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03/02/17

Cash Basis

**New Jersey Association of Health Underwriters**  
**Profit & Loss**  
January through February 2017

	<u>Jan - Feb 17</u>
Ordinary Income/Expense	
Income	
301000 · Membership Dues	8,363.99
302000 · ARLHU Conference Income	
302300 · Exhibitors/Sponsors	92,550.00
302400 · Registration fees	1,490.00
302900 · Fees & Reg Golf	895.00
302000 · ARLHU Conference Income - Other	1,400.00
Total 302000 · ARLHU Conference Income	<u>96,335.00</u>
304000 · Advertising Revenue Newslette	16,450.00
330000 · Cap Conference Sponsorship	1,000.00
340000 · YAHU Event	-312.85
360000 · Sneak Peek Event	1,560.00
4191 · Interest	
4194 · Interest - Money Market	175.28
Total 4191 · Interest	<u>175.28</u>
Total Income	123,571.42
Expense	
400500 · Management fees	9,500.00
401400 · Bank Service Charges	6.00
401500 · e-newsletter fee	300.00
401550 · PayPal	116.68
401575 · Web Updates	180.00
401600 · Telephone	350.00
408000 · Miscellaneous	500.00
411100 · Capital Conference	
411102 · Cap Conference CC fees	15.30
411103 · Cap Conf Exec Director Attendee	1,123.80
411100 · Capital Conference - Other	1,305.00
Total 411100 · Capital Conference	<u>2,444.10</u>
413000 · Commission on Ad Sales	1,715.00
428000 · State Board	
428002 · Board Meeting Lunch	435.51
Total 428000 · State Board	<u>435.51</u>
431000 · Sneak Peek Event Expense	1,315.39
439000 · Website	200.00
441110 · Sponsorships/Exhibit Booths	20,000.00
456100 · Media Relations	5,600.00
600000 · Annual convention	
600013 · Convention Printing	3,543.75
600023 · Credit Card Processing Fees	277.53

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	<u>Jan - Feb 17</u>
Total 600000 · Annual convention	3,821.28
6110 · Automobile Expense	80.00
6180 · Insurance	
411900 · Liability Insurance	852.93
Total 6180 · Insurance	<u>852.93</u>
6270 · Professional Fees	
411700 · Lobbyist	4,000.00
Total 6270 · Professional Fees	<u>4,000.00</u>
Total Expense	<u>51,416.89</u>
Net Ordinary Income	<u>72,154.53</u>
Net Income	<u><u>72,154.53</u></u>