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11/06/19

Cash Basis

Sacramento Association of Health Underwriters
Profit & Loss Budget Overview
July 2019 through June 2020

	<u>Jul '19 - Jun 20</u>
Income	
Membership	
Membership Revenue	9,000.00
Associate Membership	0.00
Membership Expenses	-600.00
Membership Blitz Expenses	0.00
Total Membership Blitz	<u>0.00</u>
Total Membership	8,400.00
Luncheon	
Sales	9,600.00
Sponsorship	2,500.00
Cost of Food	-3,350.00
Room Rental	-3,200.00
Miscellaneous	-200.00
Total Luncheon	<u>5,350.00</u>
Golf Tournament	
Sales	13,000.00
Sponsors	11,000.00
Lunches/Dinners	0.00
Raffle	
Revenue	1,600.00
Cost of Goods	-300.00
Total Raffle	<u>1,300.00</u>
Total Golf Tournament	13,660.00
Auction	
Revenue	500.00
Cost of Goods	0.00
Total Auction	<u>500.00</u>
PAC Contribution	0.00
Greens Fees	-11,000.00
Bar	-40.00
Hole-In-One Insurance	-200.00
Signs	-900.00
Supplies	0.00
Total Golf Tournament	<u>13,660.00</u>
Crab Feed	
Sales	20,000.00
Sponsor	8,000.00

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	<u>Jul '19 - Jun 20</u>
Bar	
Bar Revenue	4,000.00
Bar Expense	-2,000.00
Sales Tax	0.00
Total Bar	<u>2,000.00</u>
Raffle	
Raffle Revenue	2,800.00
Live Auction Revenue	3,000.00
50/50 Revenue	500.00
Dessert Revenue	1,700.00
Total Raffle	<u>8,000.00</u>
Catering	-14,000.00
ABC License	-25.00
Decorations	-300.00
Food Costs for Servers	-175.00
Music	-400.00
Photo Booth	-500.00
Printing	-800.00
Room Rental	-3,200.00
Servers	-300.00
Signs	-300.00
Supplies	-900.00
Miscellaneous	-100.00
Total Crab Feed	<u>17,000.00</u>
Business Development Expo	
Sales	5,000.00
Sponsors	29,300.00
Food	-3,000.00
Printing	-1,000.00
Room Rental	-1,865.00
AV Services	-350.00
Speaker Expense	-1,800.00
Miscellaneous	0.00
Total Business Development Expo	<u>26,285.00</u>
Ethics - Prof Development	
Sales	4,500.00
Sponsor	1,000.00
Cost of Food	-700.00
Facility Rental	-555.00
Total Ethics - Prof Development	<u>4,245.00</u>

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Medicare Summit - Prof Develop	
Revenue	2,500.00
Total Medicare Summit - Prof Develop	2,500.00
Casino/Awards Mixer	
Sales	0.00
Sponsors	0.00
Buy Ins	0.00
Raffle	0.00
Food	0.00
Bar	
Revenue	0.00
ABC License	0.00
Bar Expense	0.00
Total Bar	0.00
Facility Rental	0.00
Casino Rental	0.00
Printing	0.00
Miscellaneous	0.00
Total Casino/Awards Mixer	0.00
Vanguard	
Income	0.00
Expenses	-800.00
Total Vanguard	-800.00
Charitable Contribution	0.00
Interest from Savings Account	0.00
Total Income	76,640.00
Gross Profit	76,640.00
Expense	
HUPAC	0.00
Storage Unit	1,486.00
Accounting Fees	550.00
Awards & Recognition	700.00
Bank Service Charges	2,400.00
CAHU PAC	5,000.00
Coffee Chats	400.00
Communications	461.00

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Community Service & Charities	
OKIZU	0.00
River Oaks Center for Children	500.00
Community Service & Charities - O...	500.00
Total Community Service & Charities	<u>1,000.00</u>
Conferences	
CAHU	1,000.00
Region VIII	1,500.00
Washington DC	8,000.00
NAHU	6,000.00
Total Conferences	<u>16,500.00</u>
Insurance - Liability + D&O	3,500.00
Internet Service	120.00
Management Fee	42,260.00
Office & General Supplies	300.00
Postage	100.00
Printing	0.00
Retreat	600.00
Subscriptions & Licenses	0.00
Taxes	10.00
Telephone	28.00
Website	600.00
Consultant Reserve	0.00
Miscellaneous Expenses	625.00
Uncategorized Expenses	0.00
Total Expense	<u>76,640.00</u>
Net Income	<u><u>0.00</u></u>