

CAHIP

| Total Revenue | | 557,900.64 | 624,882.91 | 480,938.60 | 462,324.17 | 575,047.92 | 486,306.48 | 370,128.46 | 530,400.00 | |
|--|---------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------------------|-------------------|------------------------|--|
| Total Expense | | 609,596.56 | 631,814.97 | 477,755.14 | 411,425.44 | 579,231.25 | 588,413.00 | 513,935.10 | 530,375.00 | |
| Overall Net Profit/Loss | | \$ (51,695.92) | \$ (6,932.06) | \$ 3,183.46 | \$ 50,898.73 | \$ (4,183.33) | \$ (102,106.52) | \$ (143,806.64) | \$ - | |
| | | | | | | | | 11 months | | |
| | | Year-Ended | Year-Ended | Year-Ended | Year-Ended | Year-Ended | Operating Budget 4/18/23 | YTD | Proposed Budget | |
| | <i>Acct #</i> | 30-Jun-18 | 30-Jun-19 | 30-Jun-20 | 30-Jun-21 | 30-Jun-22 | 2022/2023 | 31-May-23 | 2023/2024 | Notes |
| General | | | | | | | | | | |
| Income | | | | | | | | | | |
| Membership Dues | 4000.000 | 335,195.64 | 371,830.07 | 375,110.35 | 336,365.02 | 375,653.04 | 376,050.00 | 270,480.35 | 376,000.00 | Beginning membership count basis 1610 x (\$230); Goal is to increase membership by 1.30% to 1634; Monthly Avg. Dues Target \$31,333; |
| Continuing Education Fees | 4100.000 | - | - | 125.00 | - | 611.00 | 500.00 | 14.00 | 500.00 | |
| Website Advertising | 4600.000 | 250.00 | - | - | - | 1,500.00 | 1,500.00 | 500.00 | 2,000.00 | Renew Medicare Banner Ads - Warner Pacific - \$500 quarterly |
| No On Single Payer Project/Education | 4620.000 | - | - | - | - | - | - | - | - | |
| NAHU Vanguard Event | 4625.000 | 960.00 | 12,545.00 | - | - | - | - | - | - | |
| Board Sponsor | 4650.000 | 3,000.00 | - | - | - | - | - | - | - | |
| Unrealized gain/loss on investment | 4850.000 | - | - | - | - | - | - | (404.40) | - | Unrealized Loss on \$20k CD Investments; Aug(22) - Transferred \$10k/24 mos CD to Schwab Goldman Sachs @3.30%; and \$10k/24 mos CD with American Express@3.35% |
| Miscellaneous Income | 4900.000 | 71.00 | 0.25 | - | - | - | - | 100.00 | - | |
| Webinars - Member Meetings | 4910.000 | - | - | - | 350.00 | 460.00 | - | 5,155.00 | 5,000.00 | |
| Webinar -do not use | 4930.000 | - | - | - | - | 455.00 | - | - | - | |
| Interest Income | 7000.000 | 132.96 | 188.57 | 313.65 | 10.65 | 113.48 | 113.48 | 2,088.51 | 1,100.00 | Annual Non-Profit Partner Contribution - SS Bank; estimating low because of draw down on deposits and balances in 2022-23 |
| Prior Year Income | 4950.000 | - | - | 140.00 | - | - | - | - | - | |
| TOTAL Income | | 339,609.60 | 384,563.89 | 375,689.00 | 336,725.67 | 378,792.52 | 378,163.48 | 277,933.46 | 384,600.00 | |
| Expenses | | | | | | | | | | |
| Awards & Gifts | 6030.000 | 1,018.61 | - | 1,109.02 | 2,000.00 | 2,503.19 | 1,000.00 | 541.57 | 1,000.00 | |
| Bad Debt Expense | 6040.000 | 14,350.00 | - | - | - | - | - | - | - | |
