

	Month	YTD	23-2024 Proposed Budget		
Ordinary Income/Expense					
Income					
3000 · Membership Dues	6,211.02	25,023.22	26,000.00	*\$154 currently x 170 members; 2019 voted to increase 2% annually (need to file with NABIP to finalize for 1/1/24) = \$157.08/member	
3010 · Associate Membership Dues			0.00		
3100 · Registrations					
3100.1 · Professional Development					
3120 · Member Meetings	1,096.00	9,889.00	9,900.00		
Total 3100.1 · Professional Development					
3100.2 · Social Events	400.00	2,590.00	2,500.00		
3100.3 · Conference / Expo			600.00		
3230 · Conference Registration	37.50	18,437.50	18,000.00		
3250 · Conference Sponsorships		2,500.00	2,500.00		
3351 · Conference Exhibitor Registration - Additional booth attendee			0.00	(included in Conference Registration)	
Total 3100.3 · Conference / Expo	37.50	21,537.50	20,500.00		
3100 · Registrations - Other Super CE	0.00	0.00	0.00		
Total 3100 · Registrations	1,533.50	34,016.50	34,000.00		
3110 · Convenience Pass					
3200 · Sponsorships					
Premier Sponsor			0.00	10,000	0
3200.1 · Partner Sponsor	2,000.00	29,350.00	33,000.00	5500	6
3200.10 · Conference Sponsor		22,890.00	22,000.00		
3200.12 · Speaker Sponsor		1,250.00	1,250.00		
3200.13 · Exhibit Sponsorship	2,150.00	3,650.00	3,650.00		
3200.2 · Advocate Sponsor	1,000.00	6,040.00	12,000.00	4000	3
3200.3 · Large Agency Sponsor		2,500.00	2,500.00	2500	1
3200.4 · Agency Sponsor			0.00		
3200.5 · Agency Bundle		1,250.00	3,750.00	1250	3
3200.6 · Personal Sponsorships (emerald,ruby, saphyre)		4,000.00	550.00	1 diamond (\$500), 1 Emerald (\$50)	
3200.7 · Region IV Leadership Conference			0.00		
3200.8 · Member Meeting Sponsor		3,500.00	3,000.00	500	6
Webinar	334.00	1,072.00	0.00		
3200.9 · Social Sponsor	1,000.00	2,134.00	2,000.00		
3200.10 Day on the Hill					
3200.11 Summit Sponsor				0.00	1000? 7?
Total 3200 · Sponsorships	6,484.00	77,636.00	83,700.00		
Total Income	14,228.52	136,675.72	143,700.00		
Gross Profit	14,228.52	136,675.72	143,700.00		
Expense					
4000 · Facility Fees	1,647.61	25,946.58	26,000.00		
4100 · Catering	1,647.61	8,479.11	8,500.00		
4200 · Equipment Rental			0.00		
4300 · Presenter Costs			0.00		
4400 · Program Supplies		700.00	0.00		
4500 · Presenter Gift Cards			500.00		
4600 · Program Printing			700.00		
4900 · Other Program Costs			0.00		
5000 · Contract Admin		18,750.00	22,305.00	* accept Sandy's new contract \$1895 (\$1750 x 3, \$1895 x 9)	
5010 · Legislative Services	3,750.00	41,250.00	45,000.00		
5020 · Accounting Fees		6,246.00	7,800.00		
5030 · Website / Communications		353.06	350.00		
5100 · Office Supplies	83.03	1,537.84	1,500.00		
5120 · Printing & Copying		128.26	150.00		
5200 · Telephone & Fax		700.00	700.00		
5210 · Postage & Delivery		182.00	200.00		
? Convention Expenses					
Pipe and Drape			0.00		
Speakers			0.00		
Hotel fees, a/v and rental			0.00		
food and Bev			0.00		
5300 Meeting Expense		872.97	900.00		

5300.1 Other Meeting Expense-Medicare Summit			0.00	
5300.2 Webinar			0.00	
5310.1 - Travel & Lodging Legislative				
5310.1 Capital Conference			1,500.00	*scholarship to attract new board members and increase membership
5310.2 NAHU Annual Convention	1,372.77		1,500.00	*scholarship to attract new board members and increase membership
5400 - Bank Fees		121.19	150.00	
Dues & Subscriptions (MemberClicks)	1,078.54	7,831.78	7,900.00	
Merchant Discounts & Fees	270.57	4,020.93	4,000.00	
5400.5 - Licenses & Fees				
5520 - Volunteer Recognition			2,000.00	
5600 - Miscellaneous Expense			3,000.00	*per 2023 requested increase
5700 - Day on the Hill		2,500.00		
5715 - Region 4 Ldrship			0.00	
? Board meeting expenses			0.00	
? Board Retreat			500.00	
6100 - Insurance		1,287.00	1,317.00	
Total Expense	8,477.36	122,279.49	136,472.00	
Net Ordinary Income	5,751.16	14,396.23	7,228.00	
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