

NABIP Northeast Ohio Chapter Profit & Loss Budget Performance

January 1 through November 10, 2023

Ordinary Income/Expense	Jan 1 - Nov 10, 23	Budget	YTD Budget	2024 Proposed Budget
Income				
CEBS Class	0.00	0.00	0.00	
Bank Svcs. Discount	0.00	0.00	0.00	
CCI	4,250.00	5,000.00	5,000.00	4,000.00
Fund Raiser				
Keys	0.00	0.00	0.00	
Silent Auction	0.00	0.00	0.00	
Fund Raiser - Other	0.00	0.00	0.00	
Total Fund Raiser	0.00	0.00	0.00	
Golf Outing				
50/50 Drawing	0.00	0.00	0.00	
Contests - Strings/Putting,etc	0.00	0.00	0.00	
Dinner Only	160.00	0.00	0.00	
Gift Baskets	0.00	0.00	0.00	
Golfers	5,434.00	0.00	0.00	
Hole Sponsors	0.00	0.00	0.00	
Lob a Grenade	0.00	0.00	0.00	
Poker Run	0.00	0.00	0.00	
Skins	0.00	0.00	0.00	
Raffles	0.00	0.00	0.00	
Mulligans / Strings	160.00	0.00	0.00	
Contest Sponsors				
Longest Yard	126.00	0.00	0.00	
Closest to the Pin	144.00	0.00	0.00	
Contest Sponsors - Other	0.00	0.00	0.00	
Total Contest Sponsors	270.00	0.00	0.00	
Putting Contest	0.00	0.00	0.00	
Sponsors				
Bar Sponsor @ Dinner	0.00	0.00	0.00	
Birdie Beverage Sponsor	400.00	0.00	0.00	
Dixon Golf - Talent Sponsor	0.00	0.00	0.00	

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Driving Range Sponsor	150.00	0.00	0.00	
Eagle Sponsor	2,000.00	0.00	0.00	
Gold Sponsor	0.00	0.00	0.00	
Hole-In-One Sponsor	2,250.00	0.00	0.00	
Keg Sponsor	300.00	0.00	0.00	
Meal Sponsor	600.00	0.00	0.00	
Pin Sponsor	0.00	0.00	0.00	
Premier Sponsor	0.00	0.00	0.00	
Promo Item Sponsor	0.00	0.00	0.00	
Putting Green Sponsor	150.00	0.00	0.00	
Sign Sponsor	0.00	0.00	0.00	
Swag Bag Sponsor	1,500.00	0.00	0.00	
Tee Sponsor	1,625.00	0.00	0.00	
Sponsors - Other	0.00	0.00	0.00	
Total Sponsors	8,975.00	0.00	0.00	
Golf Outing - Other	0.00	15,000.00	15,000.00	15,000.00
Total Golf Outing	14,999.00	15,000.00	15,000.00	15,000.00
Healthcare Reform Series				
Dec. 2 Event - Grace M. Turner				
Attendees	0.00	0.00	0.00	
Sponsor	0.00	0.00	0.00	
Dec. 2 Event - Grace M. Turner - Other	0.00	0.00	0.00	
Total Dec. 2 Event - Grace M. Turner	0.00	0.00	0.00	
May 18th Event - S. Browning	0.00	0.00	0.00	
Healthcare Reform Series - Other	0.00	0.00	0.00	
Total Healthcare Reform Series	0.00	0.00	0.00	
Membership Dues	8,551.29	10,000.00	10,000.00	10,000.00
Newsletter Advertising	0.00	0.00	0.00	
Phone Refund	0.00	0.00	0.00	
Product Expo				
Attendees				
Extra booth worker	0.00	0.00	0.00	