| Bank/Credit Card Fees | 6050.000 | 4,698.52 | 8,332.40 | 4,878.71 | 2,486.38 | 4,427.57 | 4,500.00 | 2,653.82 | 4,500.00 | Monthly average \$375 |
| Board Expenses | 6105.000 | - | - | 1,974.47 | - | - | - | - | - | |
| Board - Audio/Visual | 6110.000 | 798.07 | 378.70 | - | - | 580.77 | - | - | - | |
| Board - Banquet | 6120.000 | 13,428.03 | 5,813.96 | 5,067.99 | - | 799.83 | 2,000.00 | - | 2,000.00 | (2) In-person Board Meetings |
| Board - Conference Calls | 6125.000 | - | - | 134.91 | 241.84 | - | - | - | - | |
| Board - Postage | 6135.000 | 0.46 | 146.62 | 43.17 | 49.65 | 7.95 | 50.00 | - | 50.00 | |
| Board - Printing | 6140.000 | 522.37 | 216.40 | 56.60 | 2.70 | 37.20 | 50.00 | - | 50.00 | |
| Board - Room Rental | 6145.000 | 839.75 | 326.25 | - | - | - | - | - | - | |
| Board - Supplies | 6150.000 | 69.42 | - | 69.44 | 100.00 | 32.08 | 100.00 | 16.58 | 100.00 | |
| Board - Strategic Planning | 6155.000 | 2,212.17 | 3,053.92 | - | - | 520.87 | - | - | - | F&B combined in Region 8 Meeting |
| Board - Travel & Lodging | 6160.000 | 29,849.15 | 28,985.23 | 6,446.39 | - | 7,207.21 | 10,250.00 | 6,411.09 | 10,250.00 | Capital Summit (2024), SLC Reg 8 (2023), BOD in-person meetings |
| Board - Officer -Past Pres. | 6170.000 | 441.76 | - | - | - | - | - | - | 250.00 | |
| Board - Officer -President | 6180.000 | 7,190.26 | 949.43 | 915.85 | 2,629.41 | 800.00 | 4,000.00 | 3,915.76 | 5,000.00 | |
| Board - Officer -Pres. Elect | 6190.000 | - | 391.76 | - | 402.93 | 293.62 | 1,000.00 | 902.87 | 1,000.00 | |
| Board - Officer - Communications | 6200.000 | - | - | 125.00 | 209.39 | 54.73 | 100.00 | - | 100.00 | |
| Board - Officer - Community O/R | 6205.000 | - | - | - | - | - | 100.00 | - | 100.00 | |
| Board - Officer -VP Education | 6210.000 | - | - | - | - | - | 100.00 | - | 100.00 | |
| Board - Officer -VP Finance | 6220.000 | - | - | - | - | - | - | - | - | |
| Board - Officer -VP Legis. | 6230.000 | - | - | - | 800.00 | - | 1,000.00 | - | 1,000.00 | |
| Board - Officer - Memberships | 6233.000 | - | - | - | - | - | 100.00 | - | 100.00 | |
| Board - Officer -VP PAC | 6235.000 | - | - | - | - | - | 100.00 | - | 100.00 | |
| Board - Officer - Public Affairs | 6237.000 | 260.29 | - | - | - | - | 100.00 | - | 100.00 | |
| Board - Officer - VP Corporate Relations | 6239.000 | - | - | - | - | - | 300.00 | - | 300.00 | Sponsor Appreciation |
| Chapter Exp - KAHU Dissolution Exp | 6242.000 | - | - | - | - | - | - | - | - | Still working to dissolve |
| Committee Expenses | 6250.000 | - | 517.66 | - | - | 3,000.00 | 500.00 | - | 500.00 | was state of reform 2 years ago - now NAIFA committee |
| Continuing Education Expenses | 6300.000 | 1,644.89 | 2,322.15 | 1,583.01 | 3,774.34 | 2,340.08 | 2,500.00 | 1,081.64 | 2,000.00 | |
| Donation | 6305.000 | 4,191.65 | - | - | 100.00 | - | - | - | - | |
