

**California Association of Health Underwriters  
2016-2017 Operating Budget**

<b>Total Event Revenues</b>	<b>235,500.00</b>
<b>Total Event Expenses</b>	<b>112,400.00</b>
<b>Net Profit(Loss)</b>	<b>123,100.00</b>

<b>Total Association Revenues</b>	<b>620,500.00</b>
<b>Total Association Expenses</b>	<b>640,870.00</b>
<b>Net Profit(Loss)</b>	<b>(20,370.00)</b>

	<u>Acct #</u>	<u>Amount</u>
<b>General</b>		
<b>Income</b>		
Membership Dues	4000.000	385,000.00
<b>TOTAL Income</b>		<b>385,000.00</b>

<b>Expenses</b>		
Awards & Gifts	6030.000	1,000.00
Bank/Credit Card Fees	6050.000	6,000.00
Board - Food & Beverage	6120.000	8,500.00
Board - Strategic Planning	6155.000	3,000.00
Board - Travel & Lodging	6160.000	40,000.00
Board - Officer -Past Pres.	6170.000	1,000.00
Board - Officer -President	6180.000	3,000.00
Board - Officer -Pres. Elect	6190.000	1,000.00
Board - Officer - Communications	6200.000	500.00
<b>Board - Officer - Community O/R</b>	<b>6205.000</b>	<b>500.00</b>
Board - Officer -VP Education	6210.000	500.00
Board - Officer -VP Legis.	6230.000	500.00
Board - Officer - VP Membership	6233.000	1,000.00
Board - Officer -VP PAC	6235.000	500.00
Board - Officer - VP Public Affairs	6237.000	500.00
<b>Board - Officer -- VP Corporate Relations</b>		<b>500.00</b>
Chapter Exp - KAHU Dissolution	6242.000	300.00
Continuing Education Expenses -- from \$4k to \$2k	6300.000	2,000.00
Donation	6305.000	-
Dues/Subscriptions	6310.000	6,000.00
Insurance - All	6320.000	3,800.00
CAHU PAC Donation	6323.000	
HUPAC Donation	6325.000	
Legal & Accounting (taxes)	6345.000	2,200.00
Legislative /Council	6360.000	10,000.00
Legis. Advocate - Fees	6365.000	156,000.00
Legis. Advocate - Expenses	6370.000	2,500.00
<b>Medicare Task Force Chair Expenses</b>	<b>6390.000</b>	<b>500.00</b>
Management Fees - CAMS	6400.000	183,120.00
Management Travel (CAMS)	6405.000	3,000.00
Membership Marketing - Supplies, Printing	6445.000	1,000.00
NAHU Annual Convention	6455.000	24,000.00
NAHU Cap Conference	6460.000	24,000.00
NAHU Region 8	6462.000	<b>3,000.00</b>
Office Supplies/Expense	6485.000	2,000.00

Postage - Admin	6495.000	750.00
Printing - Admin	6500.000	500.00
Stakeholder Consultant	6510.000	22,200.00
Telephone/Fax/Internet	6520.000	1,100.00
Website	6525.000	10,000.00
Income Tax Exp	7100.000	2,500.00
<b>TOTAL Expenses</b>		<b>528,470.00</b>
<b>NET PROFIT</b>		<b>(143,470.00)</b>

**Annual Health Care Summit**

**Income**

HCS Registration	4210.001	60,000.00
HCS Vendors	4220.001	38,000.00
HCS Sponsors	4230.001	50,000.00
<b>TOTAL Income</b>		<b>148,000.00</b>

**Expenses**

HCS A/V	6540.001	22,500.00
HCS Entertainment	6553.001	3,000.00
HCS Food & Beverage	6555.001	50,000.00
HCS - Other/ Pipe & Drape	6560.001	-
HCS Postage & Shipping	6570.001	1,800.00
HCS Printing	6580.001	1,500.00
HCS Security	6585.001	1,400.00
HCS Speakers	6590.001	5,000.00
HCS Supplies	6600.001	750.00
HCS Vendors	6610.001	5,000.00
<b>TOTAL Expenses</b>		<b>90,950.00</b>

**NET PROFIT**

**57,050.00**

**DATC**

**Income**

Capitol Summit Registration	4300.002	20,000.00
Capitol Summit Sponsorships (all)	4320.002	64,000.00
Capitol Summit Vendors	4325.002	3,500.00
<b>TOTAL Income</b>		<b>87,500.00</b>

**Expenses**

Capitol Summit - A/V	6640.002	3,250.00
Capitol Summit - Food & Beverage	6650.002	11,000.00
Capitol Summit - Printing	6680.002	2,750.00
Capitol Summit - Pstg/Ship	6670.002	250.00
Capitol Summit - Speakers	6687.002	3,000.00
Capitol Summit - Sponsor/Promo Items	6686.002	500.00
Capitol Summit - Supplies	6690.002	500.00
Capitol Summit - Signage & Decorations	6700.002	200.00
Capitol Summit - Travel & Meals	6710.002	-

**TOTAL Expenses**

**21,450.00**

**NET PROFIT**

**66,050.00**