

Financial Reporting Package

September 2026

TABLE OF CONTENTS

REPORT	PAGE
STAR Report	1
Statement of Revenue and Expense – Current Month vs. Budget	2
Statement of Revenue and Expense – Monthly	3
Statement of Revenue and Expense – YTD vs. Budget	4
Balance Sheet	5
Statement of Cash Flows	6
Summary of Membership Statistics 2025-2026	7
Professional Development Analysis	8
Updated Annual Convention Analysis – 2026	9
UBS Deposit Detail – September 3, 2026	10

STAR Report – SEPTEMBER 2026

STATUS:

NABIP recorded an Operating Profit of $28,046 during the month of September. The budgeted Net Profit was $26,303. A performance of $1,742 above budget.

TECHNICAL DETAILS:

Net revenue for the month was $436,332. This was below budgeted Net Revenue of $544,444.

Expenses for the month were $399,260. This was below budgeted Expenses of $506,140.

ANALYSIS:

Membership Revenue was below budget by $44,339 for the month.

Program Service Revenue was below budget by $56,826 for the month. This represents a combination of professional development, sponsorship, advertising, and credit card fee revenue.

Investment Income was below budget by $6,946 for the month.

Personnel Costs were below budget by $78,427 for the month. Labor expenses decreased month over month by $35,955. Reduction related to retention bonus amount paid in August.

Travel Expenses were below budget by $18,557 for the month. Travel expenses decreased by $619 month over month.

RELATED ITEMS:

- Program Service Revenue includes collected credit card fees of $640.12.
  This has been a slow implementation. Credit card fee revenue to increase in October.
- Technology upgrades are taking place. Phase 1 of 3 to be completed this year.
  Investment includes five (5) staff laptops and platform firewall upgrades.
  Phase 1 budget = $33,000. Phase 1 spend = $12,883.
- Transfer made into the Investment account of $30,000 took place on September 3rd.
  DEC 31, 2025 balance = $399,073 SEPT 30, 2026 balance = $399,167
- An updated financial reconciliation for the Annual Convention produced a profit of $36,329. This is detailed for review (Page 9).
- Combined banking fees for September totaled $37.04.

NABIP
Revenues and Expenditures - Budget vs Actual
As of September 30, 2026

		Actual SEPTEMBER	Budget SEPTEMBER	VARIANCE $$	VARIANCE %
REVENUE					
	Membership Dues	307,095	351,433	(44,339)	-12.6%
	Program Service Revenue	135,351	192,177	(56,826)	-29.6%
	Investment Income	(6,113)	833	(6,946)	-834%
TOTAL REVENUES		436,332	544,444	(108,112)	-20%
EXPENSES					
	Personnel Cost	196,302	274,729	(78,427)	-29%
	Occupancy / Rent	12,837	12,875	(38)	0%
	Purchased Services	114,513	122,846	(8,333)	-7%
	General and Administrative	69,598	71,125	(1,527)	-2%
	Travel	6,009	24,566	(18,557)	-76%
TOTAL EXPENSES		399,260	506,140	(106,880)	-21%
EBITDA		37,072	38,303	(1,231)	-3%
DEPRECIATION & AMORTIZATION		9,026	12,000	(2,974)	-25%
EARNINGS FROM OPERATIONS		28,046	26,303	1,742	7%

