



## **Financial Reporting Package**

**May 2026**

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NABIP

Revenues and Expenditures - Budget vs Actual

As of May 31, 2026

	<u>Actual</u> <u>MAY</u>	<u>Budget</u> <u>MAY</u>	<u>VARIANCE</u>	
			<u>\$\$</u>	<u>%</u>
<b>REVENUE</b>				
Membership Dues	338,264	351,433	(13,169)	-3.7%
Program Service Revenue	132,013	192,177	(60,164)	-31.3%
Investment Income	5,022	833	4,189	503%
<b>TOTAL REVENUES</b>	<b>475,299</b>	<b>544,444</b>	<b>(69,144)</b>	<b>-13%</b>
<b>EXPENSES</b>				
Personnel Cost	163,149	274,729	(111,580)	-41%
Occupancy / Rent	12,837	12,875	(38)	0%
Purchased Services	121,363	122,846	(1,483)	-1%
General and Administrative	67,992	71,125	(3,133)	-4%
Travel	6,218	24,566	(18,348)	-75%
<b>TOTAL EXPENSES</b>	<b>371,559</b>	<b>506,140</b>	<b>(134,581)</b>	<b>-27%</b>
<b>EBITDA</b>	<b>103,740</b>	<b>38,303</b>	<b>65,437</b>	<b>171%</b>
<b>DEPRECIATION &amp; AMORTIZATION</b>	<b>8,186</b>	<b>12,000</b>	<b>(3,814)</b>	<b>-32%</b>
<b>EARNINGS FROM OPERATIONS</b>	<b>95,554</b>	<b>26,303</b>	<b>69,251</b>	<b>263%</b>

NABIP  
Revenues and Expenditures - Monthly  
As of MAY 31, 2026

	<u>Actual</u> <u>JANUARY</u>	<u>Actual</u> <u>FEBRUARY</u>	<u>Actual</u> <u>MARCH</u>	<u>Actual</u> <u>APRIL</u>	<u>Actual</u> <u>MAY</u>
<b>REVENUE</b>					
Membership Dues	306,000	283,407	343,835	304,526	338,264
Program Service Revenue	137,841	120,731	71,823	127,038	132,013
Investment Income	7,539	7,049	(15,161)	19,867	5,022
<b>TOTAL REVENUES</b>	<b>451,379</b>	<b>411,187</b>	<b>400,498</b>	<b>451,430</b>	<b>475,299</b>
<b>EXPENSES</b>					
Personnel Cost	208,635	217,323	172,452	213,183	163,149
Occupancy / Rent	13,027	13,027	13,027	12,837	12,837
Purchased Services	124,437	106,876	107,365	107,129	121,363
General and Administrative	111,976	101,228	88,908	83,967	67,992
Travel	33,107	16,254	7,132	21,320	6,218
<b>TOTAL EXPENSES</b>	<b>491,183</b>	<b>454,708</b>	<b>388,883</b>	<b>438,437</b>	<b>371,559</b>
<b>EBITDA</b>	<b>(39,803)</b>	<b>(43,520)</b>	<b>11,614</b>	<b>12,993</b>	<b>103,740</b>
<b>DEPRECIATION &amp; AMORTIZATION</b>	<b>4,222</b>	<b>4,047</b>	<b>4,047</b>	<b>4,152</b>	<b>8,186</b>
<b>EARNINGS FROM OPERATIONS</b>	<b>(44,025)</b>	<b>(47,567)</b>	<b>7,567</b>	<b>8,841</b>	<b>95,554</b>

NABIP  
 Revenues and Expenditures - FY 2026  
 As of MAY 31, 2026 YTD

	<u>Actual</u> <u>YTD</u>	<u>Budget</u> <u>YTD</u>	<u>VARIANCE</u>	
			<u>\$\$</u>	<u>%</u>
<b>REVENUE</b>				
Membership Dues	1,576,032	1,757,167	(181,135)	-10%
Program Service Revenue	589,446	1,104,644	(515,198)	-47%
Investment Income	24,317	4,167	20,150	484%
<b>TOTAL REVENUES</b>	<u>2,189,794</u>	<u>2,865,977</u>	<u>(676,183)</u>	<u>-24%</u>
<b>EXPENSES</b>				
Personnel Cost	974,742	1,373,643	(398,902)	-29%
Occupancy / Rent	64,757	64,375	382	1%
Purchased Services	567,170	614,230	(47,060)	-8%
General and Administrative	454,071	355,625	98,446	28%
Travel	84,030	122,828	(38,798)	-32%
<b>TOTAL EXPENSES</b>	<u>2,144,770</u>	<u>2,530,702</u>	<u>(385,932)</u>	<u>-15%</u>
<b>EBITDA</b>	<u>45,024</u>	<u>335,275</u>	<u>(290,251)</u>	<u>-87%</u>
<b>DEPRECIATION &amp; AMORTIZATION</b>	<u>24,654</u>	<u>18,750</u>	<u>5,904</u>	<u>31%</u>
<b>EARNINGS FROM OPERATIONS</b>	<u>20,370</u>	<u>316,525</u>	<u>(296,155)</u>	<u>-94%</u>

