

California Association of Health Underwriters		
Total Revenue		574,060.00
Total Expense		618,335.60
Overall Net Profit/Loss	\$	(44,275.60)
		Budget
	<u>Acct #</u>	<u>2021/2022</u>
General		
Income		
Membership Dues	4000.000	384,560.00
Continuing Education Fees	4100.000	1,500.00
Website Advertising	4600.000	1,500.00
No On Single Payer Project/Education	4620.000	
NAHU Vanguard Event	4625.000	
Board Sponsor	4650.000	
Miscellaneous Income	4900.000	
Interest Income	7000.000	
Prior Year Income	4950.000	
TOTAL Income		387,560.00
Expenses		
Awards & Gifts	6030.000	1,500.00
Bad Debt Expense	6040.000	
Bank/Credit Card Fees	6050.000	7,500.00
Board Expenses	6105.000	-
Board - Audio/Visual	6110.000	-
Board - Banquet	6120.000	4,500.00
Board - Conference Calls	6125.000	-
Board - Internet	6130.000	
Board - Postage	6135.000	45.00
Board - Printing	6140.000	100.00
Board - Room Rental	6145.000	-
Board - Supplies	6150.000	75.00
Board - Strategic Planning	6155.000	1,500.00
Board - Travel & Lodging	6160.000	10,000.00
Board - Officer -Past Pres.	6170.000	1,000.00
Board - Officer -President	6180.000	1,000.00
Board - Officer -Pres. Elect	6190.000	500.00
Board - Officer - Communications	6200.000	200.00
Board - Officer - Community Outreach	6205.000	200.00
Board - Officer -VP Professional Development	6210.000	100.00
Board - Officer -VP Finance	6220.000	-
Board - Officer -VP Legislation	6230.000	1,500.00
Board - Officer - Memberships	6233.000	100.00
Board - Officer -VP PAC	6235.000	100.00
Board - Officer - VP Public Affairs	6237.000	100.00
Board - Officer - VP Corporate Affairs	6239.000	1,200.00
Chapter Expense - Virtual Formation	6242.000	2,500.00
Committee Expenses (State of Reform)	6250.000	3,000.00
Continuing Education Expenses	6300.000	2,000.00
Donation	6305.000	100.00
Dues/Subscriptions	6310.000	3,500.00
Foundation Expenses	6315.000	-

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Insurance - All	6320.000	5,000.00
CAHU PAC Donation	6323.000	2,000.00
HUPAC Donation	6325.000	1,000.00
Legal & Accounting (taxes)	6345.000	1,800.00
Legal Opinion: Agent Fees	6346.000	
Legal Opinion: Bylaw Review	6350.000	10,000.00
Legislative /Council	6360.000	5,000.00
Legis. Advocate - Fees	6365.000	156,000.00
Legis. Advocate - Expenses	6370.000	2,000.00
Medicare Summit Expenses	6390.000	-
Medicare Task Force Chair	6392.000	100.00
Management Fees - CAMS	6400.000	188,613.60
Management Travel (CAMS)	6405.000	3,500.00
Membership - General Exp	6406.000	-
Membership Marketing - Supplies, Printing	6445.000	1,400.00
NAHU Annual Convention	6455.000	10,000.00
NAHU Cap Conference	6460.000	6,000.00
NAHU Cap Conference- Vanguard	6463.000	-
NAHU Region 8	6462.000	-
Newsletter Flipbook/Images	6475.000	-
Newsletter Printing	6480.000	3,000.00
No On Single Payer Project	6484.000	-
Office Supplies/Expense	6485.000	3,000.00
Podcast Editing	6490.000	
Postage - Admin	6495.000	1,000.00
Printing - Admin	6500.000	325.00
Public Relations Expense	6505.000	6,000.00
Public Affairs Contractor	6507.000	54,000.00
Telephone/Fax/Internet	6520.000	1,100.00
Website	6525.000	6,000.00
Webinar Expenses	6526.000	225.00
Prior Year Expenses	6530.000	-
Income Tax Exp	7100.000	10.00
TOTAL Expenses		509,393.60
NET PROFIT/LOSS		(121,833.60)
Annual Health Care Summit -		
Income		
HCS Registration	4210.001	-
HCS Vendors	4220.001	-
HCS Sponsors	4230.001	-
HCS Golf	4250.001	-
HCS - NAHU Certification Sponsorship	4265.001	-
TOTAL Income		-
Expenses		
HCS A/V	6540.001	-
HCS - National Cert. Training	6547.001	-
HCS - Decorations	6550.001	-
HCS Door Prize	6552.001	-
HCS Entertainment Expense	6553.000	-
HCS Food & Beverage	6555.001	-
HCS Partner Fee	6559.001	-

