

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

	Jul '16 - Jun 17
<b>Income</b>	
<b>Membership</b>	
Membership	11,600.00
Associate Membership	600.00
<b>Expense</b>	
Telemarketing	-3,600.00
Other Membership Expenses	-1,640.00
Expense - Other	0.00
<b>Total Expense</b>	-5,240.00
<b>Membership Blitz Expenses</b>	0.00
<b>Total Membership Blitz</b>	0.00
<b>Membership - Other</b>	0.00
<b>Total Membership</b>	6,960.00
<b>Luncheon</b>	
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
<b>Total Luncheon</b>	6,380.00
<b>Golf Tournament</b>	
Sales	15,000.00
Sponsors	10,000.00
Lunches/Dinners	0.00
<b>Raffle</b>	
Revenue	2,000.00
Cost of Goods	-400.00
<b>Total Raffle</b>	1,600.00
<b>Auction</b>	
Revenue	1,500.00
Cost of Goods	-750.00
<b>Total Auction</b>	750.00
<b>Greens Fees</b>	-11,000.00
<b>Hole-In-One Insurance</b>	-250.00
<b>Signs</b>	-1,100.00
<b>Total Golf Tournament</b>	15,000.00
<b>Crab Feed</b>	
Sales	25,000.00
Sponsor	6,200.00
<b>Bar</b>	
Bar Revenue	4,300.00
Bar Expense	-1,900.00
Sales Tax	-500.00
<b>Total Bar</b>	1,900.00
<b>Raffle</b>	
Raffle Revenue	3,200.00
Live Auction Revenue	3,400.00
50/50 Revenue	500.00
Dessert Revenue	1,200.00
<b>Total Raffle</b>	8,300.00

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	<u>Jul '16 - Jun 17</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	-2,500.00
Servers	-300.00
Supplies	-500.00
Miscellaneous	0.00
<b>Total Crab Feed</b>	<b>20,175.00</b>
<b>Health &amp; Wellness Fair</b>	
Sponsorships	0.00
Food Costs	0.00
Miscellaneous	0.00
<b>Total Health &amp; Wellness Fair</b>	<b>0.00</b>
<b>Professional Development Spring</b>	
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
<b>Total Professional Development Spring</b>	<b>18,250.00</b>
<b>Professional Development Ethics</b>	
Sales	4,500.00
Sponsor	500.00
Cost of Food	-1,100.00
Facility Renbtal	-450.00
Expenses	-100.00
<b>Total Professional Development Ethics</b>	<b>3,350.00</b>
<b>Prof Development Medicare Summi</b>	<b>1,500.00</b>
<b>Mixer</b>	
Sales	900.00
Sponsors	5,000.00
Food	-2,700.00
Music	-500.00
Printing	-100.00
Miscellaneous	-100.00
<b>Total Mixer</b>	<b>2,500.00</b>
<b>Interest from Savings Account</b>	<b>0.00</b>
<b>Total Income</b>	<b>74,115.00</b>
<b>Expense</b>	
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
<b>Total Conferences</b>	<b>21,400.00</b>
<b>Insurance - Liability + D&amp;O</b>	<b>3,500.00</b>

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Cash Basis

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	<u>Jul '16 - Jun 17</u>
Internet Service	25.00
Management Fee	34,500.00
Office & General Supplies	300.00
Postage	200.00
Printing	200.00
Retreat	600.00
Reserve	0.00
Taxes	10.00
Telephone	180.00
Website	1,320.00
Miscellaneous Expenses	100.00
<b>Total Expense</b>	<u>74,115.00</u>
<b>Net Income</b>	<u><u>0.00</u></u>