

5:28 PM
09/14/18
Cash Basis

Desert Cities Association of Health Underwriters

Profit and Loss Standard

July 2017 through June 2018

| | <u>Jul '17 - Jun '18</u> |
|------------------------------------|--------------------------|
| Income | |
| 301 — Membership Dues | 1,561.82 |
| 304 — Monthly Luncheon Meeti... | 8,330.09 |
| 306 — Annual Sponsorships | 3,000.00 |
| 307 — Sales Symposium Income | 23,020.00 |
| 310 — Medicare Event | 2,000.00 |
| 350 — Interest Income | 38.08 |
| 355 — Member Contruibutions | 1,810.05 |
| 360 — Pala Senior Summit | 1,500.00 |
| | <hr/> |
| Total Income | 41,260.04 |
| Expense | |
| 404 — Monthly Luncheon Mtgs | 7,857.71 |
| 407 — Sales Symposium | 8,486.94 |
| 410 — Executive Director Fees | 6,293.66 |
| 411 — Executive Director Office... | 1,939.84 |
| 413 — Internet Expenses | 396.00 |
| 414 — President's Exp | 310.93 |
| 416 — Insurance Expense | 1,005.00 |
| 417 — Professional Fees | 550.00 |
| 418 — Membership Promotions | 100.00 |
| 420 — Legislative Activities | 4,653.84 |
| 440 — Credit Card Fees | 1,642.05 |
| 442 — Taxes | 20.00 |
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| Total Expense | 33,255.97 |
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| Net Income | 8,004.07 |