

California Assn of Health Underwriters

Income Statement

Year-to-Date Performance, June 2020

| | <i>12 Months Ended June 30, 2020</i> | <i>Annual Budget</i> | <i>Unused</i> | <i>% Used</i> |
|--|--|--------------------------|-------------------|---------------|
| Income | | | | |
| 4000.000 Membership Dues - NAHU | 375,110.35 | 360,000.00 | (15,110.35) | 104.2 % |
| 4100.000 Continuing Education Fees | 125.00 | 0.00 | (125.00) | |
| 4210.001 HCS - Registration | 20,659.60 | 37,250.00 | 16,590.40 | 55.5 % |
| 4220.001 HCS - Vendors | 25,500.00 | 20,000.00 | (5,500.00) | 127.5 % |
| 4230.001 HCS - Sponsors | 52,875.00 | 55,000.00 | 2,125.00 | 96.1 % |
| 4270.001 Vanguard (Fall) - Reg. | 1,465.00 | 3,500.00 | 2,035.00 | 41.9 % |
| 4275.001 Vanguard (Fall)- Sponsors | 4,750.00 | 5,500.00 | 750.00 | 86.4 % |
| 4300.002 Capitol Summit - Registration | 0.00 | 17,500.00 | 17,500.00 | |
| 4320.002 Capitol Summit - Sponsors (all) | 0.00 | 55,000.00 | 55,000.00 | |
| 4325.002 Capitol Summit - Vendor | 0.00 | 4,750.00 | 4,750.00 | |
| 4330.002 Vanguard (Spring) - Reg | 0.00 | 3,000.00 | 3,000.00 | |
| 4340.002 Vanguard (Spring)- Sponsor | 0.00 | 5,500.00 | 5,500.00 | |
| 4360.004 WLS - Registration | 0.00 | 41,250.00 | 41,250.00 | |
| 4370.004 WLS - Exhibitors | 0.00 | 5,000.00 | 5,000.00 | |
| 4380.004 WLS - Sponsor partners | 0.00 | 20,000.00 | 20,000.00 | |
| 4390.004 WLS - Mars Squad | 0.00 | 10,000.00 | 10,000.00 | |
| 4410.004 WLS - Shirts | 0.00 | 1,500.00 | 1,500.00 | |
| 4430.004 WLS Ladies Night Out | 0.00 | 3,750.00 | 3,750.00 | |
| 4440.004 WLS - Market Pop Up | 0.00 | 1,500.00 | 1,500.00 | |
| 4950.000 Prior Year Income | 140.00 | 0.00 | (140.00) | |
| TOTAL Income | 480,624.95 | 650,000.00 | 169,375.05 | 73.9 % |
| Expenses | | | | |
| 6030.000 Awards & Gifts | 1,109.02 | 2,000.00 | 890.98 | 55.5 % |
| 6050.000 Bank/Credit Card Fees | 4,878.71 | 6,000.00 | 1,121.29 | 81.3 % |
| 6105.000 Board - Expenses | 1,974.47 | 0.00 | (1,974.47) | |
| 6110.000 Board Meeting - A/V | 0.00 | 500.00 | 500.00 | |
| 6120.000 Board - Banquet | 5,067.99 | 4,500.00 | (567.99) | 112.6 % |
| 6125.000 Board - Conference Calls | 134.91 | 0.00 | (134.91) | |
| 6135.000 Board - Postage | 43.17 | 20.00 | (23.17) | 215.9 % |
| 6140.000 Board - Printing | 56.60 | 100.00 | 43.40 | 56.6 % |
| 6150.000 Board - Supplies | 69.44 | 0.00 | (69.44) | |
| 6155.000 Board - Strategic Planning | 0.00 | 3,500.00 | 3,500.00 | |
| 6160.000 Board - Travel & Lodging | 6,446.39 | 21,000.00 | 14,553.61 | 30.7 % |
| 6180.000 Board - Officer - President | 915.85 | 4,500.00 | 3,584.15 | 20.4 % |
| 6190.000 Board - Officer - Pres. Elect | 0.00 | 1,000.00 | 1,000.00 | |
| 6200.000 Board - Officer - VP Comm. | 125.00 | 100.00 | (25.00) | 125.0 % |
| 6205.000 Board - Officer - VP Comm. O/R | 0.00 | 100.00 | 100.00 | |
| 6210.000 Board - Officer - VP Education | 0.00 | 100.00 | 100.00 | |
| 6230.000 Board - Officer - VP Legis. | 0.00 | 1,000.00 | 1,000.00 | |
| 6233.000 Board - Officer - VP Membership | 0.00 | 250.00 | 250.00 | |
| 6235.000 Board - Officer - VP PAC | 0.00 | 240.00 | 240.00 | |
| 6237.000 Board - Officer - VP Public Aff | 0.00 | 275.00 | 275.00 | |
| 6239.000 VP Corporate Relations | 0.00 | 100.00 | 100.00 | |