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Full Day Attendees	0.00	0.00	0.00	
Lunch Only	0.00	0.00	0.00	
Attendees - Other	0.00	0.00	0.00	
Total Attendees	0.00	0.00	0.00	
Corporate table	0.00	0.00	0.00	
Keys Charity Drive	0.00	0.00	0.00	
Silent Auction	0.00	0.00	0.00	
Sponsors/Exhibitors				
Breakfast Sponsor	0.00	0.00	0.00	
Exhibit Booth				
Electricity	0.00	0.00	0.00	
Exhibit Booth - Other	0.00	0.00	0.00	
Total Exhibit Booth	0.00	0.00	0.00	
Handout sponsor	0.00	0.00	0.00	
Plasma TV	0.00	0.00	0.00	
Prime Sponsor	0.00	0.00	0.00	
Speaker Sponsor	0.00	0.00	0.00	
Sponsors/Exhibitors - Other	0.00	0.00	0.00	
Total Sponsors/Exhibitors	0.00	0.00	0.00	
Product Expo - Other	0.00	0.00	0.00	
Total Product Expo	0.00	0.00	0.00	
Monthly Program Income				
Legislative Program Sponsor	500.00	500.00	500.00	500.00
Medicare Summit				
Attendees	0.00	0.00	0.00	
Vendor	0.00	0.00	0.00	
Medicare Summit - Other	0.00	0.00	0.00	
Total Medicare Summit	0.00	0.00	0.00	
Monthly Program Income - Other	3,070.00	3,000.00	3,000.00	3,000.00
Total Monthly Program Income	3,570.00	3,500.00	3,500.00	3,500.00
Monthly Program Sponsor	50.00	1,000.00	1,000.00	
Presidential Charity	466.00	0.00	0.00	

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Products Expo				
Corporate table	0.00	0.00	0.00	
Extra booth worker	0.00	0.00	0.00	
Lunch only	0.00	0.00	0.00	
Full day attendee	8,850.00	0.00	0.00	
Raffle Prizes	920.00	0.00	0.00	
Silent Auction	0.00	0.00	0.00	
Sponsors/Exhibitors				
Bronze Sponsor	1,200.00	0.00	0.00	
Electricity	450.00	0.00	0.00	
Exhibit Booth				
Extra booth worker	245.00	0.00	0.00	
Exhibit Booth - Other	12,000.00	0.00	0.00	
Total Exhibit Booth	12,245.00	0.00	0.00	
Extra booth worker	0.00	0.00	0.00	
Gold Sponsor	5,000.00	0.00	0.00	
Meal Sponsor	6,500.00	0.00	0.00	
Prime Sponsor	0.00	0.00	0.00	
Silver Sponsor	5,400.00	0.00	0.00	
Speaker sponsor	2,500.00	0.00	0.00	
Sponsors/Platinum Sponsor	0.00	0.00	0.00	
Sponsors/Exhibitors - Other	0.00	0.00	0.00	
Total Sponsors/Exhibitors	33,295.00	0.00	0.00	
Products Expo - Other	0.00	30,000.00	30,000.00	30,000.00
Total Products Expo	43,065.00	30,000.00	30,000.00	35,000.00
Region III Meeting - Cleveland				
Registration	0.00	0.00	0.00	
Sponsorships/Exhibits	0.00	0.00	0.00	
Region III Meeting - Cleveland - Other	0.00	0.00	0.00	
Total Region III Meeting - Cleveland	0.00	0.00	0.00	
Scholarship	1,229.79	1,250.00	1,250.00	1,250.00
Social event	0.00	0.00	0.00	

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Sponsorships				
Leg Program	0.00	0.00	0.00	
Sponsorships - Other	5,000.00	1,000.00	1,000.00	5,000.00
Total Sponsorships	5,000.00	1,000.00	1,000.00	5,000.00
State/Regional / National Mtgs				
CAP Reimbursement	1,350.00	1,800.00	1,800.00	1,800.00
Convention Reimbursement	0.00	0.00	0.00	
OAHU Board meeting	0.00	0.00	0.00	
Region III reimbursement	0.00	0.00	0.00	
State/Regional / National Mtgs - Other	0.00	0.00	0.00	
Total State/Regional / National Mtgs	1,350.00	1,800.00	1,800.00	1,800.00
State/Regional/Nat'l Reimburse	0.00	0.00	0.00	
Ways & Means	0.00	0.00	0.00	
Total Income	82,531.08	68,550.00	68,550.00	75,550.00
Expense				
Administration				
American Express Fees	0.00	0.00	0.00	
Attorney Fees	0.00	0.00	0.00	
Constant Contact	0.00	0.00	0.00	
Credit Card Machine	0.00	0.00	0.00	
Internet	0.00	0.00	0.00	
Office Equipment	0.00	0.00	0.00	
Advertising	0.00	0.00	0.00	
Business Manager's Salary	20,000.00	24,000.00	24,000.00	24,000.00
Business Manager's Bonuses				
Benefits Forum	0.00	0.00	0.00	
Golf Outing	0.00	0.00	0.00	
Business Manager's Bonuses - Other	0.00	0.00	0.00	
Total Business Manager's Bonuses	0.00	0.00	0.00	
Phone	0.00	0.00	0.00	
State of Ohio Con't. Existence	0.00	0.00	0.00	
Storage	0.00	0.00	0.00	

