

# California Assn of Health Underwriters

## Income Statement

Year-to-Date Performance, June 2017

	<i>12 Months Ended June 30, 2017</i>	<i>Annual Budget</i>	<i>Unused</i>	<i>% Used</i>
<b>Income</b>				
4000.000 Membership Dues - NAHU	361,680.86	385,000.00	23,319.14	93.9 %
4210.001 HCS - Registration	32,610.00	60,000.00	27,390.00	54.4 %
4220.001 HCS - Vendors	44,550.00	38,000.00	(6,550.00)	117.2 %
4230.001 HCS - Sponsors	64,250.00	50,000.00	(14,250.00)	128.5 %
4270.001 Vanguard (Fall) - Reg.	3,262.00	1,875.00	(1,387.00)	174.0 %
4275.001 Vanguard (Fall)- Sponsors	2,700.00	1,000.00	(1,700.00)	270.0 %
4300.002 Capitol Summit - Registration	16,462.00	20,000.00	3,538.00	82.3 %
4310.002 Capitol Summit - Program Ads	350.00	0.00	(350.00)	
4320.002 Capitol Summit - Sponsors (all)	36,375.00	64,000.00	27,625.00	56.8 %
4325.002 Capitol Summit - Vendor	6,600.00	3,500.00	(3,100.00)	188.6 %
4330.002 Vanguard (Spring) - Reg	3,475.00	0.00	(3,475.00)	
4340.002 Vanguard (Spring)- Sponsor	1,250.00	0.00	(1,250.00)	
4620.000 No On Singler Payer Project	26,750.00	0.00	(26,750.00)	
4650.000 Board Sponsor	2,000.00	0.00	(2,000.00)	
4895.000 KAHU Miscellaneous income	500.00	0.00	(500.00)	
4900.000 CAHU PAC Donation - Restricted	25,000.00	0.00	(25,000.00)	
4900.000 Miscellaneous Income	235.00	0.00	(235.00)	
<b>TOTAL Income</b>	<b>628,049.86</b>	<b>623,375.00</b>	<b>(4,674.86)</b>	<b>100.7 %</b>
<b>Expenses</b>				
6030.000 Awards & Gifts	2,116.30	1,000.00	(1,116.30)	211.6 %
6050.000 Bank/Credit Card Fees	5,019.85	6,000.00	980.15	83.7 %
6105.000 Board - Expenses	1,659.99	0.00	(1,659.99)	
6120.000 Board - Banquet	12,329.14	8,500.00	(3,829.14)	145.0 %
6140.000 Board - Printing	296.45	0.00	(296.45)	
6155.000 Board - Strategic Planning	5,368.36	3,000.00	(2,368.36)	178.9 %
6160.000 Board - Travel & Lodging	32,505.36	40,000.00	7,494.64	81.3 %
6170.000 Board - Officer - Past Pres.	0.00	1,000.00	1,000.00	
6180.000 Board - Officer - President	3,116.24	3,000.00	(116.24)	103.9 %
6190.000 Board - Officer - Pres. Elect	2,201.38	1,000.00	(1,201.38)	220.1 %
6200.000 Board - Officer - VP Comm.	0.00	500.00	500.00	
6205.000 Board - Officer - VP Comm. O/R	0.00	500.00	500.00	
6210.000 Board - Officer - VP Education	0.00	500.00	500.00	
6220.000 Board - Officer - VP Finance	471.56	0.00	(471.56)	
6230.000 Board - Officer - VP Legis.	0.00	500.00	500.00	
6233.000 Board - Officer - VP Membership	0.00	1,000.00	1,000.00	
6235.000 Board - Officer - VP PAC	500.00	500.00	0.00	100.0 %
6237.000 Board - Officer - VP Public Aff	63.85	500.00	436.15	12.8 %
6239.000 VP Corporate Relations	0.00	500.00	500.00	
6242.000 Chapter Exp - KAHU Dissolution	0.00	300.00	300.00	
6300.000 Continuing Education Exp	1,558.72	2,000.00	441.28	77.9 %
6310.000 Dues/Subscriptions	4,059.88	6,000.00	1,940.12	67.7 %
6320.000 Insurance - All	3,935.50	3,800.00	(135.50)	103.6 %