NABIP
Revenues and Expenditures - FY 2026
As of SEPTEMBER 30, 2026 MONTHLY

	Actual Q1	Actual APRIL	Actual MAY	Actual JUNE	Actual JULY	Actual AUGUST	Actual SEPTEMBER	Actual YTD
REVENUE								
Membership Dues	970,798	323,042	315,905	315,431	312,029	312,726	307,095	2,857,025
Program Service Revenue	330,395	127,038	132,013	200,572	229,193	158,467	135,351	1,313,029
Investment Income	(573)	19,867	5,022	4,705	(979)	3,164	(6,113)	25,094
TOTAL REVENUES	1,300,621	469,946	452,939	520,708	540,244	474,357	436,332	4,195,147
EXPENSES								
Personnel Cost	598,410	213,183	163,149	194,975	193,073	232,257	196,302	1,791,348
Occupancy / Rent	39,082	12,837	12,837	12,837	12,837	12,837	12,837	116,106
Purchased Services	338,677	107,129	121,363	130,418	144,213	122,053	114,513	1,078,368
General and Administrative	302,112	83,967	67,992	72,838	82,838	62,744	69,598	742,090
Travel	56,493	21,320	6,218	26,433	15,218	6,628	6,009	138,319
TOTAL EXPENSES	1,334,774	438,437	371,559	437,502	448,180	436,519	399,260	3,866,231
EBITDA	(34,153)	31,509	81,380	83,206	92,064	37,838	37,072	328,916
DEPRECIATION & AMORTIZATION	12,316	4,152	8,186	7,459	7,659	8,765	9,026	57,563
EARNINGS FROM OPERATIONS	(46,469)	27,357	73,194	75,747	84,405	29,073	28,046	271,353

Revenues and Expenditures - FY 2026
As of SEPTEMBER 30, 2026 YTD

	Actual YTD	Budget YTD	VARIANCE $$	VARIANCE %
REVENUE				
Membership Dues	2,857,025	3,162,900	(305,875)	-10%
Program Service Revenue	1,313,029	1,988,359	(675,330)	-34%
Investment Income	25,094	7,500	17,594	235%
TOTAL REVENUES	4,195,147	4,585,563	(390,416)	-9%
EXPENSES				
Personnel Cost	1,791,348	2,472,558	(681,210)	-28%
Occupancy / Rent	116,106	115,875	231	0%
Purchased Services	1,078,368	1,105,615	(27,247)	-2%
General and Administrative	742,090	640,125	101,965	16%
Travel	138,319	221,091	(82,772)	-37%
TOTAL EXPENSES	3,866,231	4,049,123	(182,893)	-5%
EBITDA	328,916	603,495	(274,579)	-45%
DEPRECIATION & AMORTIZATION	57,563	33,750	23,813	71%
EARNINGS FROM OPERATIONS	271,353	569,745	(298,392)	-52%

