

National Association of Health Underwriters
HUPAC Administrative Fund
As of March 31, 2020

	YTD Actual	YTD Budget	Annual Budget
Income			
Member Contributions	27,186	25,000	90,000
Chapter Contributions	7,347	7,500	60,000
Sponsorships	43,000	15,000	40,000
Total Income	77,533	47,500	190,000
Expenses			
Administration <i>Database, Staff, Consultants</i>	30,351	32,526	109,404
Office Expense <i>Printing, postage Teleconference, subscriptions</i>	7,486	7,150	8,185
Banking Costs <i>Bank drafts, credit card</i>	3,682	3,624	14,500
Awards <i>Pins, ribbons, plaques, banners</i>	2,555	2,000	2,750
Capitol Conference <i>Luncheon, travel, meetings reception, fundraiser, booth</i>	50,880	59,000	59,000
Convention <i>Travel, meetings, booth</i>	-	-	12,000
Regional/Staff Travel	1,700	1,500	15,000
Total Expenses	96,654	105,800	220,839
Net Income	(19,121)	(58,300)	(30,839)

National Association of Health Underwriters
HUPAC Administrative Fund
As of June 30, 2020

	YTD Actual	YTD Budget	Annual Budget
Income			
Member Contributions	52,441	53,000	90,000
Chapter Contributions	28,195	28,700	60,000
Sponsorships	42,500	15,000	40,000
Total Income	123,136	96,700	190,000
Expenses			
Administration <i>Database, Staff, Consultants</i>	75,677	71,352	109,404
Office Expense <i>Printing, postage</i>	7,546	7,764	8,185
Banking Costs <i>Bank drafts, credit card</i>	7,433	7,248	14,500
Awards <i>Pins, ribbons, plaques, banners</i>	2,705	2,750	2,750
Capitol Conference <i>Luncheon, travel, meetings</i> <i>reception, fundraiser, booth</i>	53,730	59,000	59,000
Convention <i>Travel, meetings, booth</i>	-	12,000	12,000
Regional/Staff Travel	1,700	8,000	15,000
Total Expenses	148,791	168,114	220,839
Net Income	(25,655)	(71,414)	(30,839)

National Association of Health Underwriters
HUPAC Administrative Fund
As of September 30, 2020

	YTD Actual	YTD Budget	Annual Budget
Income			
Member Contributions	77,142	75,000	90,000
Chapter Contributions	53,425	60,000	60,000
Sponsorships	42,500	15,000	40,000
Total Income	173,067	150,000	190,000
Expenses			
Administration <i>Database, Staff, Consultants</i>	112,853	90,378	109,404
Office Expense <i>Printing, postage</i>	7,607	8,160	8,185
<i>Teleconference, subscriptions</i>			
Banking Costs <i>Bank drafts, credit card</i>	11,320	10,872	14,500
Awards <i>Pins, ribbons, plaques, banners</i>	2,705	2,750	2,750
Capitol Conference <i>Luncheon, travel, meetings</i>	53,730	59,000	59,000
<i>reception, fundraiser, booth</i>			
Convention <i>Travel, meetings, booth</i>	-	12,000	12,000
Regional/Staff Travel	1,700	15,000	15,000
Total Expenses	189,915	198,160	220,839
Net Income	(16,848)	(48,160)	(30,839)