**12 Months Ended  
June 30, 2017**

		<b>Annual Budget</b>	<b>Unused</b>	<b>% Used</b>
6325.000 HUPAC Donation	5,000.00	5,000.00	0.00	100.0 %
6345.000 Legal & Accounting (taxes)	1,660.00	2,200.00	540.00	75.5 %
6346.000 Legal Opinion: Agent Fees	25,000.00	0.00	(25,000.00)	
6360.000 Legislative/Council	4,241.78	10,000.00	5,758.22	42.4 %
6365.000 Legis. Advocate - Fees	156,000.00	156,000.00	0.00	100.0 %
6370.000 Legis. Advocate - Expenses	4,978.61	2,500.00	(2,478.61)	199.1 %
6392.000 Medicare Task Force Chair	0.00	500.00	500.00	
6400.000 Management Fees - CAMS	183,120.00	183,120.00	0.00	100.0 %
6405.000 Management Travel (CAMS)	4,671.98	3,000.00	(1,671.98)	155.7 %
6445.000 Membership Marketing	1,402.07	1,000.00	(402.07)	140.2 %
6455.000 NAHU Annual Convention	16,138.71	24,000.00	7,861.29	67.2 %
6460.000 NAHU Cap Conference	15,806.12	24,000.00	8,193.88	65.9 %
6462.000 NAHU - Region 8	1,500.00	3,000.00	1,500.00	50.0 %
6484.000 No On Single Payer Project	26,750.00	0.00	(26,750.00)	
6485.000 Office Supplies/Expense	3,615.38	2,000.00	(1,615.38)	180.8 %
6495.000 Postage - Admin	821.22	750.00	(71.22)	109.5 %
6500.000 Printing - Admin	6.80	500.00	493.20	1.4 %
6510.000 Public Relations Expenses	4,529.50	0.00	(4,529.50)	
6512.000 Stakeholder Consultant	7,618.05	22,200.00	14,581.95	34.3 %
6520.000 Telephone/Fax/Internet	982.83	1,100.00	117.17	89.3 %
6525.000 Website	9,691.43	10,000.00	308.57	96.9 %
6526.000 Webinar Expenses	100.32	0.00	(100.32)	
6530.000 Prior Year Expenses	950.00	0.00	(950.00)	
6540.001 HCS - Audio/Visual	22,860.45	22,500.00	(360.45)	101.6 %
6555.001 HCS - Food & Beverage	52,793.86	50,000.00	(2,793.86)	105.6 %
6560.001 HCS - Other	240.00	0.00	(240.00)	
6570.001 HCS - Postage & Shipping	844.71	1,800.00	955.29	46.9 %
6580.001 HCS - Printing	1,397.96	1,500.00	102.04	93.2 %
6585.001 HCS - Security	1,350.00	1,400.00	50.00	96.4 %
6590.001 HCS - Speakers	4,110.13	5,000.00	889.87	82.2 %
6600.001 HCS - Supplies	276.26	750.00	473.74	36.8 %
6610.001 HCS - Vendors	4,362.00	5,000.00	638.00	87.2 %
6620.001 Vanguard (Fall)- Donation	500.00	0.00	(500.00)	
6625.001 Vanguard (Fall) - Entertainment	2,289.00	2,000.00	(289.00)	114.5 %
6630.001 Vanguard (Fall) - F&B	3,533.99	500.00	(3,033.99)	706.8 %
6645.001 Vanguard (Fall) - Supplies	376.64	500.00	123.36	75.3 %
6640.002 Capitol Summit - Audio/Visual	2,809.94	3,250.00	440.06	86.5 %
6650.002 Capitol Summit - F&B	17,129.09	11,000.00	(6,129.09)	155.7 %
6670.002 Capitol Summit - Pstg/Shipping	0.00	250.00	250.00	
6680.002 Capitol Summit - Printing	3,106.36	2,750.00	(356.36)	113.0 %
6686.002 Capitol Summit - Sponsor Items	0.00	500.00	500.00	
6687.002 Capitol Summit - Speakers	0.00	3,000.00	3,000.00	
6690.002 Capitol Summit - Supplies	728.31	500.00	(228.31)	145.7 %
6700.002 Capitol Summit - Signage	0.00	200.00	200.00	
6710.002 Capitol Summit - Travel & Meals	70.90	0.00	(70.90)	
6750.002 Vanguard (Spring)-Entertainment	4,161.09	0.00	(4,161.09)	
6760.002 Vanguard (Spring) - Supplies	221.24	0.00	(221.24)	
<b>TOTAL Expenses</b>	<b>672,949.31</b>	<b>643,370.00</b>	<b>(29,579.31)</b>	<b>104.6 %</b>
<b>***** OPERATING PROFIT(LOSS)</b>	<b>(44,899.45)</b>	<b>(19,995.00)</b>	<b>24,904.45</b>	<b>224.6 %</b>

	<i>12 Months Ended June 30, 2017</i>	<i>Annual Budget</i>	<i>Unused</i>	<i>% Used</i>
Other Income & Expenses				
7000.000 Interest Income	2.46	0.00	(2.46)	
TOTAL Other Income & Expenses	2.46	0.00	(2.46)	
***** PROFIT(LOSS) BEFORE TAXES	(44,896.99)	(19,995.00)	24,901.99	224.5 %
Provisions for Taxes				
7100.000 Income Tax Expenses	40.00	2,500.00	2,460.00	1.6 %
TOTAL Provisions for Taxes	40.00	2,500.00	2,460.00	1.6 %
***** NET PROFIT(LOSS)	(44,936.99)	(22,495.00)	22,441.99	199.8 %