

Profit and Loss

National Association Of Benefits And Insurance Pro

July 1, 2024-April 25, 2025

DISTRIBUTION ACCOUNT	TOTAL
Income	
Day at the Capitol Income	0
DATC Attendees	5,485.00
DATC Sponsors	2,496.10
Total for Day at the Capitol Income	\$7,981.10
D&O Reimbursement from Chapters	500.00
Interest Earned	1,679.32
Membership Dues	0
General Memberships Dues	17,242.20
Total for Membership Dues	\$17,242.20
Sponsorship Revenue	0
Bronze	7,700.00
Gold	18,050.00
Platinum	6,000.00
Silver	2,600.00
Total for Sponsorship Revenue	\$34,350.00
State Symposium Revenue	0
Medicare Course	4,102.50
Symposium Attendees	16,035.37
Trip Raffle	5,278.51
Vendor/Exhibitor Revenues	6,585.00
Total for State Symposium Revenue	\$32,001.38
Total for Income	\$93,754.00
Cost of Goods Sold	
Gross Profit	\$93,754.00
Expenses	
Day at the Capitol Expense	3,788.70
General Operating Expenses	0
Accounting Fees	375.00
Awards	423.89
Bank Service Charges	\$138.42
Merchant Account Fees	522.35
PayPal Fees	407.67
Total for Bank Service Charges	\$1,068.44
Benevolence	294.37
Board Mtg Expenses (Not Travel)	311.77
Capitol Conference	4,937.42
Charity Event Expense	625.00

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General Sponsor Reimbursement	0
NIAHU	250.00
TVAHU	1,000.00
Total for General Sponsor Reimbursement	\$1,250.00
Government Affairs - Lobbyist	15,000.00
Insurance - D&O Liability	1,006.00
Office Supplies	291.28
Payroll Expenses	0
Workers Compensation Insurance	125.00
Total for Payroll Expenses	\$125.00
Postage, Mailing Service	329.60
Quickbooks Software	510.00
Technology / Website Fees	577.20
Total for General Operating Expenses	\$27,124.97
Payroll Expenses	0
Taxes	1,172.77
Wages	14,091.70
Total for Payroll Expenses	\$15,264.47
State Symposium Expenses	0
CE Course	3,070.40
CE Credits	1,175.88
EventBee Fees	688.50
Facility/Meeting Charges	13,580.90
Incidentals	736.10
Printing, Postage, & Supplies	117.37
Speaker Expenses-Banquet & Symp	3,000.00
Total for State Symposium Expenses	\$22,369.15
Total for Expenses	\$68,547.29
Net Operating Income	\$25,206.71
Other Income	
Day on the Hill	0
NAIFA split	29.01
Total for Day on the Hill	\$29.01
Region 7 Conference	0
Region 7 Attendee	11,498.69
Region 7 Sponsor	8,424.27
Total for Region 7 Conference	\$19,922.96
Total for Other Income	\$19,951.97

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Other Expenses	
Region 7 Expense	16,957.60
Total for Other Expenses	\$16,957.60
Net Other Income	\$2,994.37
Net Income	\$28,201.08