



Financial Reporting Package

July 2026

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NABIP

Revenues and Expenditures - Budget vs Actual

As of July 31, 2026

	<u>Actual</u> <u>JULY</u>	<u>Budget</u> <u>JULY</u>	<u>VARIANCE</u>	
			<u>\$</u>	<u>%</u>
REVENUE				
Membership Dues	266,795	351,433	(84,638)	-24.1%
Program Service Revenue	229,193	192,177	37,016	19.3%
Investment Income	(979)	833	(1,813)	-218%
TOTAL REVENUES	495,009	544,444	(49,434)	-9%
EXPENSES				
Personnel Cost	193,073	274,729	(81,656)	-30%
Occupancy / Rent	12,837	12,875	(38)	0%
Purchased Services	144,213	122,846	21,367	17%
General and Administrative	82,838	71,125	11,713	16%
Travel	15,218	24,566	(9,347)	-38%
TOTAL EXPENSES	448,180	506,140	(57,961)	-11%
EBITDA	46,830	38,303	8,527	22%
DEPRECIATION & AMORTIZATION	7,659	12,000	(4,341)	-36%
EARNINGS FROM OPERATIONS	39,171	26,303	12,868	49%

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Revenues and Expenditures - Monthly
As of JULY 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>	<u>Actual</u> <u>JUNE</u>	<u>Actual</u> <u>JULY</u>
REVENUE							
Membership Dues	306,000	283,407	343,835	304,526	338,264	292,356	266,795
Program Service Revenue	137,841	120,731	71,823	127,038	132,013	200,572	229,193
Investment Income	7,539	7,049	(15,161)	19,867	5,022	4,705	(979)
TOTAL REVENUES	451,379	411,187	400,498	451,430	475,299	497,633	495,009
EXPENSES							
Personnel Cost	208,635	217,323	172,452	213,183	163,149	194,975	193,073
Occupancy / Rent	13,027	13,027	13,027	12,837	12,837	12,837	12,837
Purchased Services	124,437	106,876	107,365	107,129	121,363	130,418	144,213
General and Administrative	111,976	101,228	88,908	83,967	67,992	72,838	82,838
Travel	33,107	16,254	7,132	21,320	6,218	26,433	15,218
TOTAL EXPENSES	491,183	454,708	388,883	438,437	371,559	437,502	448,180
EBITDA	(39,803)	(43,520)	11,614	12,993	103,740	60,131	46,830
DEPRECIATION & AMORTIZATION	4,222	4,047	4,047	4,152	8,186	7,459	7,659
EARNINGS FROM OPERATIONS	(44,025)	(47,567)	7,567	8,841	95,554	52,672	39,171

NABIP
Revenues and Expenditures - Fy 2026
As of JULY 31, 2026 YTD

	<u>Actual</u> <u>YTD</u>	<u>Budget</u> <u>YTD</u>	<u>VARIANCE</u>	
			<u>\$</u>	<u>%</u>
REVENUE				
Membership Dues	2,135,183	2,460,033	(324,851)	-13%
Program Service Revenue	1,019,211	1,546,501	(527,290)	-34%
Investment Income	28,042	5,833	22,209	381%
TOTAL REVENUES	<u>3,182,436</u>	<u>4,012,368</u>	<u>(829,931)</u>	<u>-21%</u>
EXPENSES				
Personnel Cost	1,362,789	1,923,101	(560,311)	-29%
Occupancy / Rent	90,432	90,125	307	0%
Purchased Services	841,801	859,923	(18,122)	-2%
General and Administrative	609,748	497,875	111,873	22%
Travel	125,682	171,960	(46,278)	-27%
TOTAL EXPENSES	<u>3,030,452</u>	<u>3,542,983</u>	<u>(512,531)</u>	<u>-14%</u>
EBITDA	<u>151,985</u>	<u>469,385</u>	<u>(317,400)</u>	<u>-68%</u>
DEPRECIATION & AMORTIZATION	<u>39,772</u>	<u>26,250</u>	<u>13,522</u>	<u>52%</u>
EARNINGS FROM OPERATIONS	<u>112,213</u>	<u>443,135</u>	<u>(330,922)</u>	<u>-75%</u>

