

Utah Association of Health Underwriters

BUDGET VS. ACTUALS: 7/2018 - 6/2019 BUDGET - FY19 P&L

July 2018 - June 2019

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
Day on the Hill		5,000.00	-5,000.00	
Ethics Seminar		5,000.00	-5,000.00	
Fall Seminar	5,916.02	2,350.00	3,566.02	251.75 %
Membership Dues	12,357.58	30,000.00	-17,642.42	41.19 %
Non-member lunch fee		150.00	-150.00	
Other Primary Income				
Region VII Meeting	9,208.90		9,208.90	
Total Other Primary Income	9,208.90		9,208.90	
Sales Congress Income				
Golf Tournament		7,000.00	-7,000.00	
Registrations		12,000.00	-12,000.00	
Sponsors	4,460.00	62,000.00	-57,540.00	7.19 %
Total Sales Congress Income	4,460.00	81,000.00	-76,540.00	5.51 %
Sircon Sponsorship		1,500.00	-1,500.00	
Total Income	\$31,942.50	\$125,000.00	\$ -93,057.50	25.55 %
GROSS PROFIT	\$31,942.50	\$125,000.00	\$ -93,057.50	25.55 %
Expenses				
Advertising	49.97	220.00	-170.03	22.71 %
Capital Conference		3,000.00	-3,000.00	
Capital Conference Lodging		1,500.00	-1,500.00	
Capital Conference Travel		2,500.00	-2,500.00	
Total Capital Conference		7,000.00	-7,000.00	
Contractors	30,350.04	58,000.00	-27,649.96	52.33 %
Day on the Hill - Expenses		7,500.00	-7,500.00	
Gifts - NAHU HUPAC		500.00	-500.00	
Insurance		2,000.00	-2,000.00	
Licenses & Fees	30.00	1,000.00	-970.00	3.00 %
Meals for Events	20.58	1,000.00	-979.42	2.06 %
NAHU Admin Fund		1,000.00	-1,000.00	
National Convention Registration	1,624.98	3,500.00	-1,875.02	46.43 %
National Convention Group Meals		500.00	-500.00	
Total National Convention Registration	1,624.98	4,000.00	-2,375.02	40.62 %
Office Expenses	807.51	2,500.00	-1,692.49	32.30 %
Other Seminar Expenses - Speaker Gift Cards	150.00	250.00	-100.00	60.00 %
Phone Charges	600.00		600.00	
postage		100.00	-100.00	
Professional Education	538.95	2,000.00	-1,461.05	26.95 %
Region VII Meeting	9,809.75		9,809.75	
Regional Conference		3,500.00	-3,500.00	
Sales Congress				

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
AudioVisual		3,250.00	-3,250.00	
Awards		1,400.00	-1,400.00	
Exhibitor Services		500.00	-500.00	
Facility		4,100.00	-4,100.00	
Food		11,000.00	-11,000.00	
Golf		7,600.00	-7,600.00	
Speakers		2,000.00	-2,000.00	
Total Sales Congress		29,850.00	-29,850.00	
Taxes & Licenses		315.00	-315.00	
Website Development	636.29	1,000.00	-363.71	63.63 %
Total Expenses	\$44,618.07	\$121,735.00	\$ -77,116.93	36.65 %
NET OPERATING INCOME	\$ -12,675.57	\$3,265.00	\$ -15,940.57	-388.23 %
NET INCOME	\$ -12,675.57	\$3,265.00	\$ -15,940.57	-388.23 %