

California Association of Health Underwriters

Total Revenue	634,840.00
Total Expense	648,755.00
Overall Net Profit/Loss	\$ (13,915.00)

Approved Budget 2020-2021

General

Income

Membership Dues	360,000.00
Continuing Education Fees	1,500.00
Website Advertising	
No On Single Payer Project/Education	
NAHU Vanguard Event	
Board Sponsor	
Miscellaneous Income	
Interest Income	
Prior Year Income	140.00
TOTAL Income	<u>361,640.00</u>

Expenses

Awards & Gifts	2,000.00
Bad Debt Expense	
Bank/Credit Card Fees	6,000.00
Board Expenses	
Board - Audio/Visual	500.00
Board - Banquet	4,500.00
Board - Conference Calls	
Board - Postage	45.00
Board - Printing	100.00
Board - Room Rental	-
Board - Supplies	75.00
Board - Strategic Planning	3,500.00
Board - Travel & Lodging	10,000.00
Board - Officer -Past Pres.	
Board - Officer -President	4,500.00
Board - Officer -Pres. Elect	1,000.00
Board - Officer - Communications	4,500.00
Board - Officer - Communications O/R	100.00
Board - Officer -VP Education	100.00
Board - Officer -VP Finance	
Board - Officer -VP Legis.	1,000.00

Board - Officer - Memberships	500.00
Board - Officer -VP PAC	240.00
Board - Officer - Public Affairs	275.00
Board - Officer - VP Corporate Relations	100.00
Chapter Exp - KAHU Dissolution Exp	1,500.00
Committee Expenses (MOEA)	2,000.00
Continuing Education Expenses	2,000.00
Donation	1,000.00
Dues/Subscriptions	4,000.00
Foundation Expenses	
Insurance - All	4,200.00
CAHU PAC Donation	2,500.00
HUPAC Donation	1,000.00
Legal & Accounting (taxes)	1,800.00
Legal Opinion: Bylaw Review	10,000.00
Legislative /Council	5,000.00
Legis. Advocate - Fees	156,000.00
Legis. Advocate - Expenses	5,000.00
Medicare Summit Expenses	-
Medicare Task Force Chair	500.00
Management Fees - CAMS	183,120.00
Management Travel (CAMS)	2,500.00
Membership - General Exp	
Membership Marketing - Supplies, Printing	500.00
NAHU Annual Convention	16,000.00
NAHU Cap Conference	16,000.00
NAHU Cap Conference- Vanguard	
NAHU Region 8	-
No on SB562/PR Newswire Plus	
No On Single Payer Project	
Office Supplies/Expense	3,500.00
Office Expense - Transition	150.00
Postage - Admin	1,000.00
Printing - Admin	325.00
Public Relations Expense	
Public Affairs Contractor	25,000.00
Telephone/Fax/Internet	1,100.00
Website	6,500.00
Webinar Expenses	225.00
Prior Year Expenses	
Income Tax Exp	
TOTAL Expenses	491,455.00
NET PROFIT	(129,815.00)

Annual Health Care Summit -

Income

HCS Registration	17,250.00
HCS Vendors	20,000.00
HCS Sponsors	35,000.00
HCS Golf	
HCS - NAHU Certification Sponsorship	
TOTAL Income	72,250.00

Expenses

HCS A/V	5,000.00
HCS - National Cert. Training	
HCS - Decorations	-
HCS Door Prize	200.00
HCS Entertainment Expense	300.00
HCS Food & Beverage	
HCS Partner Fee	
HCS - Other/ Pipe & Drape	-
HCS - Photography	
HCS Postage & Shipping	750.00
HCS Printing	2,500.00
HCS Security	
HCS Speakers	10,000.00
HCS Supplies	500.00
HCS Vendors	3,000.00
HCS Attrition	
TOTAL Expenses	22,250.00

NET PROFIT	50,000.00
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Capitol Summit - To be rescheduled

Income

Capitol Summit Registration	12,700.00
Capitol Summit Programs Ads	
Capitol Summit Sponsorships (all)	65,000.00
Capitol Summit Vendors	6,000.00
TOTAL Income	83,700.00

Expenses

Capitol Summit - A/V	3,250.00
Capitol Summit - Food & Beverage	17,500.00
Capitol Summit - Gratuities	-
Capitol Summit - Online Regist	-
Capitol Summit - Legis Packets	-
Capitol Summit - Pstg/Ship	3,000.00

Capitol Summit - Printing	250.00
Capitol Summit - Room Rental	1,500.00
Capitol Summit - Speakers	7,000.00
Capitol Summit - Sponsor/Promo Items	500.00
Capitol Summit - Supplies	500.00
Capitol Summit - Signage & Decorations	200.00
Capitol Summit - Travel/Meals	-

TOTAL Expenses	33,700.00
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NET PROFIT	50,000.00
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WLS - Deferred to 2020-21 Fiscal Yr

Income

WLS Registration	41,250.00
WLS Shirts	1,000.00
WLS Ladies Night Out	5,000.00
WLS Sponsor Partners	45,000.00
WLS Exhibitors	1,000.00
WLS Keys	-
WLS Market Pop Up	-
WLS MARS Squad	10,000.00

TOTAL Income	103,250.00
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Expenses

WLS - Audio/Visual	17,500.00
WLS - Decorations	2,000.00
WLS - Eventzilla fees (est)	1,500.00
WLS - Food & Beverage	50,000.00
WLS - Giveaways	5,000.00
WLS - Ladies Night Out	2,000.00
WLS - Postage/Shipping	1,000.00
WLS - Printing	2,000.00
WLS - Signs	1,000.00
WLS - Sponsor related costs	-
WLS - Summit Shirts	1,500.00
WLS - Supplies	2,000.00
WLS - Swag	5,000.00
WLS - Travel/Staff Rooms	1,600.00

TOTAL Expenses	92,100.00
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NET PROFIT	11,150.00
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Vanguard

Vanguard Event - Reg (Fall)	-
Vanguard Event - Sponsor (Fall)	5,500.00
Vanguard Event - Reg (Spring)	3,000.00
Vanguard Event - Sponsor (Spring)	5,500.00
Total Income	14,000.00

Expenses

Vanguard Event - Donation (Fall)	
Vanguard Event - Entertainment (Fall)	500.00
Vanguard Event - F&B (Fall)	3,500.00
Vanguard Event - Prizes	800.00
Vanguard Event - Printing Expense	200.00
Vanguard Event - Supplies (Fall)	250.00
Vanguard Event - Donation (Spring)	-
Vanguard Event - Entertainment (Spring)	500.00
Vanguard Event - F&B (Spring)	3,000.00
Vanguard Event - Supplies (Spring)	500.00
Total Expenses	9,250.00

Net Profit(Loss)	4,750.00
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