

4:04 PM
06/30/20
Cash Basis

Sacramento Association of Health Underwriters
Profit & Loss Budget Overview
July 2020 through June 2021

	<u>Jul '20 - Jun 21</u>
Income	
Membership	
Membership Revenue	7,200.00
Associate Membership	0.00
Membership Expenses	-500.00
Total Membership	<u>6,700.00</u>
Luncheon	
Sales	2,200.00
Sponsorship	1,750.00
Cost of Food	-100.00
Room Rental	-272.00
Miscellaneous	-150.00
Total Luncheon	<u>3,428.00</u>
Golf Tournament	
Sales	10,700.00
Sponsors	11,000.00
Raffle	
Revenue	1,300.00
Cost of Goods	-391.00
Total Raffle	<u>909.00</u>
Auction	
Revenue	200.00
Total Auction	<u>200.00</u>
PAC Contribution	0.00
Greens Fees	-9,950.00
Bar	-75.00
Hole-In-One Insurance	-181.00
Signs	-1,000.00
Total Golf Tournament	<u>11,603.00</u>
Crab Feed	
Sales	19,000.00
Sponsor	8,000.00
Bar	
Bar Revenue	3,000.00
Bar Expense	-1,800.00
Sales Tax	0.00
Total Bar	<u>1,200.00</u>

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Raffle	
Raffle Revenue	1,800.00
Live Auction Revenue	4,000.00
50/50 Revenue	500.00
Dessert Revenue	1,200.00
Total Raffle	<u>7,500.00</u>
Catering	-13,000.00
ABC License	-75.00
Decorations	-400.00
Food Costs for Servers	-200.00
Music	-400.00
Photo Booth	-425.00
Printing	-800.00
Room Rental	-3,200.00
Servers	-300.00
Signs	-300.00
Supplies	-500.00
Miscellaneous	-500.00
Total Crab Feed	<u>15,600.00</u>
Business Development Expo	
Sales	3,800.00
Sponsors	32,000.00
Food	-4,000.00
Printing	-400.00
Room Rental	-2,500.00
AV Services	-350.00
Speaker Expense	-1,300.00
Technology	0.00
Total Business Development Expo	<u>27,250.00</u>
Ethics - Prof Development	
Sales	700.00
Sponsor	500.00
Cost of Food	0.00
Facility Rental	0.00
Total Ethics - Prof Development	<u>1,200.00</u>
Medicare Summit - Prof Develop	
Revenue	2,500.00
Total Medicare Summit - Prof Develop	<u>2,500.00</u>

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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	<u>0.00</u>
Facility Rental	0.00
Casino Rental	0.00
Printing	0.00
Miscellaneous	0.00
Total Casino/Awards Mixer	<u>0.00</u>
Vanguard	
Income	0.00
Expenses	0.00
Total Vanguard	<u>0.00</u>
Interest from Savings Account	0.00
Total Income	<u>68,281.00</u>
Gross Profit	68,281.00
Expense	
Storage Unit	774.00
Accounting Fees	550.00
Awards & Recognition	300.00
Bank Service Charges	1,800.00
CAHU PAC	500.00
Coffee Chats	300.00
Communications	840.00
Community Service & Charities	
River Oaks Center for Children	500.00
Community Service & Charities - Other	500.00
Total Community Service & Charities	<u>1,000.00</u>

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Conferences	
CAHU	0.00
Region VIII	0.00
Washington DC	6,000.00
NAHU	5,000.00
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Total Conferences	11,000.00
Insurance - Liability + D&O	3,500.00
Internet Service	500.00
Management Fee	43,212.00
Office & General Supplies	300.00
Postage	75.00
Retreat	500.00
Subscriptions & Licenses	0.00
Taxes	10.00
Telephone	0.00
Website	
TAIA	2,900.00
ChannelReady	100.00
Website - Other	0.00
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Total Website	3,000.00
Miscellaneous Expenses	120.00
Uncategorized Expenses	0.00
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Total Expense	68,281.00
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Net Income	0.00
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