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Distinguished service award	0.00	0.00	0.00	
Business Manager's Mileage	43.40	350.00	350.00	200.00
Bank Fees	1,709.96	1,700.00	1,700.00	1,700.00
Board Meeting	0.00	200.00	200.00	200.00
National / Reg. /State Mtgs.				
CAP Conference	7,002.53	3,000.00	3,000.00	3,000.00
Day at the Statehouse	0.00	0.00	0.00	
National Convention	0.00	1,000.00	1,000.00	1,000.00
OAHU Board Mtg. Mileage	0.00	0.00	0.00	
Region 3	0.00	0.00	0.00	
National / Reg. /State Mtgs. - Other	0.00	0.00	0.00	
Total National / Reg. /State Mtgs.	7,002.53	4,000.00	4,000.00	4,000.00
Donation	0.00	0.00	0.00	
HUPAC Administrative Fund	0.00	0.00	0.00	
Insurance	0.00	0.00	0.00	
Miscellaneous				
Refund for incorrect deposit ma	0.00	0.00	0.00	
Sunshine	0.00	0.00	0.00	
Miscellaneous - Other	0.00	0.00	0.00	
Total Miscellaneous	0.00	0.00	0.00	
Office Supplies	511.98	50.00	50.00	50.00 *This was s
Strategic Planning	0.00	0.00	0.00	
Postage/Delivery	6.60	10.00	10.00	10.00
Printing/Reproduction	728.85	400.00	400.00	600.00
Professional Fees				
Accountant	650.00	650.00	650.00	650.00
Accountant - Audit	0.00	0.00	0.00	
Legal Services	0.00	0.00	0.00	
Professional Fees - Other	0.00	0.00	0.00	
Total Professional Fees	650.00	650.00	650.00	650.00
Paypal Fee	0.00	0.00	0.00	
Survey (Programming/Membership)	0.00	0.00	0.00	

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Table Runner (NEOHUA)	0.00	0.00	0.00	
Taxes - IRS	0.00	0.00	0.00	
Vendor bank Fees	0.00	50.00	50.00	
Web Site / Technology				
Domain Name (3 Year)	19.99	25.00	25.00	25.00
Hootsuite	0.00	0.00	0.00	
MemberClicks	3,204.40	4,000.00	4,000.00	4,000.00
Web Hosting	150.00	150.00	150.00	150.00
Web Site / Technology - Other	0.00	0.00	0.00	
Total Web Site / Technology	3,374.39	4,175.00	4,175.00	4,175.00
Administration - Other	0.00	0.00	0.00	
Total Administration	34,027.71	35,585.00	35,585.00	35,585.00
Awards	0.00	0.00	0.00	
CEBS Course				
Event Admin.	0.00	0.00	0.00	
Instructor Fees	0.00	0.00	0.00	
CEBS Course - Other	0.00	0.00	0.00	
Total CEBS Course	0.00	0.00	0.00	
CDHC (2007) Administration	0.00	0.00	0.00	
Committee Expenses				
Membership Committee				
Postage for new member packet	0.00	0.00	0.00	
Contest	0.00	0.00	0.00	
Folders	0.00	0.00	0.00	
Membership Survey Printing	0.00	0.00	0.00	
Networking Events Admin.	0.00	0.00	0.00	
Note cards	0.00	0.00	0.00	
Promotional Items	0.00	0.00	0.00	
Roster	0.00	0.00	0.00	
Membership Committee - Other	0.00	500.00	500.00	500.00
Total Membership Committee	0.00	500.00	500.00	500.00
Leg Committee				