| Dues/Subscriptions/Licenses | 6310.000 | 3,440.00 | 4,142.38 | 3,582.99 | 3,745.44 | 4,369.72 | 2,840.00 | 3,060.00 | 2,300.00 | Constant Contact+QB Fee+GoogleDrive file storage+misc other technology fees |
| Foundation Expenses | 6315.000 | - | 2,500.50 | - | - | - | 100.00 | - | 100.00 | |
| Insurance - All | 6320.000 | 3,855.50 | 4,014.66 | 4,082.68 | 4,939.00 | 5,588.66 | 5,600.00 | 4,584.34 | 5,600.00 | |
| CAHU PAC Donation | 6323.000 | 20,000.00 | 10,000.00 | - | 2,500.00 | 2,000.00 | 2,000.00 | - | 2,000.00 | \$1ppm |
| NAHU PAC Donation | 6325.000 | 5,000.00 | - | 1,000.00 | 1,000.00 | 2,000.00 | 2,000.00 | 2,000.00 | 2,000.00 | \$1ppm |

| | | Year-Ended | Year-Ended | Year-Ended | Year-Ended | Year-Ended | Operating Budget 4/18/23 | 11 months | Proposed Budget | |
|---|----------|---------------------|--------------------|--------------------|--------------------|--------------------|--------------------------|---------------------|--------------------|---|
| | Acct # | 30-Jun-18 | 30-Jun-19 | 30-Jun-20 | 30-Jun-21 | 30-Jun-22 | 2022/2023 | YTD | 2023/2024 | Notes |
| | | | | | | | | 31-May-23 | | |
| Legal & Accounting (taxes) | 6345.000 | 1,750.00 | 1,800.00 | - | 1,850.00 | 1,850.00 | 1,850.00 | - | 1,850.00 | |
| Legal Opinion: Agent Fees | 6346.000 | 3,000.00 | - | - | - | - | - | - | - | |
| Legal Opinion: Bylaw Review | 6350.000 | - | - | - | - | - | - | - | - | \$10k estimate |
| Legislative /Council | 6360.000 | 1,935.61 | 2,268.13 | 2,367.95 | 1,706.00 | 4,099.00 | 4,000.00 | 2,899.78 | 3,000.00 | Bill Review |
| Legis. Advocate - Fees | 6365.000 | 156,000.00 | 156,000.00 | 156,000.00 | 156,000.00 | 156,000.00 | 156,000.00 | 143,000.00 | 156,000.00 | |
| Legis. Advocate - Expenses | 6370.000 | 4,636.78 | 2,142.46 | 1,207.94 | 431.20 | 529.46 | 3,000.00 | 2,741.31 | 3,000.00 | Leg council requests \$2,000 budget to send Faith to Cap Con 2024 + \$1000 for other expenses |
| Medicare Summit Expenses | 6390.000 | 1,118.72 | 616.86 | - | - | - | - | - | - | |
| Medicare Task Force Chair | 6392.000 | - | - | - | - | - | - | - | - | |
| Management Fees - (CAMS) | 6400.000 | 183,120.00 | 183,120.00 | 183,120.00 | 183,120.00 | 188,613.60 | 188,613.00 | 172,895.80 | - | CAMS contract terminates 6/30/23 |
| Management Travel (CAMS) | 6405.000 | 4,706.51 | 6,489.05 | 3,525.66 | - | 1,524.77 | 1,500.00 | 1,257.03 | - | CAMS contract terminates 6/30/23 |
| Membership - General Exp | 6406.000 | 123.00 | - | - | - | - | - | - | - | |
| Management Fees - (Jaffe) | 6420.000 | - | - | - | - | - | - | 15,000.00 | 180,000.00 | Engagement with Jaffe started 5/1/23; monthly fee \$15k |
| Management Travel (Jaffe) | 6425.000 | - | - | - | - | - | - | - | 12,000.00 | Jaffe est. travel budget; \$1,000 per person per event + travel expenses |
| Membership Marketing - Supplies, Printing | 6445.000 | - | - | - | 50.00 | 300.00 | - | - | - | \$15k Tentative Telemarketing Activity based only on activity and sponsor revenue |
