

Sacramento Association of Health Underwriters
Profit & Loss Budget Overview
 July 2016 through June 2017

	<u>Jul '16 - Jun 17</u>
Income	
Membership	
Membership	11,600.00
Associate Membership	600.00
Expense	
Telemarketing	-3,600.00
Other Membership Expenses	-1,640.00
Expense - Other	0.00
Total Expense	<u>-5,240.00</u>
Membership Blitz	
Expenses	0.00
Total Membership Blitz	<u>0.00</u>
Membership - Other	0.00
Total Membership	<u>6,960.00</u>
Luncheon	
Sales	12,000.00
Sponsorship	2,000.00
Raffle	0.00
Cost of Food	-5,100.00
Room Rental	-2,200.00
Miscellaneous	-320.00
Total Luncheon	<u>6,380.00</u>
Golf Tournament	
Sales	15,000.00
Sponsors	10,000.00
Lunches/Dinners	0.00
Raffle	
Revenue	2,000.00
Cost of Goods	-400.00
Total Raffle	<u>1,600.00</u>
Auction	
Revenue	1,500.00
Cost of Goods	-750.00
Total Auction	<u>750.00</u>
Greens Fees	-11,000.00
Hole-In-One Insurance	-250.00
Signs	-1,100.00
Total Golf Tournament	<u>15,000.00</u>

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Crab Feed

Sales	24,000.00
Sponsor	5,200.00
Bar	
Bar Revenue	4,300.00
Bar Expense	-2,000.00
Sales Tax	-500.00
Total Bar	<u>1,800.00</u>

Raffle

Raffle Revenue	3,000.00
Live Auction Revenue	3,200.00
50/50 Revenue	500.00
Dessert Revenue	1,200.00
Total Raffle	<u>7,900.00</u>

Catering	-16,000.00
ABC License	-25.00
Decorations	-400.00
Food Costs for Servers	-150.00
Music	0.00
Photo Booth	-600.00
Printing	-750.00
Room Rental	0.00
Servers	-300.00
Supplies	-500.00
Miscellaneous	0.00
Total Crab Feed	<u>20,175.00</u>

Health & Wellness Fair

Sponsorships	0.00
Food Costs	0.00
Miscellaneous	0.00
Total Health & Wellness Fair	<u>0.00</u>

Professional Development Spring

Sales	4,500.00
Sponsors	22,000.00
Food	-4,500.00
Room Rental	-1,750.00
Speaker Expense	-1,500.00
Miscellaneous	-500.00
Total Professional Development Spring	<u>18,250.00</u>

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Professional Development Ethics	
Sales	4,500.00
Sponsor	500.00
Cost of Food	-1,100.00
Facility Renbtal	-450.00
Expenses	-100.00
Total Professional Development Ethics	3,350.00
Prof Development Medicare	1,500.00
Mixer	
Sales	900.00
Sponsors	5,000.00
Food	-2,700.00
Music	-500.00
Printing	-100.00
Miscellaneous	-100.00
Total Mixer	2,500.00
Interest from Savings Account	0.00
Total Income	74,115.00
Expense	
HUPAC	1,500.00
Storage Unit	1,080.00
Accounting Fees	500.00
Awards & Recognition	1,000.00
Bank Service Charges	1,500.00
CAHU PAC	5,000.00
Charitable Contribution	1,000.00
Communications	200.00
Conferences	
CAHU	1,000.00
Region VIII	2,400.00
Washington DC	10,000.00
NAHU	8,000.00
Total Conferences	21,400.00
Insurance - Liability + D&O	3,500.00
Internet Service	25.00
Management Fee	34,500.00
Office & General Supplies	300.00
Postage	200.00
Printing	200.00

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Retreat	600.00
Reserve	0.00
Taxes	10.00
Telephone	180.00
Website	1,320.00
Miscellaneous Expenses	100.00
Total Expense	<u>74,115.00</u>
Net Income	<u><u>0.00</u></u>