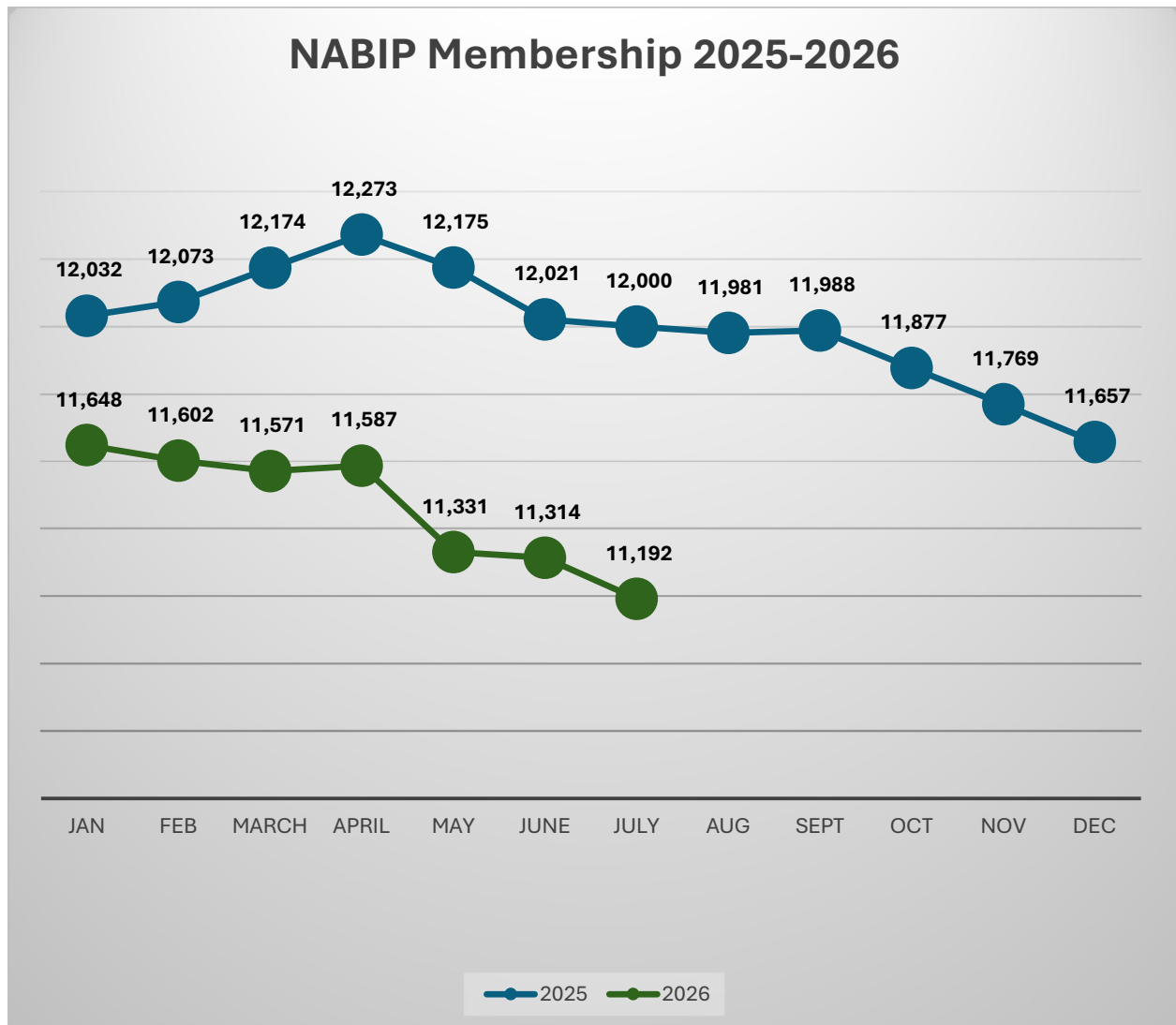
NABIP
Balance Sheet

	Month Ending <u>7/31/2026</u>
Assets	
Current Assets	
Cash and Cash Equivalents	357,240
Accounts Receivable, Net	11,052
Prepaid Expenses	213,827
Short Term Investments	372,116
Other Current Assets	1,515,780
Total Current Assets	<u>2,470,015</u>
Long-term Assets	
Property & Equipment	534,897
Total Long-term Assets	<u>534,897</u>
Intangible Assets	0
Amortization	658,377
Total Intangible Assets, Net	<u>(658,377)</u>
Total Assets	<u><u>2,346,535</u></u>
 Liabilities and Net Assets	
Liabilities	
Short-term Liabilities	
Accounts Payable	292,143
Deferred Revenue	672,609
Total Short-term Liabilities	<u>964,752</u>
Long Term Liabilities	
Other Long-term Liabilities	1,361,413
Total Long Term Liabilities	<u>1,361,413</u>
Total Liabilities	<u>2,326,165</u>
Net Assets	<u>20,370</u>
 Total Liabilities and Net Assets	<u><u>2,346,535</u></u>

NABIP

Summary of Membership Statistics

As of July 31, 2026 YTD



STAR Report – JULY 2026

STATUS:

NABIP recorded an Operating Profit of \$39,171 during the month of July. The budgeted Net Profit was \$26,303. A performance of \$12,868 above budget.

