

National Association of Health Underwriters
HUPAC Administrative Fund
As of September 31, 2018

| | YTD Actual | YTD Budget | Annual Budget |
|--|---------------|---------------|------------------|
| Income | | | |
| Member Contributions | 70,261 | 63,750 | 85,000 |
| Chapter Contributions | 66,911 | 75,000 | 75,000 |
| Sponsorships | 20,750 | 15,000 | 15,000 |
| | <hr/> | | |
| Total Income | 157,921 | 153,750 | 175,000 |
| Expenses | | | |
| Administration | 61,132 | 55,697 | 74,263 |
| <i>Database, Staff, filings</i> | | | |
| Office Expense | 3,120 | 8,858 | 8,921 |
| <i>Printing, postage</i> | | | |
| <i>Teleconference, subscriptions</i> | | | |
| Banking Costs | 11,909 | 7,875 | 10,500 |
| <i>Bank drafts, credit card</i> | | | |
| Awards | 3,905 | 3,000 | 3,000 |
| <i>Pins, ribbons, plaques, banners</i> | | | |
| Capitol Conference | 48,597 | 56,200 | 56,200 |
| <i>Luncheon, travel, meetings</i> | | | |
| <i>reception, fundraiser, booth</i> | | | |
| Convention | 7,931 | 16,000 | 16,000 |
| <i>Travel, meetings, booth</i> | | | |
| Regional Travel | 7,981 | 6,000 | 6,000 |
| | <hr/> | | |
| Total Expenses | 144,576 | 153,631 | 174,884 |
| | <hr/> | | |
| Net Income | 13,345 | 119 | 116 |