| NAHU Annual Convention | 6455.000 | 19,883.27 | 7,578.17 | 495.00 | 683.10 | 17,082.31 | 9,500.00 | - | 16,000.00 | Designated 8 delegates attend in person; \$2k cap |
| NAHU Cap Conference | 6460.000 | 18,672.89 | 3,500.00 | 6,000.00 | 1,592.00 | 7,199.22 | 5,250.00 | 6,903.56 | 8,000.00 | Designated (4) board members attend in person at \$2k cap |
| NAHU Cap Conference- Vanguard | 6463.000 | 1,200.00 | 11,847.99 | - | - | - | - | - | - | |
| NAHU Region 8 | 6462.000 | 1,132.05 | 2,626.98 | 404.22 | - | - | - | - | - | |
| Newsletter Printing | 6480.000 | - | - | - | - | - | - | - | - | |
| No on SB562/PR Newswire Plus | 6482.000 | - | - | - | - | - | - | - | - | |
| No On Single Payer Project | 6484.000 | - | - | - | - | - | - | - | - | |
| Office Supplies/Expense | 6485.000 | 3,642.85 | 3,367.93 | 2,013.75 | 3,198.83 | 2,483.96 | 1,000.00 | 3,885.04 | 1,000.00 | One time expense for CAHIP.com domain purchase of \$2,895 put the office expense line item over budget for 2022-23. |
| Podcast Editing | 6490.000 | - | - | 161.00 | - | 231.25 | - | - | - | |
| Postage - Admin | 6495.000 | 1,244.23 | 944.04 | 715.11 | 1,310.22 | 928.93 | 900.00 | 915.88 | 900.00 | |
| Printing - Admin | 6500.000 | 318.96 | 41.60 | 5.20 | 1.10 | 84.90 | 100.00 | 334.58 | 100.00 | |
| Public Affairs/Relations | 6508.000 | 645.67 | - | - | - | 14,372.50 | 5,000.00 | 382.58 | 1,500.00 | Newswires, etc. |
| Public Affairs Contractor | 6507.000 | 6,000.00 | 850.00 | - | - | 17,657.50 | 60,000.00 | 48,202.50 | - | Westbound Communications contract terminates 6/1/23 |
| Telephone/Fax/Internet | 6520.000 | 1,036.48 | 1,126.78 | 1,191.77 | 1,365.45 | 1,413.49 | 1,100.00 | 1,317.02 | 1,100.00 | |
| Website | 6525.000 | 2,688.13 | 2,752.10 | 4,055.72 | 9,239.98 | 5,471.83 | 5,000.00 | 5,891.80 | 4,275.00 | Star Chapter Subscription Fee (\$2,275 annual) + Channel Ready residual contract + GoDaddy Domain Hosting |
| Webinar Expenses | 6526.000 | - | 319.74 | - | 149.80 | - | - | 68.17 | - | |
| Prior Year Expenses | 6530.000 | - | (2,243.96) | - | 1,800.00 | - | - | - | - | |
| Statewide Leadership AHU Split | 6950.000 | - | - | - | 1,400.00 | - | - | - | - | |
| Income Tax Exp | 7100.000 | - | 10.00 | 25.00 | 10.00 | (10.00) | - | - | - | |
| TOTAL Expenses | | 526,666.05 | 457,249.89 | 392,358.55 | 388,888.76 | 456,396.20 | 483,203.00 | 430,862.72 | 429,325.00 | |
| NET PROFIT | | (187,056.45) | (72,686.00) | (16,669.55) | (52,163.09) | (77,603.68) | (105,039.52) | (152,929.26) | (44,725.00) | |
| | | | | | | | | | | |
| | | Stephanie B | Dave Fear Jr. | Bruce B | Maggie S | | | Sue W.L. | | Tim Kanter |
| Statewide Leadership Conference - SLC (NEW 7/22) | | HCS - Pechanga | HCS - San Diego | HCS - Costa Mesa | HCS - Virtual | N/A | | SLC Sheraton Univer | | CAHIP Innovate |