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Committee meeting	0.00	0.00	0.00	
Leg Committee - Other	0.00	500.00	500.00	500.00
Total Leg Committee	0.00	500.00	500.00	500.00
Social Event				
December				
Facility	0.00	0.00	0.00	
A/V	0.00	0.00	0.00	
December - Other	0.00	0.00	0.00	
Total December	0.00	0.00	0.00	
Social Event - Other	0.00	500.00	500.00	500.00
Total Social Event	0.00	500.00	500.00	500.00
Committee Expenses - Other	0.00	0.00	0.00	
Total Committee Expenses	0.00	1,500.00	1,500.00	1,500.00
Golf				
Committee Meeting	0.00	0.00	0.00	
Facility	3,604.00	4,000.00	4,000.00	4,000.00
Food/Beverage Service	3,136.00	4,000.00	4,000.00	4,000.00
Keg	0.00	0.00	0.00	
Prizes	1,377.31	3,000.00	3,000.00	2,000.00
Signage	555.96	2,000.00	2,000.00	1,000.00
Golf - Other	0.00	0.00	0.00	
Total Golf	8,673.27	13,000.00	13,000.00	11,000.00
Nominations				
Postage/Delivery	0.00	0.00	0.00	
Printing	0.00	0.00	0.00	
Nominations - Other	0.00	0.00	0.00	
Total Nominations	0.00	0.00	0.00	
Benefits Forum (Expo)				
A/V	2,180.90	0.00	0.00	
Book Purchase	0.00	0.00	0.00	
CE Program props	0.00	0.00	0.00	
Brochure	0.00	0.00	0.00	

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Centerpieces	0.00	0.00	0.00	
Committee Meeting	0.00	0.00	0.00	
Drawings	0.00	0.00	0.00	
Entertainment	0.00	0.00	0.00	
Facility	3,500.00	0.00	0.00	
Drawings / Prizes	200.00	0.00	0.00	
Meals	8,694.41	0.00	0.00	
Nametags/Ribbons	0.00	0.00	0.00	
Miscellaneous	0.00	0.00	0.00	
Signage/Booths	265.96	0.00	0.00	
Printing	214.38	0.00	0.00	
Office Supplies	0.00	0.00	0.00	
Postage/Delivery	0.00	0.00	0.00	
Room Charge	0.00	0.00	0.00	
Speaker Honorarium	0.00	0.00	0.00	
Silent Auction Item	0.00	0.00	0.00	
Speaker Expenses	0.00	0.00	0.00	
Speaker Honorarium/Gifts	42.25	0.00	0.00	
Table Decorations/attendee give	0.00	0.00	0.00	
Benefits Forum (Expo) - Other	0.00	12,000.00	12,000.00	15,000.00
Total Benefits Forum (Expo)	15,097.90	12,000.00	12,000.00	15,000.00
Credit Card Fee	0.00	0.00	0.00	
Monthly Program Expense	9,747.79	4,000.00	4,000.00	8,000.00 *This is exp
Past President's Gavel	106.70	150.00	150.00	150.00
Education Committee	0.00	0.00	0.00	
Newsletter				
Admin. bonus	0.00	0.00	0.00	
Newsletter - Other	0.00	0.00	0.00	
Total Newsletter	0.00	0.00	0.00	
MemberClicks	0.00	0.00	0.00	
Payroll Expenses	0.00	0.00	0.00	
Petty Cash	475.00	0.00	0.00	

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Public Relations	0.00	0.00	0.00	
Public Service				
Donation	0.00	0.00	0.00	
Public Service - Other	0.00	0.00	0.00	
Total Public Service	0.00	0.00	0.00	
Public Service Payout	0.00	0.00	0.00	
Region III Meeting				
Monday Evening Event	0.00	0.00	0.00	
Administration	0.00	0.00	0.00	
AV / Tech	0.00	0.00	0.00	
Break (Monday Afternoon)	0.00	0.00	0.00	
Breakfast (Tuesday)	0.00	0.00	0.00	
Copies, Folders, Name Tags	0.00	0.00	0.00	
Meeting Room Charge	0.00	0.00	0.00	
Overnight Room (speakers)	0.00	0.00	0.00	
Reception Cash Bar (Monday)	0.00	0.00	0.00	
Reception Food (Monday)	0.00	0.00	0.00	
Speaker Travel Costs	0.00	0.00	0.00	
Region III Meeting - Other	0.00	0.00	0.00	
Total Region III Meeting	0.00	0.00	0.00	
Scholarship Expenses	1,118.21	1,250.00	1,250.00	1,250.00
Total Expense	69,246.58	67,485.00	67,485.00	72,485.00
Net Ordinary Income	13,284.50	1,065.00	1,065.00	3,065.00
Other Income/Expense				
Other Income				
Interest Income	4.13	0.00	0.00	
Synchrony Bank	0.00	0.00	0.00	
Total Other Income	4.13	0.00	0.00	
Other Expense				
To Checking Account	0.00	0.00	0.00	
Total Other Expense	0.00	0.00	0.00	
Net Other Income	4.13	0.00	0.00	

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Net Income	<u>13,288.63</u>	<u>1,065.00</u>	<u>1,065.00</u>	<u>3,065.00</u>