



Financial Reporting Package

August 2026

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STAR Report – AUGUST 2026

STATUS:

NABIP recorded an Operating Profit of \$29,073 during the month of August. The budgeted Net Profit was \$26,303. A performance of \$2,770 above budget.

TECHNICAL DETAILS:

Net revenue for the month was \$474,357. This was below budgeted Net Revenue of \$544,444.

Expenses for the month were \$436,519. This was below budgeted Expenses of \$506,140.

ANALYSIS:

Membership Revenue was below budget by \$38,707 for the month. Calculations for membership revenue have been restated for FY 2026. This was necessary due to a corrupt iMIS report.

Program Service Revenue was below budget by \$33,170 for the month. This represents a combination of Professional Development, Sponsorship, and Advertising Revenues.

Investment Income was above budget by \$2,331 for the month.

Personnel Costs were above budget by \$42,472 for the month. This was due to \$42,500 combined retention bonus paid during the month. Labor expenses increased month over month by \$39,184.

Travel Expenses were below budget by \$17,938 for the month. Travel expenses decreased by \$8,590 month over month.

RELATED ITEMS:

- Transfer made into the Investment account of \$30,000 took place on September 3rd.
DEC 31, 2025 balance = \$399,073 SEPT 28, 2026 balance = \$399,181
- A preliminary financial reconciliation for the Annual Convention produced a profit of \$12,014. This is detailed for review (Page 9).
- Combined banking fees for August totaled \$102.35.

NABIP

Revenues and Expenditures - Budget vs Actual

As of August 31, 2026

	<u>Actual</u> <u>AUGUST</u>	<u>Budget</u> <u>AUGUST</u>	<u>VARIANCE</u>	
			<u>\$</u>	<u>%</u>
REVENUE				
Membership Dues	312,726	351,433	(38,707)	-11.0%
Program Service Revenue	158,467	192,177	(33,710)	-17.5%
Investment Income	3,164	833	2,331	280%
TOTAL REVENUES	474,357	544,444	(70,087)	-13%
EXPENSES				
Personnel Cost	232,257	274,729	(42,472)	-15%
Occupancy / Rent	12,837	12,875	(38)	0%
Purchased Services	122,053	122,846	(793)	-1%
General and Administrative	62,744	71,125	(8,381)	-12%
Travel	6,628	24,566	(17,938)	-73%
TOTAL EXPENSES	436,519	506,140	(69,622)	-14%
EBITDA	37,838	38,303	(465)	-1%
DEPRECIATION & AMORTIZATION	8,765	12,000	(3,235)	-27%
EARNINGS FROM OPERATIONS	29,073	26,303	2,770	11%

NABIP
Revenues and Expenditures - FY 2026
As of AUGUST 31, 2026 MONTHLY

	<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>	<u>Actual</u> <u>AUGUST</u>	<u>Actual</u> <u>YTD</u>
REVENUE									
Membership Dues	324,742	323,460	322,596	323,042	315,905	315,431	312,029	312,726	2,549,930
Program Service Revenue	137,841	120,731	71,823	127,038	132,013	200,572	229,193	158,467	1,177,678
Investment Income	7,539	7,049	(15,161)	19,867	5,022	4,705	(979)	3,164	31,207
TOTAL REVENUES	470,122	451,240	379,258	469,946	452,939	520,708	540,244	474,357	3,758,815
EXPENSES									
Personnel Cost	208,635	217,323	172,452	213,183	163,149	194,975	193,073	232,257	1,595,046
Occupancy / Rent	13,027	13,027	13,027	12,837	12,837	12,837	12,837	12,837	103,269
Purchased Services	124,437	106,876	107,365	107,129	121,363	130,418	144,213	122,053	963,854
General and Administrative	111,976	101,228	88,908	83,967	67,992	72,838	82,838	62,744	672,491
Travel	33,107	16,254	7,132	21,320	6,218	26,433	15,218	6,628	132,310
TOTAL EXPENSES	491,183	454,708	388,883	438,437	371,559	437,502	448,180	436,519	3,466,970
EBITDA	(21,061)	(3,468)	(9,625)	31,509	81,380	83,206	92,064	37,838	291,845
DEPRECIATION & AMORTIZATION	4,222	4,047	4,047	4,152	8,186	7,459	7,659	8,765	48,537
EARNINGS FROM OPERATIONS	(25,283)	(7,515)	(13,672)	27,357	73,194	75,747	84,405	29,073	243,308

