

**Sacramento Association of Health Underwriters**  
**Profit & Loss Budget Overview**  
**July 2023 through June 2024**

	<b>Jul '23 - Jun '24</b>
<b>Income</b>	
Transfers	0.00
<b>Membership</b>	
Membership Revenue	9,000.00
Associate Membership	0.00
Membership Marketing Sponsors	0.00
Membership Marketing Expense	0.00
<b>Total Membership</b>	9,000.00
 <b>Luncheon Sales</b>	
Sales	3,900.00
Sponsorship	3,000.00
Raffle	0.00
Cost of Food	0.00
Room Rental	0.00
Miscellaneous	-100.00
Luncheon - Other	0.00
<b>Total Luncheon</b>	6,800.00
 <b>Golf Tournament Sales</b>	
Sales	25,200.00
Sponsors	13,000.00
Mulligan & Raffle	3600.00
Raffle Prize Purchases	-500.00
Auction	3000.00
Greens Fees	-13,500.00
ABC License	-75.00
Bar	0.00
Cannon Shot	-700.00
Hole-In-One Insurance	-210.00
Signs	-1,100.00
Marketing	-225.00
Supplies	-100.00
<b>Total Golf Tournament</b>	28,390.00

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	<b>Jul '23 - Jun '24</b>	
<b>Crab Feed</b>		
Sales	30,255.00	
Sponsors	9,500.00	
<b>Total Sales &amp; Sponsors</b>		39,755.00
<b>Bar Revenue</b>	6000.00	
Bar Expense	-1,200.00	
Professional Bar Tenders	-800.00	
Sales Tax	-480.00	
<b>Total Bar</b>		3,520.00
<b>Raffle</b>		
Live Auction Revenue	14,000.00	
Silent Auction Revenue	6,000.00	
Auctioneer Fees	-3,000.00	
50/50 Revenue	500.00	
Dessert Revenue	2,000.00	
<b>Total Raffle</b>		19,500.00
Catering	-19,000.00	
ABC License	-75.00	
Decorations	-500.00	
Food Costs for Servers	-400.00	
Music / AV	-1200.00	
Photo Booth	-500.00	
Printing	-200.00	
Room Rental	-3,800.00	
School Donation	-300.00	
Supplies	-100.00	
Marketing	-850.00	
Miscellaneous	-150.00	
<b>Total Crab Feed</b>		35,700.00
 <b>Business Development Expo Sales</b>		
Sales	24,650.00	
Sponsors	12,000.00	

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	<b>Jul '23 - Jun '24</b>
<b>Food</b>	-12,150.00
<b>Printing</b>	-150.00
<b>Room Rental</b>	-3,610.00
<b>AV Services</b>	-350.00
<b>50/50 Raffle</b>	500.00
<b>Speaker Expense</b>	0.00
<b>Technology</b>	-475.00
<b>Miscellaneous</b>	-500.00
<b>Total Business Development Expo</b>	19,915.00
 <b>Vanguard Cornhole Tournament</b>	
<b>Sales</b>	1500.00
<b>Sponsor</b>	12500.00
<b>Cornhole Vendor</b>	-1800.00
<b>Prizes</b>	-500.00
<b>Marketing</b>	-275.00
<b>Bar &amp; Facility</b>	-3000.00
<b>Total Cornhole</b>	8425.00
 <b>PAC Gala</b>	
<b>Sales</b>	16500.00
<b>Sponsor</b>	0.00
<b>Cost of Food</b>	-7500.00
<b>Music</b>	-1000.00
<b>Decorations</b>	-500.00
<b>Bar</b>	-1500.00
<b>PAC Contribution</b>	-10000.00
<b>Auction</b>	10000.00
<b>Auctioneer Fee</b>	-2000.00
<b>Facility Rental</b>	-4000.00
<b>Total - PAC Gala</b>	0.00
 <b>In-person Network</b>	
<b>Expenses</b>	2,000.00
	-2,000.00

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	<b>Jul '23 - Jun '24</b>
<b>In-person Network Total</b>	0.00
<b>Interest from Savings Account</b>	0.00
<b>Total Income</b>	108,230.00
<b>Gross Profit</b>	108,230.00
<b>Expense</b>	
<b>Bookkeeping Service</b>	0.00
<b>NABIP PAC</b>	0.00
<b>Accounting Fees</b>	630.00
<b>Awards &amp; Recognition</b>	500.00
<b>Bank Service Charges</b>	2,500.00
<b>CAHIP PAC</b>	500.00
<b>Communications</b>	8,400.00
<b>Community Service &amp; Charities</b>	2,000.00
<b>Conferences</b>	
<b>Region VIII</b>	1200.00
<b>Washington DC</b>	16,000.00
<b>NAHU</b>	10,000.00
<b>Total Conferences</b>	27,200.00
<b>Insurance - Liability + D&amp;O</b>	3,000.00
<b>Management Fee</b>	60,000.00
<b>Office &amp; General Supplies</b>	0.00
<b>Postage</b>	60.00
<b>Retreat</b>	400.00
<b>Subscriptions &amp; Licenses</b>	150.00
<b>Taxes</b>	10.00
<b>Website TAIA</b>	2400.00
<b>Email Server</b>	360.00
<b>Miscellaneous Expenses</b>	120.00
<b>Uncategorized Expenses</b>	0.00
<b>Total Expense</b>	108,230.00
<b>Net Income</b>	<b>0.00</b>