

NABIP-Maryland

Budget vs. Actuals: Budget_FY25-26_P&L - FY26 P&L

July 2025 - June 2026

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
Event Income				
Afternoon in Annapolis Income				
Afternoon in Annapolis Registration		350.00	-350.00	
Total Afternoon in Annapolis Income		350.00	-350.00	
EXPO Income				
EXPO Registrations				
EXPO Sponsorships		4,800.00	-4,800.00	
Total EXPO Income		104,800.00	-104,800.00	
Golf Income				
Golf Registrations				
Golf Sponsorships		14,400.00	-14,400.00	
Total Golf Income		23,000.00	-23,000.00	
Medicare Summit Income				
Medicare Registrations				
Medicare Sponsorships	320.00	1,759.00	-1,439.00	18.19 %
Total Medicare Summit Income	320.00	21,759.00	-21,439.00	1.47 %
Regional Meetings Income				
Regional Meeting Registrations				
Total Regional Meetings Income		1,100.00	-1,100.00	
Total Event Income	320.00	165,409.00	-165,089.00	0.19 %
Membership Dues	3,932.70	20,400.00	-16,467.30	19.28 %
Total Income	\$4,252.70	\$185,809.00	\$ -181,556.30	2.29 %
GROSS PROFIT	\$4,252.70	\$185,809.00	\$ -181,556.30	2.29 %
Expenses				
Administrative Expenses				
Constant Contact				
Credit Card Processing Fees	33.55	378.00	-1,466.45	2.24 %
PO Box	296.00	250.00	46.00	118.40 %
Postage/Supplies		200.00	-200.00	
QBs Online	6.70	860.00	-853.30	0.78 %
Web Site	120.00		120.00	
Net Solutions	6.49		6.49	
Web hosting		2,300.00	-2,300.00	
Website Update		1,400.00	-1,400.00	
Total Web Site	126.49	3,700.00	-3,573.51	3.42 %
Zoom Subscription		160.00	-160.00	
Total Administrative Expenses	462.74	7,048.00	-6,585.26	6.57 %
Awards and certificates				
Contract Labor				
Accounting		400.00	-400.00	
		2,000.00	-2,000.00	

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Bookkeeping		0.00	0.00	
Executive Director	4,750.00	24,750.00	-20,000.00	19.19 %
Lobbyist	6,000.00	36,000.00	-30,000.00	16.67 %
Total Contract Labor	10,750.00	62,750.00	-52,000.00	17.13 %
Contributions				
Charitable Contributions		1,000.00	-1,000.00	
Political Contributions		1,000.00	-1,000.00	
Total Contributions		2,000.00	-2,000.00	
Education & Seminars	35.00		35.00	
Event Expenses				
Afternoon In Annapolis Exp		1,400.00	-1,400.00	
Expo Expenses				
Board Attendee Tickets		1,125.00	-1,125.00	
Door Prizes		200.00	-200.00	
Entertainment		500.00	-500.00	
Executive Director Travel		1,700.00	-1,700.00	
Expo AV		3,500.00	-3,500.00	
Expo CE Filings and Submissions		800.00	-800.00	
Expo Photographer		500.00	-500.00	
Expo Printing		2,500.00	-2,500.00	
Expo Speaker Fee/Hotel Rooms		5,000.00	-5,000.00	
Expo Supplies		1,800.00	-1,800.00	
EXPO Venue Expenses		46,000.00	-46,000.00	
Gifts/Flowers		100.00	-100.00	
Total Expo Expenses		63,725.00	-63,725.00	
Golf Expenses				
Golf Beverage Cart		1,125.00	-1,125.00	
Golf Player Fees		10,000.00	-10,000.00	
Golf Prizes		500.00	-500.00	
Golf Signage		1,000.00	-1,000.00	
Golf Snacks		250.00	-250.00	
Total Golf Expenses		12,875.00	-12,875.00	
Medicare Summit Expenses				
CE Filing - Medicare		200.00	-200.00	
Printing - Medicare		250.00	-250.00	
Speaker Fees/Gifts		600.00	-600.00	
Supplies - Medicare		100.00	-100.00	
Venue - Medicare		4,000.00	-4,000.00	
Total Medicare Summit Expenses		5,150.00	-5,150.00	
Regional Meetings				
CE Filings	51.75		51.75	
Food and Drink Regional Meeting		6,100.00	-6,100.00	

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Total Regional Meetings	51.75	6,100.00	-6,048.25	0.85 %
Total Event Expenses	51.75	89,250.00	-89,198.25	0.06 %
Insurance				
Bond		0.00	0.00	
D & O Insurance		1,146.00	-1,146.00	
Total Insurance		1,146.00	-1,146.00	
Membership Promotions		400.00	-400.00	
Miscellaneous		300.00	-300.00	
NABIP PAC Contribution		500.00	-500.00	
National/Regional Meeting Reimbursements				
NABIP Cap Con		1,000.00	-1,000.00	
NABIP Convention	1,651.58	2,200.00	-548.42	75.07 %
NABIP Regional Conference		900.00	-900.00	
Total National/Regional Meeting Reimbursements	1,651.58	4,100.00	-2,448.42	40.28 %
Total Expenses	\$12,951.07	\$167,894.00	\$ -154,942.93	7.71 %
NET OPERATING INCOME	\$ -8,698.37	\$17,915.00	\$ -26,613.37	-48.55 %
Other Income				
Interest Income		2,608.24	-2,608.24	
Total Other Income	\$0.00	\$2,608.24	\$ -2,608.24	0.00%
NET OTHER INCOME	\$0.00	\$2,608.24	\$ -2,608.24	0.00 %
NET INCOME	\$ -8,698.37	\$20,523.24	\$ -29,221.61	-42.38 %