NABIP
Revenues and Expenditures - FY 2026
As of AUGUST 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	2,549,930	2,811,467	(261,537)	-9%
Program Service Revenue	1,177,678	1,767,430	(589,752)	-33%
Investment Income	31,207	6,667	24,540	368%
TOTAL REVENUES	3,758,815	4,585,563	(826,748)	-18%
EXPENSES				
Personnel Cost	1,595,046	2,197,829	(602,783)	-27%
Occupancy / Rent	103,269	103,000	269	0%
Purchased Services	963,854	982,769	(18,915)	-2%
General and Administrative	672,491	569,000	103,491	18%
Travel	132,310	196,525	(64,215)	-33%
TOTAL EXPENSES	3,466,970	4,049,123	(582,153)	-14%
EBITDA	291,845	536,440	(244,595)	-46%
DEPRECIATION & AMORTIZATION	48,537	30,000	18,537	62%
EARNINGS FROM OPERATIONS	243,308	506,440	(263,132)	-52%

**NABIP
Balance Sheet**

**Month Ending
8/31/2026**

Assets

Current Assets

Cash and Cash Equivalents	468,110
Accounts Receivable, Net	11,052
Prepaid Expenses	304,158
Short Term Investments	375,280
Other Current Assets	1,200,456

Total Current Assets **2,359,056**

Long-term Assets

Property & Equipment	522,147
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Total Long-term Assets **522,147**

Amortization	667,144
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Total Intangible Assets, Net **(667,144)**

Total Assets **2,214,059**

Liabilities and Net Assets

Liabilities

Short-term Liabilities

Accounts Payable	159,667
Deferred Revenue	672,609

Total Short-term Liabilities **832,276**

Long Term Liabilities

Other Long-term Liabilities	1,361,413
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Total Long Term Liabilities **1,361,413**

Total Liabilities **2,193,689**

Net Assets **20,370**

Total Liabilities and Net Assets **2,214,059**

NABIP

Statement of Cash Flows

8 Months Ending
8/31/2026

CASH FLOW FROM OPERATING ACTIVITIES

Change in Current Assets	54,408
Adjustments to reconcile change in net assets to net cash provide (used) in operating activites:	
Amortization	41,506
Changes in assets and liabilities:	
Accounts receivable	(17,084)
Prepaid Expenses	280,656
Accounts payable	(514,111)
Other Current Assets	(360,143)
Intangible Asssets	-
Net cash used by operating activites	<u>(514,768)</u>

CASH FLOW FROM INVESTING ACTIVITIES

Short Term Investments	<u>(23,792)</u>
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CASH FLOW FROM FINANCING ACTIVITIES