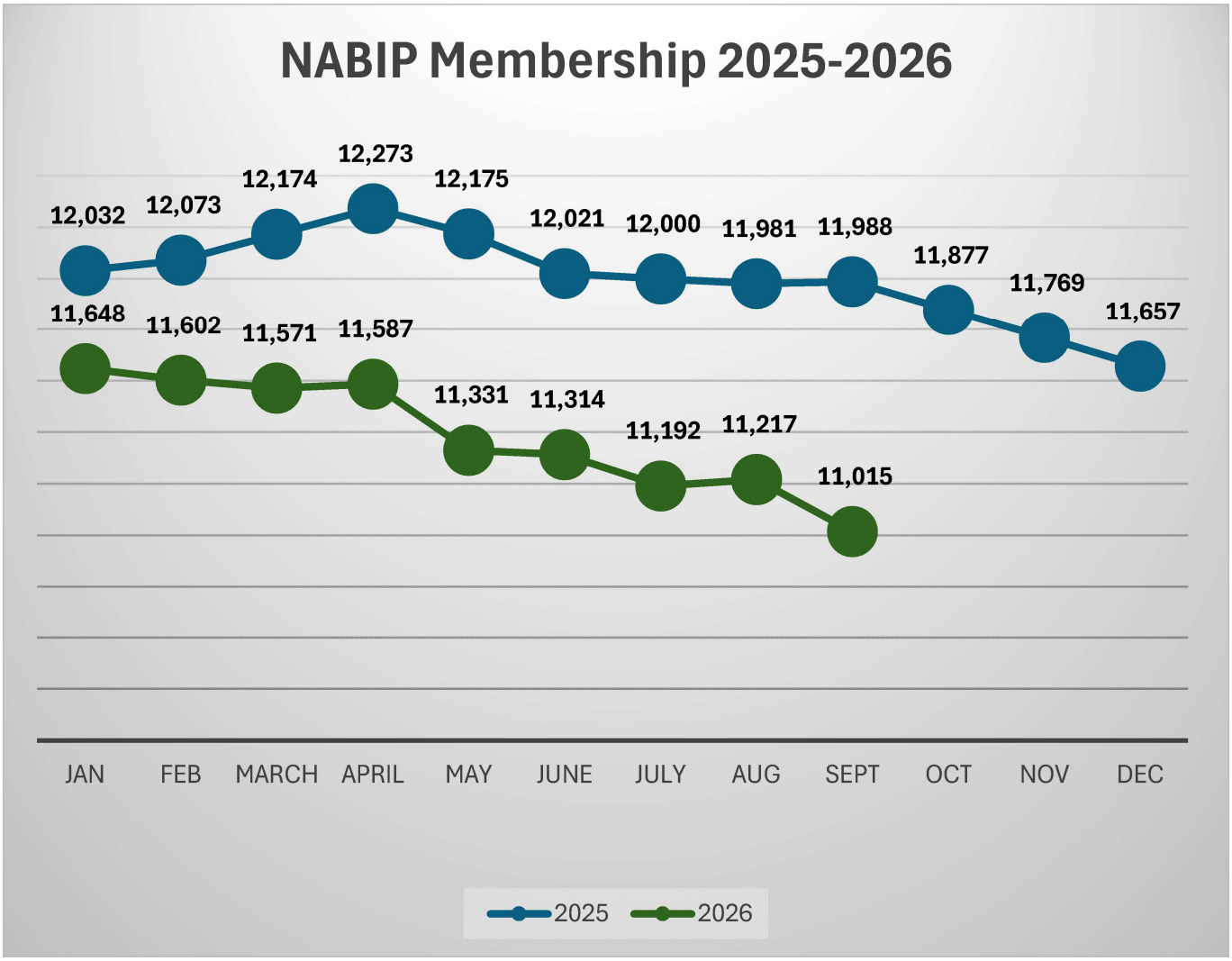
NABIP
Balance Sheet

	Month Ending 9/30/2026
Assets	
Current Assets	
Cash and Cash Equivalents	499,241
Accounts Receivable, Net	11,052
Prepaid Expenses	171,658
Short Term Investments	399,167
Other Current Assets	1,191,607
Total Current Assets	**2,272,725**
Long-term Assets	
Property & Equipment	531,597
Total Long-term Assets	**531,597**
Amortization	676,170
Total Intangible Assets, Net	**(676,170)**
Total Assets	**2,128,152**
Liabilities and Net Assets	
Liabilities	
Short-term Liabilities	
Accounts Payable	112,891
Deferred Revenue	646,228
Total Short-term Liabilities	**759,119**
Long Term Liabilities	
Other Long-term Liabilities	1,348,663
Total Long Term Liabilities	**1,348,663**
Total Liabilities	**2,107,782**
Net Assets	**20,370**
Total Liabilities and Net Assets	**2,128,152**

Statement of Cash Flows

	9 Months Ending 9/30/2026
CASH FLOW FROM OPERATING ACTIVITIES	
Change in Current Assets	85,539
Adjustments to reconcile change in net assets to net cash provide (used) in operating activites:	
Amortization	51,183
Changes in assets and liabilities:	
Accounts receivable	(17,084)
Prepaid Expenses	148,156
Accounts payable	(560,887)
Other Current Assets	(368,993)
Intangible Asssets	-
Net cash used by operating activites	(662,086)
CASH FLOW FROM INVESTING ACTIVITIES	
Short Term Investments	94
CASH FLOW FROM FINANCING ACTIVITIES	
Deferred revenue	(92,027)
Capital lease obligations	(38,922)
Net cash used by financing activites	(130,949)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	**(792,941)**
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	**413,702**
CASH AND CASH EQUIVALENTS, END OF PERIOD	**(379,239)**

NABIP
Summary of Membership Statistics
As of September 30, 2026



NABIP PROFESSIONAL DEVELOPMENT

September 2026 Revenue Report for the CFO and Board

Period: September 1 to 30, 2026 (full month). Source: Stripe.

