

California Agents and Health Insurance Professionals

Statement of Activity

July 2023 - February 2024

	TOTAL			
	JUL 2023 - FEB 2024	JUL 2022 - FEB 2023 (PY)	CHANGE	% CHANGE
Revenue				
Capitol Summit				
4320 CapSum - Annual Sponso	24,747.62		24,747.62	
Total Capitol Summit	24,747.62		24,747.62	
Engage/SLC Income				
4210 Engage/SLC - Registration	17,415.00	6,326.00	11,089.00	175.29 %
4220 Engage/SLC - Vendors	20,145.00	1,500.00	18,645.00	1,243.00 %
4230 Engage/SLC - Event Sponsors	17,850.00	0.00	17,850.00	
4235 Engage/SLC - Annual Sponsor	11,497.62	20,700.00	-9,202.38	-44.46 %
Total Engage/SLC Income	66,907.62	28,526.00	38,381.62	134.55 %
General Income				
4000 Membership Dues - NABIP	214,008.11	192,244.43	21,763.68	11.32 %
4100 Continuing Education F	107.00	14.00	93.00	664.29 %
4600 Website Recognition		500.00	-500.00	-100.00 %
4850 Unrealized gain/loss o	371.61	-401.57	773.18	192.54 %
4900 Miscellaneous Income		100.00	-100.00	-100.00 %
4910 Member Meeting Webinar	350.00	4,755.00	-4,405.00	-92.64 %
7000 Interest Income	1,401.19	1,952.20	-551.01	-28.23 %
Total General Income	216,237.91	199,164.06	17,073.85	8.57 %
Region 8 Conference				
4710 Region 8 Registration	9,897.00		9,897.00	
4720 Region 8 - Exhibitors	5,250.00		5,250.00	
4730 Region 8 Sponsors	12,500.00		12,500.00	
4735 Region 8 Annual Sponsors	20,500.00		20,500.00	
Total Region 8 Conference	48,147.00		48,147.00	
Total Revenue	\$356,040.15	\$227,690.06	\$128,350.09	56.37 %
GROSS PROFIT	\$356,040.15	\$227,690.06	\$128,350.09	56.37 %
Expenditures				
Board Expenses				
6105 BOD - Expenses	1,645.54		1,645.54	
6135 BOD - Postage	29.15		29.15	
6150 Board - Supplies	104.75		104.75	
6160 BOD - Travel & Lodging	3,842.32	3,311.83	530.49	16.02 %
6180 BOD - Officer - President	290.47	1,477.74	-1,187.27	-80.34 %
6190 BOD - Officer - Pres Elect		235.32	-235.32	-100.00 %
Total Board Expenses	5,912.23	5,024.89	887.34	17.66 %

California Agents and Health Insurance Professionals

Statement of Activity

July 2023 - February 2024

	TOTAL			
	JUL 2023 - FEB 2024	JUL 2022 - FEB 2023 (PY)	CHANGE	% CHANGE
Contractor Expenses				
6345 Legal & Accounting (taxes)	1,850.00		1,850.00	
6365 Legis. Advocate - Fees	90,115.50	104,000.00	-13,884.50	-13.35 %
6370 Legis. Advocate - Expenses	13,861.03	739.94	13,121.09	1,773.26 %
6400 Management Fees - CAMS	1,060.00	125,742.35	-124,682.35	-99.16 %
6405 Management Travel (CAMS)		1,257.53	-1,257.53	-100.00 %
6420 Management Fees - Jaffe	120,000.00		120,000.00	
6425 Management Travel (Jaffe)	8,693.02		8,693.02	
6430 Commissions	525.00		525.00	
Total Contractor Expenses	236,104.55	231,739.82	4,364.73	1.88 %
Engage/SLC Expenses				
6540 Engage/SLC - Audio/Visual	7,240.32	6,417.41	822.91	12.82 %
6555 Engage/SLC - Food & Beverage	24,989.03	28,300.53	-3,311.50	-11.70 %
6559 SLC - Partner Fee		98.74	-98.74	-100.00 %
6560 SLC - Othe/Pipe & Drap	6,800.00		6,800.00	
6570 SLC - Postage & Shipping		741.12	-741.12	-100.00 %
6580 Engage/SLC - Room Rental	1,469.49	3,150.00	-1,680.51	-53.35 %
6585 Engage/SLC - Signs	794.43		794.43	
6590 Engage/SLC - Speakers	1,390.64	3,970.04	-2,579.40	-64.97 %
6600 Engage/SLC - Supplies	625.73	1,574.86	-949.13	-60.27 %
Total Engage/SLC Expenses	43,309.64	44,252.70	-943.06	-2.13 %
General/Administrative Exp				
6030 Awards & Gifts	1,515.36		1,515.36	
6050 Bank/Credit Card Fees	4,546.52	1,633.87	2,912.65	178.27 %
6300 Continuing Education E	840.52	719.93	120.59	16.75 %
6310 Dues/Subscriptions	2,422.98	2,294.50	128.48	5.60 %
6315 Foundation Expenses	44.00		44.00	
6320 Insurance - All	3,869.67	4,383.34	-513.67	-11.72 %
6325 HUPAC Donation	2,000.00	2,000.00	0.00	0.00 %
6360 Legislative/Council	1,600.00		1,600.00	
6485 Office Supplies/Expens	25.00	551.73	-526.73	-95.47 %
6495 Postage - Admin	482.19	531.58	-49.39	-9.29 %
6500 Printing - Admin	0.10	13.40	-13.30	-99.25 %
6507 Public Affairs Contrac		38,202.50	-38,202.50	-100.00 %
6508 Public Affairs/Relatio		382.58	-382.58	-100.00 %
6520 Telephone/Fax/Internet	628.00	713.63	-85.63	-12.00 %
6525 Website	2,711.12	3,373.16	-662.04	-19.63 %
6526 Webinar Expenses	50.00	5.86	44.14	753.24 %
6530 Prior Year Expenses	484.44		484.44	
Total General/Administrative Exp	21,219.90	54,806.08	-33,586.18	-61.28 %

California Agents and Health Insurance Professionals

Statement of Activity

July 2023 - February 2024

	TOTAL			
	JUL 2023 - FEB 2024	JUL 2022 - FEB 2023 (PY)	CHANGE	% CHANGE
Region 8 Expenses				
8540 Region 8 AV	7,801.64		7,801.64	
8555 Region 8 F&B	23,377.99		23,377.99	
8585 Region 8 Signs	664.67		664.67	
8590 Region 8 Speakers	1,882.42		1,882.42	
8600 Region 8 Supplies	351.91		351.91	
Total Region 8 Expenses	34,078.63		34,078.63	
Total Expenditures	\$340,624.95	\$335,823.49	\$4,801.46	1.43 %
NET OPERATING REVENUE	\$15,415.20	\$ -108,133.43	\$123,548.63	114.26 %
NET REVENUE	\$15,415.20	\$ -108,133.43	\$123,548.63	114.26 %