| Income | | | | | | | | | | |
| Engage/SLC Registration | 4210.001 | 17,046.00 | 23,065.00 | 20,659.60 | 11,214.00 | - | 5,743.00 | 6,326.00 | | |
| Engage/SLC Vendors - Exhibitors | 4220.001 | 26,000.00 | 33,950.00 | 25,500.00 | 3,696.00 | - | 1,500.00 | 1,500.00 | | |
| Engage/SLC Event Sponsors | 4230.001 | 81,687.52 | 46,687.50 | 52,875.00 | 29,608.50 | - | - | - | | |
| Engage/SLC Annual Sponsors/ 50% Split | 4235.001 | - | 1,344.00 | - | - | - | 24,500.00 | 20,700.00 | | |
| Engage/SLC - NAHU Certification Sponsorsh | 4265.001 | - | - | - | - | - | - | - | | |
| TOTAL Income | | 124,733.52 | 105,046.50 | 99,034.60 | 44,518.50 | - | 31,743.00 | 28,526.00 | - | |
| Expenses | | | | | | | | | | CAHIP INNOVATE |
| SLC A/V | 6540.001 | 2,631.40 | 21,598.39 | 26,978.73 | 8,796.82 | - | 10,000.00 | 6,417.41 | | |
| SLC - Room Rental | 6547.001 | - | 3,725.05 | - | - | - | - | - | - | duplicate account number |
| SLC - Decorations | 6550.001 | - | - | 256.50 | - | - | - | - | - | |
| SLC Door Prize | 6552.001 | - | 1,350.20 | 505.95 | 755.34 | - | - | - | - | |
| SLC Entertainment Expense | 6553.000 | - | - | 300.00 | - | - | 300.00 | - | - | |
| SLC Food & Beverage | 6555.001 | 32,871.97 | 52,881.34 | 33,690.09 | - | - | 30,000.00 | 28,300.53 | | Anaheim |
| SLC Partner Fee | 6559.001 | - | 1,536.00 | 510.50 | - | - | - | 98.74 | - | |
| SLC - Other/ Pipe & Drape | 6560.001 | 464.85 | - | 879.00 | - | - | 400.00 | - | - | |
| SLC - Photography | 6565.001 | 1,500.00 | - | - | - | - | - | - | - | |
| SLC Postage & Shipping | 6570.001 | 641.56 | 1,110.89 | 801.27 | - | - | 1,000.00 | 741.12 | | |
| SLC Room Rental | 6580.001 | - | - | - | - | - | 3,150.00 | 3,150.00 | | |
| SLC Signs | 6585.001 | - | 773.36 | 1,470.00 | - | - | 1,000.00 | - | | |
| SLC Speakers | 6590.001 | 5,395.97 | 16,753.71 | 12,197.54 | 6,245.00 | - | 10,000.00 | 3,970.04 | | |
| SLC Supplies | 6600.001 | 534.56 | 279.98 | 599.98 | 100.00 | - | 1,460.00 | 1,574.86 | | |

| | | Year-Ended | Year-Ended | Year-Ended | Year-Ended | Year-Ended | Operating Budget 4/18/23 | 11 months | Proposed Budget | |
|--|----------------|--------------------|--------------------|--------------------|--------------------|------------------|--------------------------|--------------------|------------------|---|
| | Acct # | 30-Jun-18 | 30-Jun-19 | 30-Jun-20 | 30-Jun-21 | 30-Jun-22 | 2022/2023 | YTD | 2023/2024 | Notes |
| TOTAL Expenses | | 44,040.31 | 100,008.92 | 78,189.56 | 15,897.16 | - | 57,310.00 | 44,252.70 | - | |
| NET PROFIT | | 80,693.21 | 5,037.58 | 20,845.04 | 28,621.34 | - | (25,567.00) | (15,726.70) | - | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| Region 8 | 4700.00 | | | | | | | | | |
| Income | | | | | | | | | | |