**NABIP  
Balance Sheet**

**Month Ending  
5/31/2026**

**Assets**

**Current Assets**

Cash and Cash Equivalents	203,227
Accounts Receivable, Net	11,052
Prepaid Expenses	141,138
Short Term Investments	278,389
Other Current Assets	<u>1,515,780</u>

**Total Current Assets** **2,149,586**

Long-term Assets

Property & Equipment	<u>555,106</u>
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**Total Long-term Assets** **555,106**

Intangible Assets	0
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Amortization	<u>650,918</u>
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**Total Intangible Assets, Net** **(650,918)**

**Total Assets** **2,053,774**

**Liabilities and Net Assets**

**Liabilities**

**Short-term Liabilities**

Accounts Payable	52,782
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Deferred Revenue	<u>672,609</u>
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**Total Short-term Liabilities** **725,391**

**Long Term Liabilities**

Other Long-term Liabilities	<u>1,308,013</u>
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**Total Long Term Liabilities** **1,308,013**

**Total Liabilities** **2,033,404**

**Net Assets** **20,370**

**Total Liabilities and Net Assets** **2,053,774**

# NABIP

## Statement of Cash Flows

5 Months Ending  
5/31/2026

### CASH FLOW FROM OPERATING ACTIVITIES

Change in Current Assets	(210,475)
Adjustments to reconcile change in net assets to net cash provide (used) in operating activities:	
Amortization	25,280
Changes in assets and liabilities:	
Accounts receivable	(17,084)
Prepaid Expenses	84,534
Accounts payable	(620,996)
Other Current Assets	(44,819)
Intangible Asssets	-
<b>Net cash used by operating activites</b>	<u>(783,560)</u>

### CASH FLOW FROM INVESTING ACTIVITIES

Short Term Investments	<u>(120,683)</u>
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### CASH FLOW FROM FINANCING ACTIVITIES

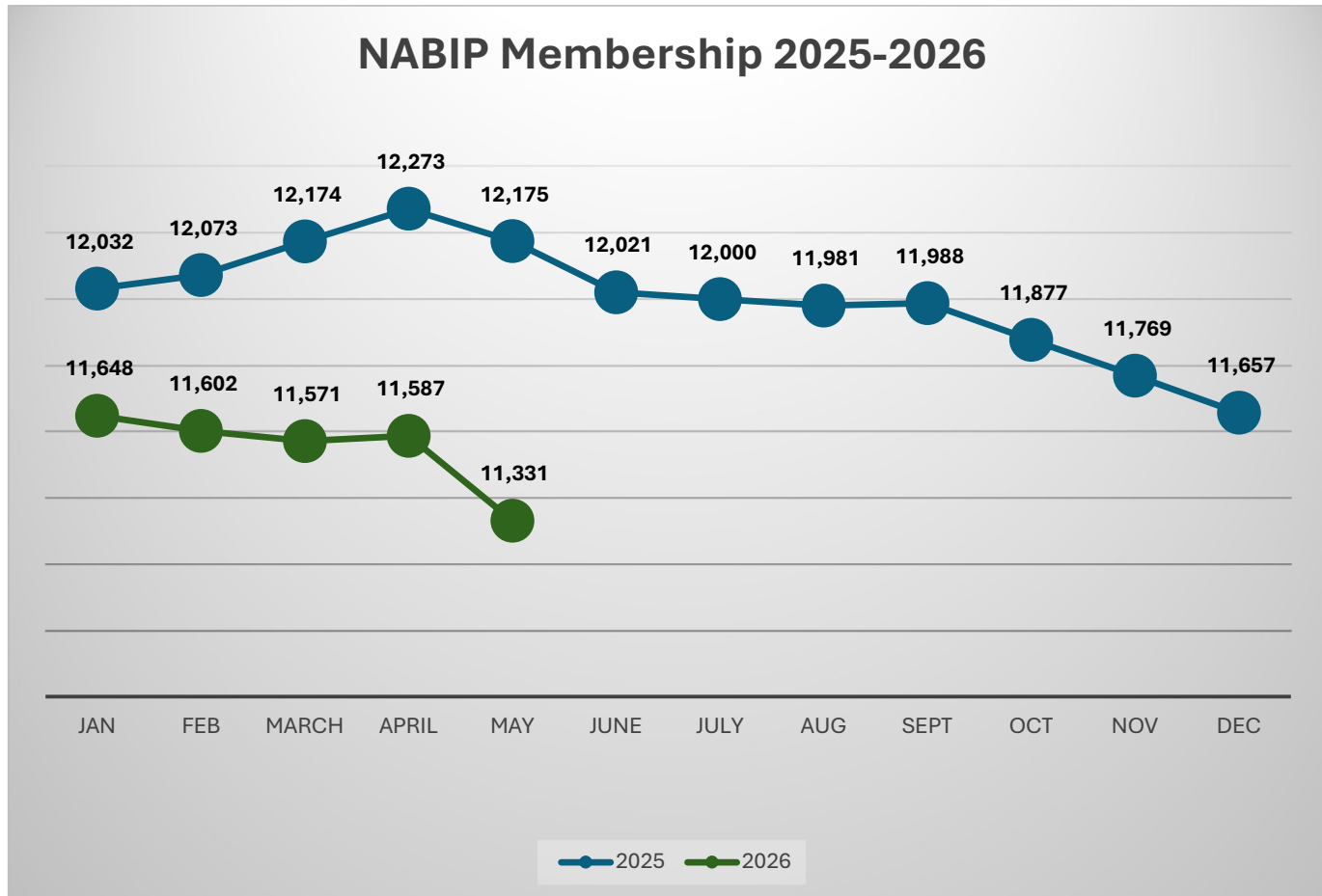
Deferred revenue	(65,646)
Capital lease obligations	<u>(38,922)</u>
<b>Net cash used by financing activites</b>	<u>(104,568)</u>

**NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS** (1,008,811)

**CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD** 413,702

**CASH AND CASH EQUIVALENTS, END OF PERIOD** (595,109)

NABIP  
Summary of Membership Statistics  
As of May 31, 2026



## **STAR Report – MAY 2026**

### **STATUS:**

NABIP recorded an Operating Profit of \$95,554 during the month of May. The budgeted Net Profit was \$26,303. A performance of \$69,251 above budget.

### **TECHNICAL DETAILS:**

Net revenue for the month was \$475,299. This was below budgeted Net Revenue of \$544,444.

Expenses for the month were \$371,599. This was below budgeted Expenses of \$506,140.

Net revenue was accelerated by advanced sponsorship revenue associated with the Annual Convention in the amount of \$92,750.

Expenses were increased by vendor payments, sponsorship commissions, and transportation expenses associated with the Annual Convention in the amount of \$57,343.

The net impact of revenue and expenses associated with the Annual Convention: \$35,407.

NABIP recorded a profit of \$60,147 for the month of May excluding the revenue and expenses associated with the Annual Convention.

### **ANALYSIS:**

Membership Revenue was below budget by \$13,169 for the month.

Program Service Revenue was below budget by \$60,164 for the month. This represents a combination of Professional Development, Sponsorship, and Advertising Revenues.

Investment Income was above budget by \$4,189 for the month.

Personnel Costs were below budget by \$111,580 for the month. Labor expenses decreased month over month by \$50,034. This was due to retention payments last month (April) and one staff member on maternity leave during May.

Travel Expenses were below budget by \$18,348 for the month. Travel expenses decreased month over month by \$15,102. Travel expenses were primarily associated with the BenefitsPRO Conference (Chicago, IL).

### **RELATED ITEMS:**

- Transfer made into the Investment account of \$30,000 took place on May 21<sup>st</sup>. (Page 8).
- Combined banking fees for May totaled \$217.66.



UBS Financial Services Inc.  
 11 Madison Avenue  
 C-730  
 New York, NY 10159

ubs.com/fs

**Confirmation**

**Your Financial Advisor**  
 PRISM WEALTH CONSULTANTS  
 202-585-4000/800-382-9989



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NATIONAL ASSOCIATION OF  
 BENEFITS AND INSURANCE  
 PROFESSIONALS  
 999 E STREET, NW  
 SUITE 400  
 WASHINGTON DC 20004-2007



**Send checks/correspondence to:**  
 UBS FINANCIAL SERVICES INC.  
 1700 M Street NW  
 5th Floor  
 Washington, D.C. DC 20036-4583

Friendly Account Name:  
 WN Fixed Income



May 21, 2026

**We confirm the following transaction**

Please review carefully and retain this confirmation for your records. If you did not authorize a transaction, please contact us at 201-352-7627.

