11:06 PM 06/23/17 Cash Basis

Sacramento Association of Health Underwriters Profit & Loss Budget Overview

	2017-2018
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	9,200.00
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	6,810.00
Total Editories	0,010.00
Golf Tournament	
Sales	15,000.00
Sponsors	11,300.00
Raffle	
Revenue	1,600.00
Cost of Goods	-260.00
Total Raffle	1,340.00
Auction	
Revenue	1,010.00
Cost of Goods	-650.00
Total Auction	360.00
PAC Contribution	0.00
Greens Fees	-11,000.00
Hole-In-One Insurance	-181.00
Signs	-1,300.00
Total Golf Tournament	15,519.00
Crab Feed	
Sales	23 500 00
	23,500.00
Sponsor	7,500.00
Bar	4 200 00
Bar Revenue	4,300.00
Bar Expense	-1,900.00
Sales Tax	-500.00

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Sacramento Association of Health Underwriters Profit & Loss Budget Overview

Raffle 3,200.00 Live Auction Revenue 3,400.00 50/50 Revenue 500.00 Dessert Revenue 1,200.00 Total Raffle 8,300.00 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 18,935.00 Professional Development - Fall 0.00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Professional Development Spring 3 Sales 4,500.00 Sponsors 22,000.00 Food -4,500.00 Sponsors -1,500.00 Sponker Expense -1,500.0		2017-2018
Raffle Revenue 3,200.00 Live Auction Revenue 3,400.00 50/50 Revenue 500.00 Dessert Revenue 1,200.00 Total Raffle 8,300.00 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 18,935.00 Professional Development - Fall 3,00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Printing -500.00 Sponsors 22,000.00 Food -4,500.00 Printing -500.00 Room Rental -1,750.00 Speaker Expense -1,500.00 <th>Total Bar</th> <th>1,900.00</th>	Total Bar	1,900.00
Raffle Revenue 3,200.00 Live Auction Revenue 3,400.00 50/50 Revenue 500.00 Dessert Revenue 1,200.00 Total Raffle 8,300.00 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 18,935.00 Professional Development - Fall 3,00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Printing -500.00 Sponsors 22,000.00 Food -4,500.00 Printing -500.00 Room Rental -1,750.00 Speaker Expense -1,500.00 <th></th> <th></th>		
Live Auction Revenue 500.00 50/50 Revenue 500.00 Dessert Revenue 1,200.00 Total Raffle 8,300.00 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 18,935.00 Professional Development - Fall Sales 0,00 Sponsors 0,00 Printing 0,00 Printing 0,00 Professional Development - Fall 0,00 0,00 0,00 Professional Development - Fall 0,00 0,	Raffle	
50/50 Revenue 500.00 Dessert Revenue 1,200.00 Total Raffle 8,300.00 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 18,935.00 Professional Development - Fall 0.00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Printing -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 <td< th=""><th>Raffle Revenue</th><th>3,200.00</th></td<>	Raffle Revenue	3,200.00
Dessert Revenue 1,200.00 Total Raffle 8,300.00 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 Professional Development - Fall -600.00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Professional Development Spring 4,500.00 Printing -500.00 Room Rental -1,750.00 Speaker Expense -1,500.00 Miscellaneous 0.00 Total Professional Development Spring 18,250.00	Live Auction Revenue	3,400.00
Total Raffle 8,300.00 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 18,935.00 Professional Development - Fall Sales 0.00 Sponsors 0.00 Food 0.00 Professional Development Spring 4,500.00 Printing -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 18,250.00 Professional Development Ethics 5ales	50/50 Revenue	500.00
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 Professional Development - Fall -600.00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Total Professional Development - Fall 0.00 Professional Development Spring 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 18,250.00	Dessert Revenue	1,200.00
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 18,935.00 Professional Development - Fall Sales 0.00 Sponsors 0.00 Food 0.00 Printing 0.00 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 18,250.00 Professional Development Ethics 4,600.00	Total Raffle	8,300.00
Decorations	Catering	-16,000.00
Food Costs for Servers	ABC License	-25.00
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 18,935.00 Professional Development - Fall Sales 0.00 Sponsors 0.00 Food 0.00 Professional Development - Fall 0.00 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 18,250.00 Professional Development Ethics 3 Sales 4,600.00	Decorations	-400.00
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 18,935,00 Professional Development - Fall Sales 0,00 Sponsors 0,00 Food 0,00 Printing 0,00 Room Rental 0,00 Professional Development Spring 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 18,250,00 Professional Development Ethics 3,600,00	Food Costs for Servers	-150.00
Printing -1,190.00 Room Rental -2,500.00 Servers -300.00 Supplies -600.00 Miscellaneous 0.00 Total Crab Feed 18,935.00 Professional Development - Fall Sales 0.00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Professional Development Spring 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 18,250.00 Professional Development Ethics 3ales Sales 4,600.00	Music	-500.00