| Region 8 Registration | 4710.000 | | | | | | | | 18,900.00 | \$189 registration estimated 100 paid registrations (discounted chapter price) (\$229 late reg fee) |
| Region 8 - Exhibitors | 4720.000 | | | | | | | | 5,000.00 | Goal: \$5,000 |
| Region 8 Event Sponsors | 4730.000 | | | | | | | | 5,000.00 | Goal: \$5,000 |
| Region 8 Annual Sponsors/ 50% Split | 4735.000 | | | | | | | | 41,000.00 | Annual Sponsors Goal \$82,000; 50% split annual events - no vanguard |
| TOTAL Income | | | | | | | | | 69,900.00 | |
| Expenses | | | | | | | | | | |
| Region 8 A/V | 8540.002 | 2,631.40 | 21,598.39 | 26,978.73 | 8,796.82 | - | - | - | 12,000.00 | |
| Region 8 Food & Beverage | 8555.002 | 32,871.97 | 52,881.34 | 33,690.09 | - | - | - | - | 34,000.00 | |
| Region 8 - Other/ Pipe & Drape | 8560.001 | 464.85 | - | 879.00 | - | - | 400.00 | - | 400.00 | Table Drape |
| Region 8 Postage & Shipping | 8570.001 | 641.56 | 1,110.89 | 801.27 | - | - | 1,000.00 | 741.12 | 750.00 | |
| Region 8 Room Rental | 8580.002 | - | - | - | - | - | - | - | 2,100.00 | |
| Region 8 Signs | 8585.002 | - | 773.36 | 1,470.00 | - | - | - | - | 1,000.00 | |
| Region 8 Speakers | 8590.002 | 5,395.97 | 16,753.71 | 12,197.54 | 6,245.00 | - | - | - | 4,000.00 | Speakers travel reimbursement |
| Region 8 Supplies | 8600.002 | 534.56 | 279.98 | 599.98 | 100.00 | - | - | - | 1,500.00 | |
| TOTAL Expenses | | 42,540.31 | 93,397.67 | 76,616.61 | 15,141.82 | - | 1,400.00 | 741.12 | 55,750.00 | |
| NET PROFIT | | (42,540.31) | (93,397.67) | (76,616.61) | (15,141.82) | - | (1,400.00) | (741.12) | 14,150.00 | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| Capitol Summit - 5/2024 | | | | | | | Sue W.L. | | | Tim Kanter |
| Income | | | | | | | | | | |
| Capitol Summit Registration | 4300.002 | 16,045.00 | 18,670.00 | - | 5,945.00 | 15,662.00 | 18,900.00 | 16,629.00 | 19,900.00 | Paid Registration Goal 100 @\$199 |
| Capitol Summit Programs Ads | 4310.002 | - | - | - | 500.00 | - | 1,000.00 | - | 1,000.00 | |
| Capitol Summit Annual Sponsorships (50% split) | 4320.002 | 61,937.52 | 54,262.50 | - | 62,937.50 | 49,725.00 | 24,500.00 | 25,200.00 | 41,000.00 | Annual Sponsor Revenue Goal \$82,000; 50% split annual events - no vanguard |
| Capitol Summit Event Sponsors & Exhibitor | 4325.002 | 4,475.00 | 4,100.00 | - | - | 1,248.40 | 25,000.00 | 14,000.00 | 14,000.00 | \$20k Stretch Goal |
| TOTAL Income | | 82,457.52 | 77,032.50 | - | 69,382.50 | 66,635.40 | 69,400.00 | 55,829.00 | 75,900.00 | |
| Expenses - 5/2024 | | | | | | | | | | |
| Capitol Summit - A/V | 6660.002 | 3,297.50 | 3,234.87 | - | - | 9,668.82 | 7,000.00 | 7,747.25 | 8,000.00 | |
| Capitol Summit - Food & Beverage | 6670.002 | 18,867.00 | 20,933.01 | - | - | 18,449.42 | 30,000.00 | 21,769.58 | 30,000.00 | |
| Capitol Summit - Gratuities | 6655.002 | - | - | - | - | - | - | - | - | |
| Capitol Summit - Online Regist Fees | 6685.002 | - | - | - | 170.82 | - | - | - | - | |
