

Statement of Activity

California Agents and Health Insurance Professionals

July 1, 2024-June 30, 2025

DISTRIBUTION ACCOUNT	TOTAL			
	JUL 1 2024 - JUN 30 2025	JUL 1 2023 - JUN 30 2024 (PY)	\$ CHANGE (PY)	% CHANGE (PY)
Income				
Capitol Summit	0	0	0	
4300 CapSum - Registration	18,380.14	9,672.00	8,708.14	90.03 %
4320 CapSum - Annual Sponso	31,000.00	37,497.62	-6,497.62	-17.33 %
4325 CapSum - Exh./Event Sp	10,000.00	14,700.00	-4,700.00	-31.97 %
Total for Capitol Summit	\$59,380.14	\$61,869.62	-\$2,489.48	-4.02 %
Engage/SLC Income	0	0	0	
4210 Engage/SLC - Registration	16,207.00	17,604.00	-1,397.00	-7.94 %
4220 Engage/SLC - Vendors	14,000.00	20,145.00	-6,145.00	-30.5 %
4230 Engage/SLC - Event Sponsors	22,929.00	17,850.00	5,079.00	28.45 %
4235 Engage/SLC - Annual Sponsor	34,000.00	11,497.62	22,502.38	195.71 %
Total for Engage/SLC Income	\$87,136.00	\$67,096.62	\$20,039.38	29.87 %
General Income	0	0	0	
4000 Membership Dues - NABIP	282,223.69	329,505.52	-47,281.83	-14.35 %
4100 Continuing Education Fees	1,682.00	867.75	814.25	93.83 %
4850 Unrealized gain/loss o	29.28	682.75	-653.47	-95.71 %
4900 Miscellaneous Income	4,920.90	500.00	4,420.90	884.18 %
4910 Member Meeting Webinar	250.00	1,125.00	-875.00	-77.78 %
7000 Interest Income	3,511.53	1,489.24	2,022.29	135.79 %
Total for General Income	\$292,617.40	\$334,170.26	-\$41,552.86	-12.43 %
Region 8 Conference	0	0	0	
4710 Region 8 Registration		9,897.00	-9,897.00	-100.0 %
4720 Region 8 - Exhibitors		5,250.00	-5,250.00	-100.0 %
4730 Region 8 Sponsors		12,500.00	-12,500.00	-100.0 %
4735 Region 8 Annual Sponsors		20,500.00	-20,500.00	-100.0 %
Total for Region 8 Conference	0	\$48,147.00	-\$48,147.00	-100.0 %
Services		750.00	-750.00	-100.0 %
Total for Income	\$439,133.54	\$512,033.50	-\$72,899.96	-14.24 %
Cost of Goods Sold				
Gross Profit	\$439,133.54	\$512,033.50	-\$72,899.96	-14.24 %
Expenses				
Board Expenses	0	0	0	
6120 BOD - Banquet	2,622.00		2,622.00	
6140 BOD - Printing	95.32		95.32	
6150 Board - Supplies	311.17	149.90	161.27	107.59 %
6160 BOD - Travel & Lodging	6,013.67	11,256.61	-5,242.94	-46.58 %
6180 BOD - Officer - President	3,234.43	3,313.34	-78.91	-2.38 %
6190 BOD - Officer - Pres Elect	189.25		189.25	
6230 BOD - Officer - VP Legislation	50.00		50.00	
6105 BOD - Expenses		758.00	-758.00	-100.0 %
6135 BOD - Postage		39.00	-39.00	-100.0 %

