contribution - Other	0.00
Total Charitable Contribution	<hr/> 0.00
Interest from Savings Account	0.00
Total Income	<hr/> 82,225.00
Gross Profit	82,225.00
Expense	
HUPAC	500.00
Storage Unit	1,368.00
Accounting Fees	500.00
Awards & Recognition	1,000.00
Bank Service Charges	2,100.00
CAHU PAC	5,000.00
Coffee Chats	500.00
Communications	200.00

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Community Service & Charities	
OKIZU	200.00
River Oaks Center for Children	500.00
Other Community Service Project	0.00
Community Service & Charities - Other	1,300.00
Total Community Service & Charities	<u>2,000.00</u>
Conferences	
CAHU	2,000.00
Region VIII	1,500.00
Washington DC	10,000.00
NAHU	8,000.00
Total Conferences	<u>21,500.00</u>
Insurance - Liability + D&O	3,300.00
Internet Service	175.00
Management Fee	37,260.00
Office & General Supplies	300.00
Postage	300.00
Printing	400.00
Retreat	1,150.00
Subscriptions & Licenses	300.00
Taxes	10.00
Telephone	168.00
Website	2,194.00
Consultant Reserve	2,000.00
Miscellaneous Expenses	0.00
Uncategorized Expenses	0.00
Total Expense	<u>82,225.00</u>
Net Income	<u><u>0.00</u></u>