Room Rental -2,500.00 Servers -300.00 Supplies -600.00 Miscellaneous 0,00 Total Crab Feed 18,935.00 Professional Development - Fall 0.00 Sales 0.00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Professional Development Spring 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 18,250.00 Professional Development Ethics 3ales Sales 4,600.00	Photo Booth	-600.00
Servers	Printing	-1,190.00
Supplies -600,00 Miscellaneous 0,00 Total Crab Feed 18,935,00 Professional Development - Fall -0,00 Sales 0,00 Sponsors 0,00 Food 0,00 Printing 0,00 Room Rental 0,00 Total Professional Development Spring 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 Professional Development Spring 18,250,00 Professional Development Ethics 3,600,00	Room Rental	-2,500.00
Miscellaneous 0.00 Total Crab Feed 18,935,00 Professional Development - Fall 0.00 Sales 0.00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Total Professional Development - Fall 0.00 Professional Development Spring 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 18,250,00 Professional Development Ethics 4,600,00	Servers	-300.00
Total Crab Feed 18,935.00 Professional Development - Fall 0.00 Sales 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Total Professional Development - Fall 0.00 Professional Development Spring 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 18,250.00 Professional Development Ethics 4,600.00	Supplies	-600.00
Professional Development - Fall Sales 0.00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Total Professional Development - Fall 0.00 Professional Development Spring 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 18,250.00 Professional Development Ethics 4,600.00	Miscellaneous	0.00
Sales 0.00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Total Professional Development - Fall 0.00 Professional Development Spring 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 18,250.00 Professional Development Ethics 4,600.00	Total Crab Feed	18,935.00
Sales 0.00 Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Total Professional Development - Fall 0.00 Professional Development Spring 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 18,250.00 Professional Development Ethics 4,600.00		
Sponsors 0.00 Food 0.00 Printing 0.00 Room Rental 0.00 Total Professional Development - Fall 0.00 Professional Development Spring 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 18,250.00 Professional Development Ethics 4,600.00		
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Printing 0.00 Room Rental 0.00 Total Professional Development - Fall 0.00 Professional Development Spring 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 18,250.00 Professional Development Ethics 4,600.00	·	0.00
Room Rental 0.00 Total Professional Development - Fall 0.00 Professional Development Spring 4,500.00 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 18,250.00 Professional Development Ethics 4,600.00	Food	0.00
Total Professional Development - Fall 0.00 Professional Development Spring 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 18,250.00 Professional Development Ethics 4,600.00	•	0.00
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 18,250.00 Professional Development Ethics 4,600.00	Room Rental	0.00
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 18,250.00 Professional Development Ethics 4,600.00	Total Professional Development - Fall	0.00
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 18,250.00 Professional Development Ethics 4,600.00	Professional Development Spring	
Food -4,500.00 Printing -500.00 Room Rental -1,750.00 Speaker Expense -1,500.00 Miscellaneous 0.00 Total Professional Development Spring 18,250.00 Professional Development Ethics 4,600.00	Sales	4,500.00
Printing -500.00 Room Rental -1,750.00 Speaker Expense -1,500.00 Miscellaneous 0.00 Total Professional Development Spring 18,250.00 Professional Development Ethics 4,600.00	Sponsors	22,000.00
Room Rental -1,750.00 Speaker Expense -1,500.00 Miscellaneous 0.00 Total Professional Development Spring 18,250.00 Professional Development Ethics Sales 4,600.00	Food	-4,500.00
Speaker Expense -1,500.00 Miscellaneous 0.00 Total Professional Development Spring 18,250.00 Professional Development Ethics Sales 4,600.00	Printing	-500.00
Miscellaneous 0.00 Total Professional Development Spring 18,250.00 Professional Development Ethics Sales 4,600.00	Room Rental	-1,750.00
Miscellaneous 0.00 Total Professional Development Spring 18,250.00 Professional Development Ethics Sales 4,600.00	Speaker Expense	-1,500.00
Professional Development Ethics Sales 4,600.00		0.00
Sales 4,600.00	Total Professional Development Spring	18,250.00
Sales 4,600.00	Professional Development Ethics	
		4.600.00
1,000.00		
Cost of Food -1,100.00	·	•

Sacramento Association of Health Underwriters Profit & Loss Budget Overview

	2017-2018
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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Sacramento Association of Health Underwriters Profit & Loss Budget Overview

	2017-2018
Region VIII	1,235.00
Washington DC	10,000.00
NAHU	8,000.00
Total Conferences	21,235.00
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	83,601.00
Net Income	0.00