

NABIP-Maryland
Budget vs. Actuals: Budget_FY24_P&L - FY25 P&L
July 2024 - June 2025

	Actual	Budget	Total over Budget	% of Budget
Income				
Event Income			0.00	
Afternoon in Annapolis Income			0.00	
Afternoon in Annapolis Registration		350.00	-350.00	0.00%
Total Afternoon in Annapolis Income	\$ 0.00	\$ 350.00	-\$ 350.00	0.00%
EXPO Income			0.00	
EXPO Registrations	4,970.00	4,800.00	170.00	103.54%
EXPO Sponsorships	81,535.00	100,000.00	-18,465.00	81.54%
Total EXPO Income	\$ 86,505.00	\$ 104,800.00	-\$ 18,295.00	82.54%
Golf Income			0.00	
Golf Registrations	6,800.00	14,400.00	-7,600.00	47.22%
Golf Sponsorships	6,500.00	23,000.00	-16,500.00	28.26%
Total Golf Income	\$ 13,300.00	\$ 37,400.00	-\$ 24,100.00	35.56%
Medicare Summit Income			0.00	
Medicare Registrations	2,540.00	1,759.00	781.00	144.40%
Medicare Sponsorships	13,000.00	20,000.00	-7,000.00	65.00%
Total Medicare Summit Income	\$ 15,540.00	\$ 21,759.00	-\$ 6,219.00	71.42%
Regional Meetings Income			0.00	
Regional Meeting Registrations		1,100.00	-1,100.00	0.00%
Total Regional Meetings Income	\$ 0.00	\$ 1,100.00	-\$ 1,100.00	0.00%
Total Event Income	\$ 115,345.00	\$ 165,409.00	-\$ 50,064.00	69.73%
Membership Dues	18,576.97	20,400.00	-1,823.03	91.06%
Total Income	\$ 133,921.97	\$ 185,809.00	-\$ 51,887.03	72.08%
Gross Profit	\$ 133,921.97	\$ 185,809.00	-\$ 51,887.03	72.08%
Expenses				
Administrative Expenses			0.00	
Constant Contact	639.80	378.00	261.80	169.26%
Credit Card Processing Fees	2,234.93	1,500.00	734.93	149.00%
PO Box	282.00	250.00	32.00	112.80%
Postage/Supplies		200.00	-200.00	0.00%
QBs Online	1,069.20	860.00	209.20	124.33%
Web Site			0.00	
Net Solutions	225.31		225.31	
Web hosting	1,714.00	2,300.00	-586.00	74.52%
Website Update		1,400.00	-1,400.00	0.00%
Total Web Site	\$ 1,939.31	\$ 3,700.00	-\$ 1,760.69	52.41%
Zoom Subscription	170.49	160.00	10.49	106.56%
Total Administrative Expenses	\$ 6,335.73	\$ 7,048.00	-\$ 712.27	89.89%
Awards and certificates		400.00	-400.00	0.00%
Contract Labor			0.00	
Accounting	5,290.00	900.00	4,390.00	587.78%
Bookkeeping		4,000.00	-4,000.00	0.00%
Executive Director	57,000.00	54,000.00	3,000.00	105.56%
Lobbyist	36,000.00	36,000.00	0.00	100.00%
Total Contract Labor	\$ 98,290.00	\$ 94,900.00	\$ 3,390.00	103.57%
Contributions			0.00	