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

NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(643,128)
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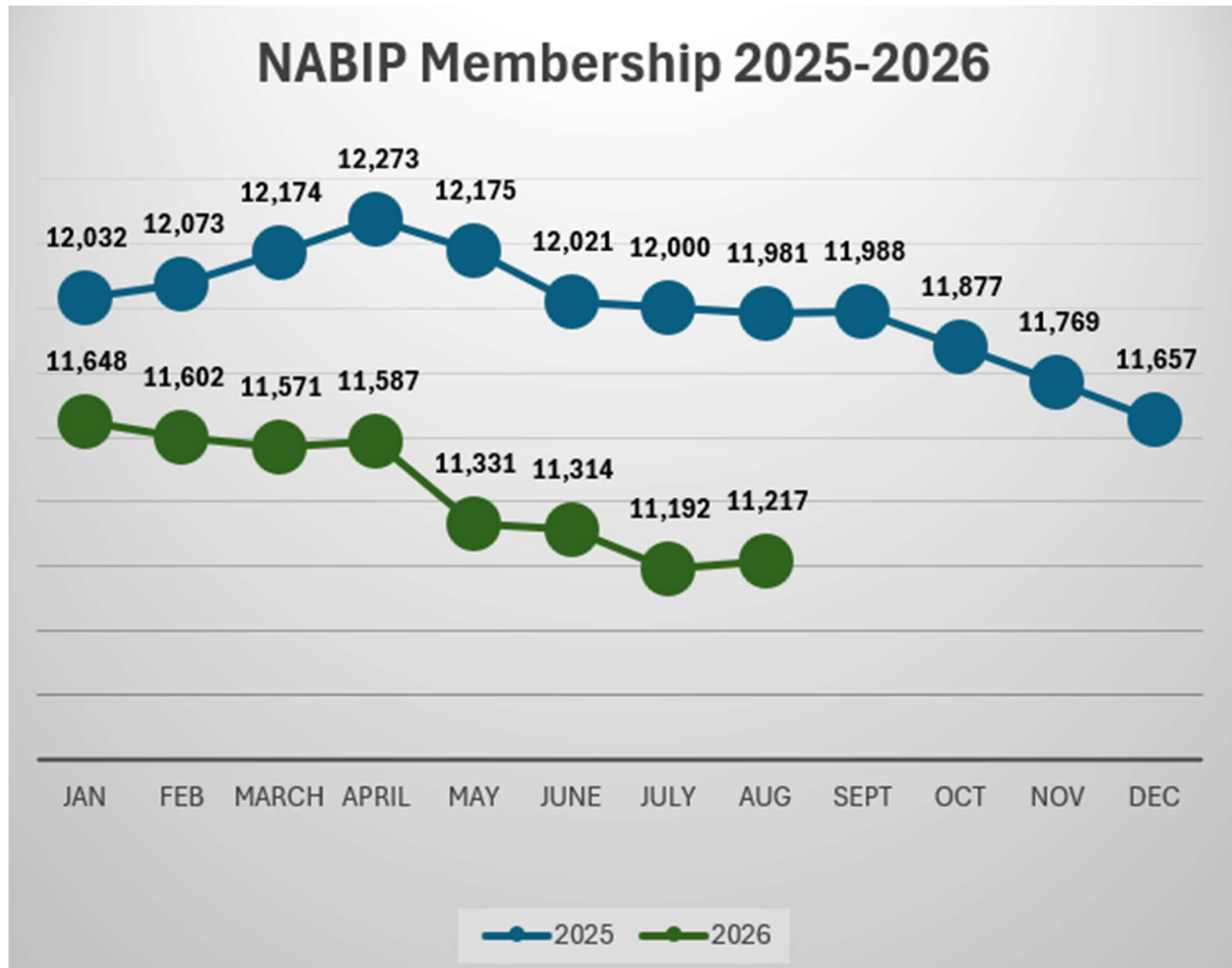
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	<u>413,702</u>
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CASH AND CASH EQUIVALENTS, END OF PERIOD	<u><u>(229,426)</u></u>
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NABIP

Summary of Membership Statistics

As of August 31, 2026 YTD



NABIP PROFESSIONAL DEVELOPMENT

Monthly Revenue Reconciliation — August 2026

Source: Stripe | Period: August 1 – August 31, 2026 | Prepared by: Professional Development Department | Prepared for: CFO / Board Review

GROSS REVENUE	NET REVENUE	TRANSACTIONS
\$122,318.97	\$114,225.57	960
Gross charges before fees	Net after fees & adjustments	Charge transactions

KEY METRICS		
Stripe Fees	\$3,835.50	Processing costs deducted
Net Revenue (pre-adj)	\$118,483.47	After Stripe fees, before adjustments
Adjustments	-\$4,257.90	Refunds & disputes
Avg Transaction	\$127.42	Per charge transaction
Stripe Rate	3.14%	Effective fee rate
MoM Change (Gross)	-31.3%	vs July 2026 (\$178,018.74)
MoM Change (Net)	-33.2%	vs July 2026 (\$170,952.66)

Executive Narrative

August gross revenue of \$122,318.97 declined 31.3% from July's \$178,018.74, with net revenue down 33.2% to \$114,225.57. The decline is not a demand shock — it reflects the expected normalization of the 2027 Medicare, Medicare Products and FWA Certification course following its June launch and July's full-month enrollment surge. Certification volume for that course fell from 1,372 transactions in July to 874 in August, yet it remains by far the largest single revenue driver, accounting for 69.9% of August gross revenue.

