

Utah Association of Health Underwriters

PROFIT AND LOSS

July 1, 2017 - March 13, 2018

	TOTAL
Income	
Day on the Hill	6,595.17
Fall Seminar	2,565.60
Membership Dues	18,210.69
Non-member lunch fee	309.20
Non-Profit Income - Donations to 4th St Clinic	1,378.54
Sales Congress Income	
Golf Tournament	3,860.00
Registrations	1,353.20
Sponsors	25,100.00
Total Sales Congress Income	30,313.20
Sircon Sponsorship	711.21
Total Income	\$60,083.61
GROSS PROFIT	\$60,083.61
Expenses	
Advertising	171.00
Contractors	34,520.45
Day on the Hill - Expenses	8,039.32
Licenses & Fees	1,175.00
Lobbyist	1,686.36
Meals for Events	497.70
NAHU Admin Fund	1,000.00
National Convention Registration	
National Convention Travel	4,289.71
Total National Convention Registration	4,289.71
Office Expenses	1,206.06
Other Seminar Expenses - Speaker Gift	250.00
Cards	
Phone Charges	900.00
postage	150.00
Professional Education	983.59
Regional Conference	1,447.87
Taxes & Licenses	397.50
Website Development	1,868.51
Total Expenses	\$58,583.07
NET OPERATING INCOME	\$1,500.54
Other Income	
Other Income	6,000.97
Total Other Income	\$6,000.97
NET OTHER INCOME	\$6,000.97
NET INCOME	\$7,501.51