**12 Months Ended
June 30, 2020**

| | | Annual Budget | Unused | % Used |
|--|------------|--------------------------|---------------|---------------|
| 6242.000 Chapter Exp - KAHU Dissolution | 0.00 | 1,500.00 | 1,500.00 | |
| 6250.000 Committee Expenses | 0.00 | 2,000.00 | 2,000.00 | |
| 6300.000 Continuing Education Exp | 1,583.01 | 2,000.00 | 416.99 | 79.2 % |
| 6310.000 Dues/Subscriptions | 3,582.99 | 4,000.00 | 417.01 | 89.6 % |
| 6320.000 Insurance - All | 4,082.68 | 4,000.00 | (82.68) | 102.1 % |
| 6325.000 HUPAC Donation | 1,000.00 | 0.00 | (1,000.00) | |
| 6345.000 Legal & Accounting (taxes) | 0.00 | 1,750.00 | 1,750.00 | |
| 6360.000 Legislative/Council | 2,367.95 | 5,000.00 | 2,632.05 | 47.4 % |
| 6365.000 Legis. Advocate - Fees | 156,000.00 | 156,000.00 | 0.00 | 100.0 % |
| 6370.000 Legis. Advocate - Expenses | 1,207.94 | 5,000.00 | 3,792.06 | 24.2 % |
| 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) | 3,525.66 | 5,000.00 | 1,474.34 | 70.5 % |
| 6445.000 Membership Marketing | 0.00 | 500.00 | 500.00 | |
| 6455.000 NAHU Annual Convention | 396.00 | 10,000.00 | 9,604.00 | 4.0 % |
| 6460.000 NAHU Cap Conference | 6,000.00 | 6,000.00 | 0.00 | 100.0 % |
| 6462.000 NAHU - Region 8 | 404.22 | 500.00 | 95.78 | 80.8 % |
| 6485.000 Office Supplies/Expense | 2,013.75 | 3,500.00 | 1,486.25 | 57.5 % |
| 6490.000 Office Expense - Transition | 161.00 | 0.00 | (161.00) | |
| 6495.000 Postage - Admin | 715.11 | 1,100.00 | 384.89 | 65.0 % |
| 6500.000 Printing - Admin | 5.20 | 325.00 | 319.80 | 1.6 % |
| 6507.000 Public Affairs Contractor | 0.00 | 14,644.00 | 14,644.00 | |
| 6520.000 Telephone/Fax/Internet | 1,191.77 | 1,100.00 | (91.77) | 108.3 % |
| 6525.000 Website | 4,055.72 | 2,500.00 | (1,555.72) | 162.2 % |
| 6526.000 Webinar Expenses | 0.00 | 225.00 | 225.00 | |
| 6540.001 HCS - Audio/Visual | 26,978.73 | 20,000.00 | (6,978.73) | 134.9 % |
| 6550.001 HCS - Decorations | 256.50 | 0.00 | (256.50) | |
| 6552.001 HCS - Door Prize | 505.95 | 0.00 | (505.95) | |
| 6553.000 HCS - Entertainment | 300.00 | 0.00 | (300.00) | |
| 6555.001 HCS - Food & Beverage | 33,690.09 | 35,000.00 | 1,309.91 | 96.3 % |
| 6559.001 HCS Partner Fee | 510.50 | 0.00 | (510.50) | |
| 6560.001 HCS - Other | 879.00 | 500.00 | (379.00) | 175.8 % |
| 6570.001 HCS - Postage & Shipping | 801.27 | 750.00 | (51.27) | 106.8 % |
| 6580.001 HCS - Printing | 1,865.43 | 2,500.00 | 634.57 | 74.6 % |
| 6585.001 HCS - Security | 1,470.00 | 0.00 | (1,470.00) | |
| 6590.001 HCS - Speakers | 12,197.54 | 10,000.00 | (2,197.54) | 122.0 % |
| 6600.001 HCS - Supplies | 599.98 | 500.00 | (99.98) | 120.0 % |
| 6610.001 HCS - Vendors | 3,675.00 | 3,000.00 | (675.00) | 122.5 % |
| 6615.001 HCS - Attrition | 6,637.65 | 0.00 | (6,637.65) | |
| 6625.001 Vanguard (Fall) - Entertainment | 700.00 | 500.00 | (200.00) | 140.0 % |
| 6630.001 Vanguard (Fall) - F&B | 6,507.03 | 3,500.00 | (3,007.03) | 185.9 % |
| 6635.001 Vanguard (Fall)- Prizes | 0.00 | 800.00 | 800.00 | |
| 6640.001 Vanguard (Fall) - Printing Exp. | 0.00 | 200.00 | 200.00 | |
| 6645.001 Vanguard (Fall) - Supplies | 0.00 | 250.00 | 250.00 | |
| 6660.002 Capitol Summit - Audio/Visual | 0.00 | 3,250.00 | 3,250.00 | |
| 6670.002 Capitol Summit - F&B | 0.00 | 17,500.00 | 17,500.00 | |
| 6690.002 Capitol Summit - Pstg/Shipping | 0.00 | 250.00 | 250.00 | |
| 6695.002 Capitol Summit - Printing | 0.00 | 3,000.00 | 3,000.00 | |
| 6700.002 Capitol Summit - Room Rental | 0.00 | 1,500.00 | 1,500.00 | |
| 6705.002 Capitol Summit - Sponsor Items | 0.00 | 500.00 | 500.00 | |

