

# NABIP-Colorado

## Profit and Loss

July - December, 2024

|                                              | TOTAL              |                      |                    |                  |
|----------------------------------------------|--------------------|----------------------|--------------------|------------------|
|                                              | JUL - DEC, 2024    | JUL - DEC, 2023 (PY) | CHANGE             | % CHANGE         |
| Income                                       |                    |                      |                    |                  |
| 900 - Administration                         |                    |                      |                    |                  |
| 900.2 Interest                               |                    | 92.98                | -92.98             | -100.00 %        |
| <b>Total 900 - Administration</b>            |                    | <b>92.98</b>         | <b>-92.98</b>      | <b>-100.00 %</b> |
| 910- Annual Conference Income                |                    |                      |                    |                  |
| 910.1-Attendees                              | 195.00             | 40.00                | 155.00             | 387.50 %         |
| 910.2-Sponsors                               | 26,134.00          | 11,047.50            | 15,086.50          | 136.56 %         |
| <b>Total 910- Annual Conference Income</b>   | <b>26,329.00</b>   | <b>11,087.50</b>     | <b>15,241.50</b>   | <b>137.47 %</b>  |
| 930-Membership Dues                          |                    |                      |                    |                  |
| 930.1- Chapter Dues                          | 17,792.95          | 12,784.12            | 5,008.83           | 39.18 %          |
| <b>Total 930-Membership Dues</b>             | <b>17,792.95</b>   | <b>12,784.12</b>     | <b>5,008.83</b>    | <b>39.18 %</b>   |
| 950 950 - Day at Capitol Income              |                    |                      |                    |                  |
| 950.1 Attendees                              | 975.00             | 200.00               | 775.00             | 387.50 %         |
| 950.2 Sponsors                               | 16,221.00          | 9,827.50             | 6,393.50           | 65.06 %          |
| <b>Total 950 950 - Day at Capitol Income</b> | <b>17,196.00</b>   | <b>10,027.50</b>     | <b>7,168.50</b>    | <b>71.49 %</b>   |
| 970 Medicare Summit                          |                    |                      |                    |                  |
| 970.1 Medicare Summit Attendee Registration  | 4,968.00           |                      | 4,968.00           |                  |
| 970.2 Medicare Summit Sponsors               | 21,000.00          |                      | 21,000.00          |                  |
| <b>Total 970 Medicare Summit</b>             | <b>25,968.00</b>   |                      | <b>25,968.00</b>   |                  |
| <b>Total Income</b>                          | <b>\$87,285.95</b> | <b>\$33,992.10</b>   | <b>\$53,293.85</b> | <b>156.78 %</b>  |
| <b>GROSS PROFIT</b>                          | <b>\$87,285.95</b> | <b>\$33,992.10</b>   | <b>\$53,293.85</b> | <b>156.78 %</b>  |
| Expenses                                     |                    |                      |                    |                  |
| 100 Administration                           |                    |                      |                    |                  |
| 100.1-D&O Insurance                          | 1,475.17           |                      | 1,475.17           |                  |
| 100.100 CE Expenses                          | 20.00              |                      | 20.00              |                  |
| 100.101 CE Admin Processing                  | 202.50             |                      | 202.50             |                  |
| 100.102 CE Sircon Charges                    | 20.00              |                      | 20.00              |                  |
| <b>Total 100.100 CE Expenses</b>             | <b>242.50</b>      |                      | <b>242.50</b>      |                  |
| 100.2-Tax Preparation                        | 950.00             | 950.00               | 0.00               | 0.00 %           |
| 100.3-Postage                                | 19.70              |                      | 19.70              |                  |
| 100.4-Printing                               |                    | 213.96               | -213.96            | -100.00 %        |
| 100.5 - Liability Insurance                  | 1,062.00           |                      | 1,062.00           |                  |
| 100.6 Credit Card Fees                       | 1,324.17           | 397.20               | 926.97             | 233.38 %         |
| 100.7 Bank Checks                            |                    | 162.44               | -162.44            | -100.00 %        |
| 100.8 Affiliations                           |                    | 1,000.00             | -1,000.00          | -100.00 %        |
| 100.85 Storage Unit                          | 492.00             |                      | 492.00             |                  |
| 100.91 Quickbooks                            | 970.00             | 970.00               | 0.00               | 0.00 %           |
| <b>Total 100 Administration</b>              | <b>6,535.54</b>    | <b>3,693.60</b>      | <b>2,841.94</b>    | <b>76.94 %</b>   |