All other course lines performed within normal range for the month, with no unexplained volume shifts identified.

Top Revenue Drivers

Product / Course	# Txns	Gross Revenue	% of Gross
2027 Medicare, Medicare Products and FWA Certification	874	\$85,452.00	69.9%
ACA and Beyond: A Modern Look at Employee Benefits	7	\$8,566.00	7.0%
Group Benefits: Basic Concepts	9	\$6,255.00	5.1%
Webinar Series: NABIP Healthcare Fiduciary Certification (NHFC)	7	\$6,215.75	5.1%
Advanced Topics in Group Benefits	3	\$2,824.00	2.3%
Ethics in Business	13	\$2,761.10	2.3%

Reconciliation Notes

- Total transactions processed in August 2026: 960 charges, 10 refunds, 1 dispute.
- Largest individual adjustment: a \$2,387.90 refund on ACA and Beyond: A Modern Look at Employee Benefits, processed August 6.
- One chargeback (dispute) of \$90.00 plus a \$15.00 dispute fee was recorded — the first dispute logged on this account in 2026.
- Stripe processing fees totaled \$3,835.50, a 3.14% effective rate, consistent with recent months.
- All transactions denominated in USD. Source: Stripe itemized balance change report, August 1–31, 2026.
- Full transaction-level detail is available in the companion workbook (NABIP_PD_August2026_Revenue_Reconciliation.xlsx) and has been logged to the PD Monthly Invoicing Airtable system of record.

NABIP - ANNUAL CONVENTION, Atlantic City
PRELIMINARY Revenues and Expenditures - Actual vs. Budget
June 26-30, 2026

	<u>Actual</u>	<u>Budget</u>	<u>VARIANCE</u>	
			<u>\$</u>	<u>%</u>
REVENUE				
Sponsorship Revenue	329,940	450,000	(120,060)	-26.7%
Conference Registrations	241,408	381,250	(139,842)	-36.7%
Rebates	14,610	25,000	(10,390)	-41.6%
TOTAL REVENUES	585,958	856,250	(270,292)	-32%
EXPENSES				
Personnel Cost	4,875	-	4,875	N/A
Outside Consultants	56,043	9,000	47,043	523%
Advertising Commissions	60,352	112,500	(52,148)	-46%
Sponsor/Exhibitor Commissions	-	-	-	N/A
Technology /Software License Fees	-	16,000	(16,000)	-100%
Hotel: Food & Beverage	253,795	245,000	8,795	4%
Speakers	22,500	63,000	(40,500)	-64%
Decorating & Signage	7,885	20,000	(12,115)	-61%
Entertainment	20,821	37,000	(16,179)	-44%
Exhibit Hall	3,567	12,000	(8,433)	-70%
Audio /Visual	82,688	85,000	(2,312)	-3%
Sponsor Expenses	977	5,000	(4,023)	-80%
Show Insurance	5,359	7,500	(2,141)	-29%
Office Supplies	-	-	-	N/A
Printing	5,252	4,000	1,252	31%
Postage & Shipping	518	3,000	(2,482)	-83%
Board Travel	12,012	30,000	(17,988)	-60%
Staff Travel	7,933	11,000	(3,067)	-28%
Travel - Other	5,199	12,000	(6,801)	-57%
Committee Travel (New for 2026)	-	17,000	(17,000)	-100%
Miscellaneous	5,598	5,000	598	12%
Chapter Leadership Training	-	-	-	N/A
Awards	7,245	-	7,245	N/A
Photography	-	3,500	(3,500)	-100%
Transportation	11,325	10,000	1,325	13%
TOTAL EXPENSES	573,943	707,500	(133,557)	-19%
NET EXCESS (DEFICIT)	12,014	148,750	(136,736)	-92%