| Capitol Summit - Legis Packets | 6680.002 | - | - | - | - | 412.53 | 500.00 | - | 500.00 | |
| Capitol Summit - Pstg/Ship | 6670.002 | - | 16.00 | - | - | - | - | - | - | |
| Capitol Summit - Printing | 6695.002 | 2,196.11 | 2,476.84 | - | - | 1,149.11 | 1,000.00 | 1,634.15 | 1,650.00 | Program/Talking Point Folders for legislators |
| Capitol Summit - Room Rental | 6700.002 | - | 1,141.88 | - | - | 1,794.38 | 1,900.00 | 1,650.00 | 1,650.00 | |
| Capitol Summit - Partner Fee | 6686.002 | - | - | - | 19.56 | 572.03 | - | 548.48 | - | |
| Capitol Summit - Speakers | 6710.002 | 4,084.37 | - | - | 3,090.00 | 3,781.40 | 3,000.00 | 1,333.10 | 2,500.00 | Speakers travel reimbursements |
| Capitol Summit - Sponsor/Promo Items | 6686.002 | - | - | - | - | 463.60 | - | - | - | |
| Capitol Summit - Supplies | 6720.002 | 431.57 | 772.40 | - | 839.65 | 604.67 | 500.00 | 582.48 | 500.00 | |
| Capitol Summit - Signage & Decorations | 6730.002 | - | - | - | - | 461.10 | 500.00 | - | 500.00 | |
| Capitol Summit - Transportation | 6735.002 | 949.52 | - | - | - | - | - | - | - | |
| Capitol Summit - Travel/Meals | 6740.002 | 259.00 | - | - | - | - | - | - | - | duplicate account number |
| TOTAL Expenses | | 30,085.07 | 28,575.00 | - | 4,120.03 | 37,357.06 | 44,400.00 | 35,265.04 | 45,300.00 | |
| NET PROFIT | | 52,372.45 | 48,457.50 | - | 65,262.47 | 29,278.34 | 25,000.00 | 20,563.96 | 30,600.00 | |
| | | | | | | | | | | |
| | | | | | | | | | | |
| WLS - Not a sponsored event in 2023 | | | | | | | | | | |
| Income | | | | | | | | | | |
| WLS Registration | 4360.004 | - | 28,925.00 | - | 572.50 | 30,250.00 | - | - | - | |
| WLS Sponsor Partners | 4380.004 | - | 9,600.00 | - | - | 46,100.00 | - | - | - | |
| WLS Annual Sponsor Split | 4385.004 | - | 175.00 | - | - | 29,925.00 | - | - | - | |

| | | Year-Ended | Year-Ended | Year-Ended | Year-Ended | Year-Ended | Operating Budget 4/18/23 | 11 months | Proposed Budget | |
|--|---------------|------------------|------------------|------------------|------------------|-------------------|--------------------------|------------------|------------------|--|
| | <i>Acct #</i> | <u>30-Jun-18</u> | <u>30-Jun-19</u> | <u>30-Jun-20</u> | <u>30-Jun-21</u> | <u>30-Jun-22</u> | <u>2022/2023</u> | <u>YTD</u> | <u>2023/2024</u> | <u>Notes</u> |
| | | | | | | | | <u>31-May-23</u> | | |
| WLS MARS Squad | 4390.004 | - | 8,000.00 | - | - | 8,250.00 | | - | - | |
| WLS Shirts | 4410.004 | - | 600.00 | - | - | 1,325.00 | | - | - | |
| WLS Ladies Night Out | 4430.004 | - | - | - | - | 4,250.00 | | - | - | |
| TOTAL Income | | - | 46,700.00 | - | 572.50 | 120,100.00 | - | - | - | |
| Expenses | | | | | | | | | | |
| WLS - Audio/Visual | 6780.004 | - | - | - | - | 7,418.71 | | - | - | |
| WLS - Decorations | 6790.004 | - | 520.00 | - | - | 4,994.66 | | - | - | |