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|                                             | JUL - DEC, 2024    | JUL - DEC, 2023 (PY) | CHANGE             | % CHANGE         |
| 105 Board of Directors                      |                    |                      |                    |                  |
| 105.5 - Miscellaneous Expense               |                    | 488.99               | -488.99            | -100.00 %        |
| 105.7 Strategic Planning                    |                    |                      |                    |                  |
| 105.7.3 Curr Strategic Planning             |                    | 292.64               | -292.64            | -100.00 %        |
| <b>Total 105.7 Strategic Planning</b>       |                    | <b>292.64</b>        | <b>-292.64</b>     | <b>-100.00 %</b> |
| <b>Total 105 Board of Directors</b>         |                    | <b>781.63</b>        | <b>-781.63</b>     | <b>-100.00 %</b> |
| 115 NABIP                                   |                    |                      |                    |                  |
| 115.1-NAHU Region 7 Conference              | 2,000.00           |                      | 2,000.00           |                  |
| 115.2-NABIP Capitol Conference              | 360.00             |                      | 360.00             |                  |
| <b>Total 115 NABIP</b>                      | <b>2,360.00</b>    |                      | <b>2,360.00</b>    |                  |
| 115.4.2-2010 Strategic Planning             | 299.62             |                      | 299.62             |                  |
| 116 Day at the Capitol                      |                    |                      |                    |                  |
| 116.1 Venue                                 | 2,550.00           |                      | 2,550.00           |                  |
| 116.2 Food                                  |                    | 3,000.00             | -3,000.00          | -100.00 %        |
| 116.22 Day at the Capitol Reception         | 500.00             |                      | 500.00             |                  |
| <b>Total 116 Day at the Capitol</b>         | <b>3,050.00</b>    | <b>3,000.00</b>      | <b>50.00</b>       | <b>1.67 %</b>    |
| 118 Medicare Summit Expenses                |                    |                      |                    |                  |
| 118.1 Medicare F&B                          | 4,282.37           |                      | 4,282.37           |                  |
| 118.3 Medicare Speaker Costs                | 1,582.85           |                      | 1,582.85           |                  |
| 118.4 Medicare Printing                     | 247.77             |                      | 247.77             |                  |
| <b>Total 118 Medicare Summit Expenses</b>   | <b>6,112.99</b>    |                      | <b>6,112.99</b>    |                  |
| 120-NABIP National Conference               | 1,940.00           |                      | 1,940.00           |                  |
| 130 Annual Conference Expenses              |                    |                      |                    |                  |
| 130.1- Venue                                |                    | 500.00               | -500.00            | -100.00 %        |
| 130.2-Food                                  | 5,000.00           |                      | 5,000.00           |                  |
| 130.4-CE Credits                            | 20.00              |                      | 20.00              |                  |
| 130.7 Supplies                              | 141.27             |                      | 141.27             |                  |
| <b>Total 130 Annual Conference Expenses</b> | <b>5,161.27</b>    | <b>500.00</b>        | <b>4,661.27</b>    | <b>932.25 %</b>  |
| 150 Lobbyist                                |                    |                      |                    |                  |
| 150.1-Full Service                          | 23,500.02          | 23,500.02            | 0.00               | 0.00 %           |
| <b>Total 150 Lobbyist</b>                   | <b>23,500.02</b>   | <b>23,500.02</b>     | <b>0.00</b>        | <b>0.00 %</b>    |
| 160 Management Company                      |                    |                      |                    |                  |
| 160.1-Fees                                  | 30,000.00          | 28,500.00            | 1,500.00           | 5.26 %           |
| <b>Total 160 Management Company</b>         | <b>30,000.00</b>   | <b>28,500.00</b>     | <b>1,500.00</b>    | <b>5.26 %</b>    |
| 180 Website Expenses                        | 1,557.85           | 1,630.85             | -73.00             | -4.48 %          |
| 181 Webinar Tool                            | 102.30             | 497.35               | -395.05            | -79.43 %         |
| <b>Total Expenses</b>                       | <b>\$80,619.59</b> | <b>\$62,103.45</b>   | <b>\$18,516.14</b> | <b>29.81 %</b>   |
| NET OPERATING INCOME                        | <b>\$6,666.36</b>  | <b>\$ -28,111.35</b> | <b>\$34,777.71</b> | <b>123.71 %</b>  |
| NET INCOME                                  | <b>\$6,666.36</b>  | <b>\$ -28,111.35</b> | <b>\$34,777.71</b> | <b>123.71 %</b>  |