

# Utah Association of Health Underwriters

## BUDGET OVERVIEW: 7/2018 - 6/2019 BUDGET - FY19 P&L

July 2018 - June 2019

	TOTAL
<b>Income</b>	
Day on the Hill	5,000.00
Ethics Seminar	5,000.00
Fall Seminar	2,350.00
Membership Dues	30,000.00
Non-member lunch fee	150.00
Sales Congress Income	
Golf Tournament	7,000.00
Registrations	12,000.00
Sponsors	62,000.00
<b>Total Sales Congress Income</b>	<b>81,000.00</b>
Sircon Sponsorship	1,500.00
<b>Total Income</b>	<b>\$125,000.00</b>
<b>GROSS PROFIT</b>	<b>\$125,000.00</b>
<b>Expenses</b>	
Advertising	220.00
Capital Conference	3,000.00
Capital Conference Lodging	1,500.00
Capital Conference Travel	2,500.00
<b>Total Capital Conference</b>	<b>7,000.00</b>
Contractors	58,000.00
Day on the Hill - Expenses	7,500.00
Gifts - NAHU HUPAC	500.00
Insurance	2,000.00
Licenses & Fees	1,000.00
Meals for Events	1,000.00
NAHU Admin Fund	1,000.00
National Convention Registration	3,500.00
National Convention Group Meals	500.00
<b>Total National Convention Registration</b>	<b>4,000.00</b>
Office Expenses	2,500.00
Other Seminar Expenses - Speaker Gift	250.00
Cards	
postage	100.00
Professional Education	2,000.00
Regional Conference	3,500.00
Sales Congress	
AudioVisual	3,250.00
Awards	1,400.00
Exhibitor Services	500.00
Facility	4,100.00
Food	11,000.00
Golf	7,600.00

	TOTAL
Speakers	2,000.00
<b>Total Sales Congress</b>	<b>29,850.00</b>
Taxes & Licenses	315.00
Website Development	1,000.00
<b>Total Expenses</b>	<b>\$121,735.00</b>
NET OPERATING INCOME	<b>\$3,265.00</b>
NET INCOME	<b>\$3,265.00</b>