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6170 BOD - Officer - Past President		250.00	-250.00	-100.0 %
Total for Board Expenses	\$12,515.84	\$15,766.85	-\$3,251.01	-20.62 %
Capitol Summit Expenses	0	0	0	
6660 Cap Sum - AV	5,353.57	5,703.44	-349.87	-6.13 %
6670 Cap Sum - F&B	26,007.15	24,788.52	1,218.63	4.92 %
6695 Cap Sum- Printing	1,150.54	961.21	189.33	19.7 %
6720 Cap Sum - Supplies	583.94	230.73	353.21	153.08 %
6700 Cap Sum - Room Rental		2,835.16	-2,835.16	-100.0 %
6710 Cap Sum - Speakers		2,500.00	-2,500.00	-100.0 %
6730 Cap Sum - Signage & Decor		562.75	-562.75	-100.0 %
Total for Capitol Summit Expenses	\$33,095.20	\$37,581.81	-\$4,486.61	-11.94 %
Contractor Expenses	0	0	0	
6345 Legal & Accounting (taxes)	1,850.00	1,850.00		0.0 %
6365 Legis. Advocate - Fees	142,000.00	151,115.50	-9,115.50	-6.03 %
6370 Legis. Advocate - Expenses	653.37	861.03	-207.66	-24.12 %
6420 Management Fees - Jaffe	176,000.00	180,000.00	-4,000.00	-2.22 %
6425 Management Travel (Jaffe)	7,906.79	12,201.85	-4,295.06	-35.2 %
6400 Management Fees - CAMS		1,060.00	-1,060.00	-100.0 %
6430 Commissions		525.00	-525.00	-100.0 %
Total for Contractor Expenses	\$328,410.16	\$347,613.38	-\$19,203.22	-5.52 %
Engage/SLC Expenses	0	0	0	
6540 Engage/SLC - Audio/Visual	5,433.00	7,240.32	-1,807.32	-24.96 %
6550 SLC - Decorations	157.70	163.61	-5.91	-3.61 %
6555 Engage/SLC - Food & Beverage	26,244.32	24,989.03	1,255.29	5.02 %
6560 SLC - Othe/Pipe & Drap	7,125.00	6,800.00	325.00	4.78 %
6580 Engage/SLC - Room Rental	1,754.00	1,469.49	284.51	19.36 %
6585 Engage/SLC - Signs	842.45	794.43	48.02	6.04 %
6590 Engage/SLC - Speakers	4,422.47	1,390.64	3,031.83	218.02 %
6600 Engage/SLC - Supplies	330.44	625.73	-295.29	-47.19 %
Total for Engage/SLC Expenses	\$46,309.38	\$43,473.25	\$2,836.13	6.52 %
General/Administrative Exp	0	0	0	
6030 Awards & Gifts	352.78	1,796.96	-1,444.18	-80.37 %
6050 Bank/Credit Card Fees	3,118.76	5,536.84	-2,418.08	-43.67 %
6300 Continuing Education E	2,011.03	2,451.07	-440.04	-17.95 %
6310 Dues/Subscriptions	2,795.59	2,975.38	-179.79	-6.04 %
6315 Foundation Expenses	50.00	44.00	6.00	13.64 %
6320 Insurance - All	1,282.00	4,473.67	-3,191.67	-71.34 %
6325 HUPAC Donation	2,000.00	2,000.00		0.0 %
6360 Legislative/Council	3,031.86	3,142.79	-110.93	-3.53 %
6485 Office Supplies/Expens	213.53	109.99	103.54	94.14 %
6495 Postage - Admin	1.01	482.19	-481.18	-99.79 %
6520 Telephone/Fax/Internet	863.50	942.00	-78.50	-8.33 %
6525 Website	3,740.82	6,093.11	-2,352.29	-38.61 %

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6500 Printing - Admin		0.10	-0.10	-100.0 %
6526 Webinar Expenses		50.00	-50.00	-100.0 %
6530 Prior Year Expenses		484.44	-484.44	-100.0 %
Total for General/Administrative Exp	\$19,460.88	\$30,582.54	-\$11,121.66	-36.37 %
NABIP Expenses	0	0	0	
6455 NABIP Annual Convention	10,761.09	10,321.86	439.23	4.26 %
6460 NABIP Cap Conference	6,500.00	5,988.66	511.34	8.54 %
Total for NABIP Expenses	\$17,261.09	\$16,310.52	\$950.57	5.83 %
Region 8 Expenses	0	0	0	
8540 Region 8 AV		7,801.64	-7,801.64	-100.0 %
8555 Region 8 F&B		23,377.99	-23,377.99	-100.0 %
8585 Region 8 Signs		664.67	-664.67	-100.0 %
8590 Region 8 Speakers		1,882.42	-1,882.42	-100.0 %
8600 Region 8 Supplies		351.91	-351.91	-100.0 %
Total for Region 8 Expenses	0	\$34,078.63	-\$34,078.63	-100.0 %
Total for Expenses	\$457,052.55	\$525,406.98	-\$68,354.43	-13.01 %
Net Operating Income	-\$17,919.01	-\$13,373.48	-\$4,545.53	-33.99 %
Other Income				
Other Expenses				
Net Other Income	0	0	0	
Net Income	-\$17,919.01	-\$13,373.48	-\$4,545.53	-33.99 %