

Sacramento Association of Health Underwriters
Profit & Loss Budget Overview
 July 2017 through June 2018

	<u>2017-2018</u>
Income	
Advertising & Promotions	0.00
Membership	
Membership Revenue	11,600.00
Associate Membership	600.00
Membership Expenses	0.00
Expense	-3,000.00
Membership - Other	0.00
Total Membership	<u>9,200.00</u>
Luncheon	
Sales	12,000.00
Sponsorship	4,000.00
Cost of Food	-7,100.00
Room Rental	-1,960.00
Miscellaneous	-130.00
Total Luncheon	<u>6,810.00</u>
Golf Tournament	
Sales	15,000.00
Sponsors	11,300.00
Raffle	
Revenue	1,600.00
Cost of Goods	-260.00
Total Raffle	<u>1,340.00</u>
Auction	
Revenue	1,010.00
Cost of Goods	-650.00
Total Auction	<u>360.00</u>
PAC Contribution	0.00
Greens Fees	-11,000.00
Hole-In-One Insurance	-181.00
Signs	-1,300.00
Total Golf Tournament	<u>15,519.00</u>
Crab Feed	
Sales	23,500.00
Sponsor	7,500.00
Bar	
Bar Revenue	4,300.00
Bar Expense	-1,900.00
Sales Tax	-500.00

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Total Bar	1,900.00
Raffle	
Raffle Revenue	3,200.00
Live Auction Revenue	3,400.00
50/50 Revenue	500.00
Dessert Revenue	1,200.00
Total Raffle	<u>8,300.00</u>
Catering	-16,000.00
ABC License	-25.00
Decorations	-400.00
Food Costs for Servers	-150.00
Music	-500.00
Photo Booth	-600.00
Printing	-1,190.00
Room Rental	-2,500.00
Servers	-300.00
Supplies	-600.00
Miscellaneous	0.00
Total Crab Feed	<u>18,935.00</u>
Professional Development - Fall	
Sales	0.00
Sponsors	0.00
Food	0.00
Printing	0.00
Room Rental	0.00
Total Professional Development - Fall	<u>0.00</u>
Professional Development Spring	
Sales	4,500.00
Sponsors	22,000.00
Food	-4,500.00
Printing	-500.00
Room Rental	-1,750.00
Speaker Expense	-1,500.00
Miscellaneous	0.00
Total Professional Development Spring	<u>18,250.00</u>
Professional Development Ethics	
Sales	4,600.00
Sponsor	1,000.00
Cost of Food	-1,100.00

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Facility Rental	-472.00
Expenses	-100.00
Total Professional Development Ethics	3,928.00
Prof Development Medicare Summi	
Revenue	1,500.00
Expenses	0.00
Prof Development Medicare Summi - Other	0.00
Total Prof Development Medicare Summi	1,500.00
Mixer	
Sales	1,500.00
Sponsors	6,000.00
Food	-2,000.00
Music	-500.00
Printing	-100.00
Miscellaneous	-200.00
Total Mixer	4,700.00
PAC Event	
Revenue	7,000.00
Expenses	-2,000.00
Total PAC Event	5,000.00
Vanguard	
Income	2,001.00
Expenses	-2,242.00
Total Vanguard	-241.00
Interest from Savings Account	0.00
Total Income	83,601.00
Expense	
HUPAC	2,520.00
Storage Unit	1,212.00
Accounting Fees	500.00
Awards & Recognition	1,000.00
Bank Service Charges	2,100.00
CAHU PAC	9,999.00
Charitable Contribution	2,500.00
Coffee Chats	1,000.00
Communications	200.00
Conferences	
CAHU	2,000.00

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Region VIII	1,235.00
Washington DC	10,000.00
NAHU	8,000.00
Total Conferences	<u>21,235.00</u>
Insurance - Liability + D&O	3,500.00
Internet Service	175.00
Management Fee	34,500.00
Office & General Supplies	300.00
Postage	300.00
Printing	300.00
Retreat	650.00
Taxes	10.00
Telephone	180.00
Website	1,320.00
Miscellaneous Expenses	100.00
Uncategorized Expenses	0.00
Total Expense	<u>83,601.00</u>
Net Income	<u><u>0.00</u></u>