**Electronic Funds Transfer**

PAYEE:	Account	WS 68284	Amount	<b>\$30,000.00</b>
NABIP	Transaction Date	05/21/26		

*Based on your written approval, we will retain these instructions for future transactions with this payee until you advise us otherwise.*

**Questions**

*If you have any questions, please contact your Financial Advisor, PRISM WEALTH CONSULTANTS, at 202-585-4000/800-382-9989.*

*Thank you for allowing us to serve your wealth management needs.*

# NABIP PROFESSIONAL DEVELOPMENT

## Revenue by Product — May 2026

Product / Course	# Txns	Net Revenue	% of Gross	Avg Price
Annual Convention Ticket - Sponsor/Exhibitor Full Registration - \$500	10	\$4,852.00	11.8%	\$500.00
Renewal: REBC Designation	38	\$3,979.22	9.7%	\$108.16
2026 Medicare, Medicare Advantage + Compliance Requirements (MMACR)	39	\$3,668.39	8.9%	\$97.18
ACA and Beyond: A Modern Look at Employee Benefits	6	\$3,639.42	8.8%	\$625.00
Advanced Topics in Group Benefits	5	\$3,557.20	8.6%	\$733.00
Group Benefits: Basic Concepts	5	\$3,236.76	7.9%	\$667.00
Self-Funded Certification	9	\$2,274.46	5.5%	\$260.58
Webinar Series: NABIP Healthcare Fiduciary Certification (NHFC) (07/14/2026)	2	\$1,931.68	4.7%	\$995.00
Advanced Self-Funding Certification	3	\$1,819.15	4.4%	\$624.80
(Unspecified)	6	\$1,600.35	3.9%	\$275.00
Advanced Benefit Account Manager Certification	3	\$1,586.67	3.9%	\$545.00
Renewal: REBC & RHU Designation	13	\$1,457.39	3.6%	\$115.77
Benefits Account Manager Certification	2	\$1,106.33	2.7%	\$570.00
DC Health Link Broker Training (2026)	14	\$1,083.18	2.6%	\$79.99
Ethics in Business	5	\$921.92	2.2%	\$190.20
Renewal: RHU Designation	8	\$852.04	2.1%	\$110.00
Renewal: REBC & RHU & ChHC Designation	7	\$653.29	1.6%	\$96.43
Annual Convention Ticket - Sponsor/Exhibitor Gordon Dinner - \$150	3	\$436.05	1.1%	\$150.00
Renewal: RHU & ChHC Designation	4	\$367.76	0.9%	\$95.00
Medical Expense Reimbursement Plans (MERPs)	1	\$314.79	0.8%	\$324.50
Voluntary Worksite Certification	1	\$295.56	0.7%	\$304.70
Single-Payer Healthcare Certification	1	\$266.72	0.6%	\$275.00
Individual Coverage Health Reimbursement Arrangements (ICHRA) Certification	1	\$238.95	0.6%	\$246.40
Account-Based Health Plans Certification	1	\$238.95	0.6%	\$246.40
Corporate Wellness Certification (Fourth Edition)	1	\$203.71	0.5%	\$210.10
Renewal: ChHC Designation	2	\$164.46	0.4%	\$85.00
Renewal: REBC & ChHC Designation	1	\$121.07	0.3%	\$125.00
Contract Review and Discussion (Stop Loss, Ancillary Provisions, Compliance H&W) (06/04/2026)	2	\$96.50	0.2%	\$50.00
Health Insurance 101	1	\$82.23	0.2%	\$85.00
Easy Door Opener: Financial Education, ID Protection, and Legal Services (05/14/2026)	1	\$48.25	0.1%	\$50.00
<b>TOTAL</b>	<b>195</b>	<b>\$41,094.45</b>	<b>100.0%</b>	<b>\$217.35</b>

NABIP - Association  
 Prepaid Insurance  
 G/L Acct. 12760

FY 2026	POLICY #:	Effectvie Dates		No. of Months	Total Premium	Monthly Amortization
		From	To			
<b>Business Owners</b>						
Ace American Insurance Company (Chubb)	000D 0337 9115	10/28/25	10/28/26	12	4,528.00	377.33
<b>Commercial Umbrella</b>						
Ace American Insurance Company (Chubb)	000D 0337 9127	10/28/25	10/28/26	12	1,812.00	151.00
<b>Professional Liability &amp; Cyber</b>						
Ace American Insurance Company (Chubb)	D02 946 610	04/25/25	04/25/26	12	9,030.00	752.50
Ace American Insurance Company (Chubb)	D02 946 610	04/25/26	04/25/27	12	9,350.00	779.17
<b>Management Lines (D &amp; O)</b>						
AIG (Stratford Insurance Co)	NFP 9003 453	11/21/25	11/21/26	12	14,172.00	1,181.00
<b>Business Travel &amp; Accident</b>						
The Hartford	ETB-112574	01/01/24	01/01/28	48	3,000.00	62.50
<b>Workers Compensation Coverage</b>						
Ace American Insurance Company (Chubb)	(26)7182-23-20	10/28/25	10/28/26	12	2,091.00	174.25