**12 Months Ended
June 30, 2020**

| | | Annual Budget | Unused | % Used |
|--|-------------------|--------------------------|-------------------|----------------|
| 6710.002 Capitol Summit - Speakers | 0.00 | 7,000.00 | 7,000.00 | |
| 6720.002 Capitol Summit - Supplies | 0.00 | 500.00 | 500.00 | |
| 6730.002 Capitol Summit - Signage | 0.00 | 200.00 | 200.00 | |
| 6750.002 Vanguard (Spring)-Entertainment | 0.00 | 500.00 | 500.00 | |
| 6755.002 Vanguard (Spring) - F&B | 0.00 | 3,000.00 | 3,000.00 | |
| 6760.002 Vanguard (Spring) - Supplies | 0.00 | 500.00 | 500.00 | |
| 6780.004 WLS - Audio/Visual | 0.00 | 5,000.00 | 5,000.00 | |
| 6790.004 WLS - Decorations | 0.00 | 1,000.00 | 1,000.00 | |
| 6800.004 WLS - Eventzilla Fees | 0.00 | 1,500.00 | 1,500.00 | |
| 6810.004 WLS - Food & Beverage | 0.00 | 35,000.00 | 35,000.00 | |
| 6830.004 WLS - Ladies Night Out | 0.00 | 5,000.00 | 5,000.00 | |
| 6840.004 WLS - Postage/Shipping/Misc. | 0.00 | 400.00 | 400.00 | |
| 6850.004 WLS - Printing | 0.00 | 1,000.00 | 1,000.00 | |
| 6860.004 WLS - Signs | 0.00 | 1,000.00 | 1,000.00 | |
| 6870.004 WLS - Sponsor Related Costs | 0.00 | 2,000.00 | 2,000.00 | |
| 6875.004 WLS - Staff Travel/Lodging | 0.00 | 1,600.00 | 1,600.00 | |
| 6880.004 WLS - Summit Shirts | 0.00 | 1,000.00 | 1,000.00 | |
| 6890.004 WLS - Supplies | 0.00 | 2,000.00 | 2,000.00 | |
| 6900.004 WLS - SWAG | 0.00 | 3,000.00 | 3,000.00 | |
| TOTAL Expenses | 489,809.22 | 630,249.00 | 140,439.78 | 77.7 % |
| ***** OPERATING PROFIT(LOSS) | (9,184.27) | 19,751.00 | 28,935.27 | -46.5 % |
| Other Income & Expenses | | | | |
| 7000.000 Interest Income | 313.65 | 0.00 | (313.65) | |
| TOTAL Other Income & Expenses | 313.65 | 0.00 | (313.65) | |
| ***** PROFIT(LOSS) BEFORE TAXES | (8,870.62) | 19,751.00 | 28,621.62 | -44.9 % |
| Provisions for Taxes | | | | |
| 7100.000 Income Tax Expenses | 25.00 | 0.00 | (25.00) | |
| TOTAL Provisions for Taxes | 25.00 | 0.00 | (25.00) | |
| ***** NET PROFIT(LOSS) | (8,895.62) | 19,751.00 | 28,646.62 | -45.0 % |