$97,616	$92,748	862
Gross revenue	Net revenue after fees and adjustments	Charge transactions

By the Numbers

Metric	September 2026	August 2026	Change
Gross revenue	$97,615.99	$122,318.97	-20.2%
Stripe fees	$2,987.60	$3,835.50	
Adjustments (refunds, disputes, failed payments)	-$1,880.10	-$4,257.90	
Net revenue after adjustments	$92,748.29	$114,225.57	-18.8%
Charge transactions	862	960	-10.2%
Average transaction	$113.24	$127.42	-11.1%
Effective Stripe rate	3.06%	3.14%	
Q3 2026 to date gross (Jul to Sep)	$397,953.70		

What's Driving It

- **Medicare held, the rest of the catalog fell.** The 2027 Medicare, Medicare Products and FWA Certification produced 810 transactions ($79,949) vs. 874 in August, and now makes up 81.9% of gross. All other courses combined fell to $17,667 from $36,867 in August (-52.1%).
- **Strong close to the month.** Full weeks ran $18.0K, $20.7K, $21.4K and $22.4K in gross, and the final three days (September 28 to 30) added $15.2K on 131 transactions.
- **Adjustments.** Total $1,880.10: five refunds ($498.70), two disputes ($206.50 with fees, bringing the year to six) and three failed payment reversals ($1,174.90 with fees, including $969.50 on September 28).
- **Quarter view.** Q3 gross is $397,954 across 3,281 transactions, or $377,927 net after adjustments (July $178.0K, August $122.3K, September $97.6K).

Note: Figures are Stripe activity only. Partner, carrier and Temple invoices are tracked separately and are not included. All September charges map to course products, with no convention or merchandise charges identified. Two non-course Stripe balance items totaling $70.50 are excluded; the dispute fees are shown within adjustments, consistent with prior months.

Source: Stripe itemized balance change report (USD), September 1 to 30, 2026; July and August 2026 reconciliation workbooks.

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

	Actual	Budget	VARIANCE $$	VARIANCE %
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	50,043	9,000	41,043	456%
Advertising Commissions	60,352	112,500	(52,148)	-46%
Sponsor/Exhibitor Commissions	-	-	-	N/A
Technology /Software License Fees	11,384	16,000	(4,616)	-29%
Hotel: Food & Beverage	216,618	245,000	(28,382)	-12%
Speakers	30,000	63,000	(33,000)	-52%
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	13,194	30,000	(16,806)	-56%
Staff Travel	6,299	11,000	(4,701)	-43%
Travel - Other	5,624	12,000	(6,376)	-53%
Committee Travel (New for 2026)	-	17,000	(17,000)	-100%
Miscellaneous	5,000	5,000	-	0%
Chapter Leadership Training	-	-	-	N/A
Awards	7,848	-	7,848	N/A
Photography	-	3,500	(3,500)	-100%
Transportation	11,325	10,000	1,325	13%
TOTAL EXPENSES	549,629	707,500	(157,871)	-22%
NET EXCESS (DEFICIT)	36,329	148,750	(112,421)	-76%

UBS

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

0022222 01 L2 0.707 01 TR 00085 BCDD19D4 000000 edg

NATIONAL ASSOCIATION OF
BENEFITS AND INSURANCE
PROFESSIONALS
999 E ST NW
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

September 03, 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	**$30,000.00**
NABIP	Transaction Date	09/03/26		

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.

UBS Financial Services Inc. is an indirect subsidiary of UBS AG and an affiliate of UBS Securities LLC.

D01 1 011269 00009976 WS 68284 0 0001E