TECHNICAL DETAILS:

Net revenue for the month was \$495,009. This was below budgeted Net Revenue of \$544,444.

Expenses for the month were \$448,180. This was below budgeted Expenses of \$506,140.

Net revenue was accelerated by sponsorship revenue associated with the Annual Convention in the amount of \$29,100.

Expenses were increased by vendor entertainment events and transportation expenses associated with the Annual Convention in the amount of \$20,089.

The net impact of revenue and expenses associated with the Annual Convention: \$9,011.

NABIP recorded a profit of \$30,160 for the month of July excluding the revenue and expenses associated with the Annual Convention.

ANALYSIS:

Membership Revenue was below budget by \$84,638 for the month. This appears to be an anomaly, and this is being researched further.

Program Service Revenue was above budget by \$37,016 for the month. This represents a combination of Professional Development, Sponsorship, and Advertising Revenues.

Investment Income was below budget by \$1,813 for the month due to poor market performance.

Personnel Costs were below budget by \$81,656 for the month. Labor expenses decreased month over month by \$1,902.

Travel Expenses were below budget by \$9,347 for the month. Travel expenses decreased by \$11,215 month over month.

RELATED ITEMS:

- Transfer made into the Investment account of \$60,000 took place on July 23. (Page 8).
- A detailed financial reconciliation for the Annual Convention will be provided later. Currently awaiting the final invoice from Harrah's (Caesar's Entertainment).
- Combined banking fees for July totaled \$21.61.



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Confirmation

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



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PROFESSIONALS
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STE 604
WASHINGTON DC 20004-2045



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

July 23, 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	\$60,000.00
NABIP	Transaction Date	07/23/26		

This one-time transaction was based on written instructions involving this payee that are currently on file. These instructions will not be updated until you advise us otherwise. All payments and transfers to and from your account are reflected on your account statements which you should review carefully.

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 — July 2026

Product / Course	# Txns	Net Revenue	Avg Price
2027 Medicare, Medicare Products and FWA Certification	1,372	\$130,219.19	\$98.06
ACA and Beyond: A Modern Look at Employee Benefits	13	\$13,995.24	\$1,109.02
Webinar Series: NABIP Healthcare Fiduciary Certification (NHFC) (07/14/2026)	12	\$8,800.90	\$755.63
Group Benefits: Basic Concepts	6	\$3,814.20	\$655.00
Advanced Topics in Group Benefits	6	\$3,318.99	\$570.00
Ethics in Business	10	\$2,322.04	\$239.45
Renewal: REBC Designation	10	\$1,866.13	\$192.50
Benefits Account Manager Certification	3	\$1,732.32	\$595.00
Self-Funded Certification	6	\$1,411.29	\$242.55
Spanish Language Benefits Education ("SLBE") Certification (08/04/2026)	3	\$1,018.65	\$350.00
Advanced Benefit Account Manager Certification	2	\$960.68	\$495.00
Individual Coverage Health Reimbursement Arrangements (ICRA) Certification	3	\$868.53	\$298.47
Advanced Self-Funding Certification	2	\$591.12	\$304.70
DC Health Link Broker Training (2026)	6	\$464.22	\$79.99
Voluntary Worksite Certification	1	\$295.56	\$304.70
Pharmaceutical Facts, Policy and The Market Today	1	\$238.95	\$246.40
Corporate Wellness Certification (Fourth Edition)	1	\$203.71	\$210.10
Single-Payer Healthcare Certification	1	\$203.71	\$210.10
Health Insurance 101	1	\$82.23	\$85.00
TOTAL	1,459	\$172,407.66	\$122.01

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Summary of PPC (LPRT) Statistics

As of July 31, 2026 YTD

TITLE	Sum of Membership Fee
Eagle 2026	\$1,500.00
Golden Eagle - Agency2026	\$200.00
Golden Eagle 2026	\$1,800.00
Lifetime & Qualifying - Eagle 2026	\$550.00
Lifetime & Qualifying - Golden Eagle 2026	\$1,600.00
Lifetime & Qualifying - Golden Eagle Carrier Rep 2026	\$200.00
Lifetime & Qualifying - Platinum Eagle 2026	\$2,000.00
Lifetime & Qualifying - Platinum Eagle Agency 2026	\$250.00
Lifetime & Qualifying - Soaring Eagle 2026	\$15,745.00
Lifetime & Qualifying - Soaring Eagle Agency 2026	\$2,345.00
Lifetime Emeritus 2026	\$0.00
Platinum Eagle 2026	\$4,500.00
Soaring Eagle - Agency 2026	\$900.00
Soaring Eagle - Carrier Mgmt 2026	\$450.00
Soaring Eagle - Carrier Rep 2026	\$450.00
Soaring Eagle 2026	\$24,435.00
Grand Total	\$56,925.00