Charitable Contributions			1,000.00	-1,000.00	0.00%
Total Contributions	\$	0.00	\$ 1,000.00	-\$ 1,000.00	0.00%
Event Expenses				0.00	
Afternoon In Annapolis Exp			1,400.00	-1,400.00	0.00%
Day on the Hill Expense		220.41		220.41	
Expo Expenses				0.00	
After Celebration Dinner Bar		98.09		98.09	
Board Attendee Tickets			1,125.00	-1,125.00	0.00%
Door Prizes		150.00	200.00	-50.00	75.00%
Entertainment			500.00	-500.00	0.00%
Executive Director Travel			1,700.00	-1,700.00	0.00%
Expo AV		2,731.60	3,500.00	-768.40	78.05%
Expo CE Filings and Submissions		297.40	800.00	-502.60	37.18%
Expo Meals and Snacks		13,210.47		13,210.47	
Expo Photographer			500.00	-500.00	0.00%
Expo Printing		1,614.96	2,500.00	-885.04	64.60%
Expo Speaker Fee/Hotel Rooms		5,336.74	5,000.00	336.74	106.73%
Expo Supplies		278.54	1,800.00	-1,521.46	15.47%
EXPO Venue Expenses		7,400.00	41,325.00	-33,925.00	17.91%
Gifts/Flowers			100.00	-100.00	0.00%
Total Expo Expenses	\$	31,117.80	\$ 59,050.00	-\$ 27,932.20	52.70%
Golf Expenses				0.00	
Expo Golf Reception		7,393.87		7,393.87	
Golf Beverage Cart		1,104.03	1,125.00	-20.97	98.14%
Golf Breakfast		2,804.96		2,804.96	
Golf Giveaway		377.06		377.06	
Golf Player Fees		4,149.00	8,300.00	-4,151.00	49.99%
Golf Prizes			500.00	-500.00	0.00%
Golf Signage			1,000.00	-1,000.00	0.00%
Golf Snacks			250.00	-250.00	0.00%
Total Golf Expenses	\$	15,828.92	\$ 11,175.00	\$ 4,653.92	141.65%
Medicare Summit Expenses				0.00	
CE Filing - Medicare			200.00	-200.00	0.00%
Printing - Medicare		73.73	250.00	-176.27	29.49%
Speaker Fees/Gifts		1,142.69	600.00	542.69	190.45%
Supplies - Medicare		105.29	100.00	5.29	105.29%
Venue - Medicare		3,182.25	2,000.00	1,182.25	159.11%
Total Medicare Summit Expenses	\$	4,503.96	\$ 3,150.00	\$ 1,353.96	142.98%
Regional Meetings				0.00	
CE Filings		35.00		35.00	
Food and Drink Regional Meeting		1,580.93	6,100.00	-4,519.07	25.92%
Total Regional Meetings	\$	1,615.93	\$ 6,100.00	-\$ 4,484.07	26.49%
Total Event Expenses	\$	53,287.02	\$ 80,875.00	-\$ 27,587.98	65.89%
Insurance		2,058.00		2,058.00	
Bond			0.00	0.00	
D & O Insurance			1,146.00	-1,146.00	0.00%
Total Insurance	\$	2,058.00	\$ 1,146.00	\$ 912.00	179.58%
Membership Promotions		50.00	400.00	-350.00	12.50%
Miscellaneous			300.00	-300.00	0.00%
NABIP PAC Contribution		500.00	500.00	0.00	100.00%
NABIP-MD PAC Administrative Expenses				0.00	
PAC Quickbooks		13.00		13.00	
Total NABIP-MD PAC Administrative Expenses	\$	13.00	\$ 0.00	\$ 13.00	

National/Regional Meeting Reimbursements				0.00	
NABIP Cap Con	2,782.34	1,000.00	1,782.34	278.23%	
NABIP Convention	485.00	2,200.00	-1,715.00	22.05%	
NABIP Regional Conference		900.00	-900.00	0.00%	
Total National/Regional Meeting Reimbursements	\$ 3,267.34	\$ 4,100.00	-\$ 832.66	79.69%	
Total Expenses	\$ 163,801.09	\$ 190,669.00	-\$ 26,867.91	85.91%	
Net Operating Income	-\$ 29,879.12	-\$ 4,860.00	-\$ 25,019.12	614.80%	
Other Income					
Interest Income	1,077.54	2,608.24	-1,530.70	41.31%	
Total Other Income	\$ 1,077.54	\$ 2,608.24	-\$ 1,530.70	41.31%	
Net Other Income	\$ 1,077.54	\$ 2,608.24	-\$ 1,530.70	41.31%	
Net Income	-\$ 28,801.58	-\$ 2,251.76	-\$ 26,549.82	1279.07%	

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