

New Jersey Association of Health Underwriters
Profit & Loss Prev Year Comparison
January 2018

	Jan 18	Jan 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
301000 · Membership Dues	8,160.58	4,852.00	3,308.58	68.2%
302000 · ARLHU Conference Income				
302300 · Exhibitors/Sponsors	53,266.67	57,600.00	-4,333.33	-7.5%
302400 · Registration fees	0.00	1,490.00	-1,490.00	-100.0%
302900 · Fees & Reg Golf	0.00	895.00	-895.00	-100.0%
Total 302000 · ARLHU Conference Income	53,266.67	59,985.00	-6,718.33	-11.2%
304000 · Advertising Revenue Newslette	500.00	8,050.00	-7,550.00	-93.8%
330000 · Cap Conference Sponsorship	0.00	1,000.00	-1,000.00	-100.0%
360000 · Sneak Peek Event	0.00	1,560.00	-1,560.00	-100.0%
4191 · Interest				
4194 · Interest - Money Market	92.54	92.08	0.46	0.5%
Total 4191 · Interest	92.54	92.08	0.46	0.5%
Total Income	62,019.79	75,539.08	-13,519.29	-17.9%
Expense				
void	0.00	0.00	0.00	0.0%
400500 · Management fees	4,800.00	4,750.00	50.00	1.1%
401400 · Bank Service Charges	0.00	4.00	-4.00	-100.0%
401500 · e-newsletter fee	150.00	150.00	0.00	0.0%
401550 · PayPal	30.00	86.68	-56.68	-65.4%
401575 · Web Updates	90.00	90.00	0.00	0.0%
401600 · Telephone	175.00	175.00	0.00	0.0%
411100 · Capital Conference				
411102 · Cap Conference CC fees	0.00	15.30	-15.30	-100.0%
411100 · Capital Conference - Other	0.00	1,305.00	-1,305.00	-100.0%
Total 411100 · Capital Conference	0.00	1,320.30	-1,320.30	-100.0%
413000 · Commission on Ad Sales	0.00	735.00	-735.00	-100.0%
428000 · State Board				
428002 · Board Meeting Lunch	243.92	211.44	32.48	15.4%
Total 428000 · State Board	243.92	211.44	32.48	15.4%
428100 · State of the State	2,000.00	0.00	2,000.00	100.0%
431000 · Sneak Peek Event Expense	0.00	1,315.39	-1,315.39	-100.0%
439000 · Website	100.00	100.00	0.00	0.0%
441110 · Sponsorships/Exhibit Booths	0.00	20,000.00	-20,000.00	-100.0%
456100 · Media Relations	2,800.00	2,800.00	0.00	0.0%
456200 · Miscellaneous expense	5,000.00	0.00	5,000.00	100.0%

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Cash Basis

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600000 · Annual convention				
600005 · Speakers	5,075.00	0.00	5,075.00	100.0%
600009 · Insurance	987.30	0.00	987.30	100.0%
600013 · Convention Printing	2,738.03	0.00	2,738.03	100.0%
600023 · Credit Card Processing Fees	342.00	277.53	64.47	23.2%
Total 600000 · Annual convention	<u>9,142.33</u>	<u>277.53</u>	<u>8,864.80</u>	<u>3,194.2%</u>
6110 · Automobile Expense	40.00	40.00	0.00	0.0%
6270 · Professional Fees				
411700 · Lobbyist	2,000.00	2,000.00	0.00	0.0%
Total 6270 · Professional Fees	<u>2,000.00</u>	<u>2,000.00</u>	<u>0.00</u>	<u>0.0%</u>
Total Expense	<u>26,571.25</u>	<u>34,055.34</u>	<u>-7,484.09</u>	<u>-22.0%</u>
Net Ordinary Income	<u>35,448.54</u>	<u>41,483.74</u>	<u>-6,035.20</u>	<u>-14.6%</u>
Net Income	<u><u>35,448.54</u></u>	<u><u>41,483.74</u></u>	<u><u>-6,035.20</u></u>	<u><u>-14.6%</u></u>