| WLS - Eventzilla fees | 6800.004 | - | 200.97 | - | - | 735.79 | | - | - | |
| WLS - Food & Beverage | 6810.004 | - | 35,170.00 | - | - | 40,512.63 | | - | - | |
| WLS - Giveaways | 6820.004 | - | 3,060.87 | - | - | 3,133.46 | | - | - | |
| WLS - Ladies Night Out | 6830.004 | - | - | - | - | 8,959.17 | | - | - | |
| WLS - Postage/Shipping | 6840.004 | - | 1,087.45 | - | - | 2,411.56 | | - | - | |
| WLS - Printing | 6850.004 | - | 107.32 | - | - | 2,047.36 | | - | - | |
| WLS - Signs | 6860.004 | - | - | - | - | - | | - | - | |
| WLS - Speakers Fees/Expenses | 6870.004 | - | - | - | - | 1,526.20 | | - | - | |
| WLS - Travel/Staff Rooms | 6875.004 | - | 297.22 | - | - | 3,425.90 | | - | - | |
| WLS - Summit Shirts | 6880.004 | - | - | - | - | 1,032.00 | | - | - | |
| WLS - Supplies | 6890.004 | - | 3,883.98 | - | - | 2,633.19 | | - | - | |
| WLS - Swag | 6900.004 | - | - | - | - | 636.62 | | - | - | |
| TOTAL Expenses | | - | 44,327.81 | - | - | 79,467.25 | - | - | - | |
| NET PROFIT | | - | 2,372.19 | - | 572.50 | 40,632.75 | - | - | - | |
| Vanguard | | | | | | | | | | |
| Vanguard Event - Reg (SLC) | 4270.001 | 6,188.00 | 2,150.00 | 1,465.00 | - | | 3,500.00 | | - | How will 5% annual sponsor revenue split between 2 SLC Events? |
| Vanguard Event - Sponsor (SLC) | 4360.003 | 2,000.00 | 4,312.51 | 4,750.00 | 2,937.50 | | | | | |
| Vanguard Event - Reg (Cap Sum) | 4330.002 | 2,912.00 | 240.00 | - | - | 595.00 | 3,500.00 | 2,240.00 | - | 2024 |
| Vanguard Event - Sponsor (Cap Sum) | 4340.002 | - | 4,837.51 | - | 8,187.50 | 8,925.00 | - | 5,600.00 | - | |
| Total Income | | 11,100.00 | 11,540.02 | 6,215.00 | 11,125.00 | 9,520.00 | 7,000.00 | 7,840.00 | - | |
| Expenses | | | | | | | | | | |
| Vanguard Event - Donation (SLC) | 6750.003 | - | - | - | - | | - | - | - | |
| Vanguard Event - Entertainment (SLC) | 6760.003 | 513.30 | - | 700.00 | 1,000.00 | | - | - | - | |
| Vanguard Event - F&B (SLC) | 6770.003 | 4,876.35 | 1,376.99 | 6,507.03 | - | | - | - | - | Two Events in 2024? |
| Vanguard Event - Prizes | 6635.001 | 781.41 | - | - | 1,280.31 | | | | | |
| Vanguard Event - Printing Expense | 6640.001 | 177.15 | 53.51 | - | - | | | | | |
| Vanguard Event - Supplies (Fall) | 6780.003 | - | - | - | - | | | | | |
| Vanguard Event - Donation (Spring) | 6790.003 | - | - | - | - | | | | | |
| Vanguard Event - Entertainment (Cap Sum) | 6800.003 | - | - | - | - | | | | | |
| Vanguard Event - F&B (Cap Sum) | 6755.002 | 2,456.92 | 222.85 | - | 239.18 | 5,419.44 | 3,500.00 | 3,445.56 | - | 2024 Event |
| Vanguard Event - Supplies (Cap Sum) | 6760.002 | - | - | - | - | 591.30 | | 109.08 | | |
| Total Expenses | | 8,805.13 | 1,653.35 | 7,207.03 | 2,519.49 | 6,010.74 | 3,500.00 | 3,554.64 | - | |
| Net Profit(Loss) | | 2,294.87 | 9,886.67 | (992.03) | 8,605.51 | 3,509.26 | 3,500.00 | 4,285.36 | - | |