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HCS - Other/ Pipe & Drape	6560.001	-
HCS - Photography	6565.001	-
HCS Postage & Shipping	6570.001	-
HCS Printing	6580.001	-
HCS Security	6585.001	-
HCS Speakers	6590.001	-
HCS Supplies	6600.001	-
HCS Vendors	6610.001	-
HCS Attrition	6615.001	-
TOTAL Expenses		-
NET PROFIT		-
Capitol Summit - To be rescheduled		
Income		
Capitol Summit Registration	4300.002	18,000.00
Capitol Summit Programs Ads	4310.002	-
Capitol Summit Sponsorships (Annual)	4320.002	40,150.00
Capitol Summit Event Sponsors & Vendors	4325.002	25,000.00
TOTAL Income		83,150.00
Expenses		
Capitol Summit - A/V	6660.002	3,250.00
Capitol Summit - Food & Beverage	6670.002	15,000.00
Capitol Summit - Gratuities, Taxes, Admin Fees	6675.002	5,250.00
Capitol Summit - Legis Packets	6680.002	1,500.00
Capitol Summit - Online Regist Fees	6685.002	1,500.00
Capitol Summit - Partner Fee	6686.002	-
Capitol Summit - Pstg/Ship	6690.002	-
Capitol Summit - Printing	6695.002	200.00
Capitol Summit - Meeting Room Rental	6700.002	2,242.00
Capitol Summit - Speakers	6710.002	3,000.00
Capitol Summit - Sponsor/Promo Items	6705.002	500.00
Capitol Summit - Supplies	6720.002	500.00
Capitol Summit - Signage & Decorations	6730.002	200.00
Capitol Summit - Exec Board Travel/Rooms	6740.002	-
TOTAL Expenses		33,142.00
NET PROFIT		50,008.00
WLS - Deferred to 2021-22 Fiscal Yr		
Income		
WLS Registration	4360.004	27,500.00
WLS Sponsor Partners - committed	4380.004	33,000.00
CAHU Annual Sponsors Split	4385.000	25,550.00
WLS Shirts	4410.004	1,250.00
WLS Ladies Night Out	4430.004	3,750.00
WLS MARS Squad	4390.004	5,000.00
TOTAL Income		96,050.00
Expenses		
WLS - Audio/Visual	6780.004	5,500.00

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WLS - Decorations	6790.004	2,000.00
WLS - Eventzilla fees (est)	6800.004	1,500.00
WLS - Food & Beverage	6810.004	41,000.00
WLS - Giveaways	6820.004	2,500.00
WLS - Ladies Night Out	6830.004	3,750.00
WLS - Postage/Shipping	6840.004	1,000.00
WLS - Printing	6850.004	2,000.00
WLS - Signs	6860.004	1,000.00
WLS - Speaker Fees	6870.004	3,500.00
WLS - Staff Travel/Lodging	6875.004	
WLS - Summit Shirts	6880.004	1,250.00
WLS - Supplies	6890.004	2,000.00
WLS - Swag	6900.004	1,500.00
TOTAL Expenses		68,500.00
NET PROFIT		27,550.00
Vanguard		
Vanguard Event - Reg (WLS)	4270.001	
Vanguard Event - Sponsor (WLS)	4275.001	3,650.00
Vanguard Event - Reg (CAPSUM)	4330.002	
Vanguard Event - Sponsor (CAPSUM)	4340.002	3,650.00
Total Income		7,300.00
Expenses		
Vanguard Event - Donation (WLS)	6620.001	
Vanguard Event - Entertainment (WLS)	6625.001	-
Vanguard Event - F&B (WLS)	6630.001	3,650.00
Vanguard Event - Prizes	6635.001	-
Vanguard Event - Printing Expense	6640.001	-
Vanguard Event - Supplies (WLS)	6645.001	-
Vanguard Event - Donation (Spring)	6745.002	-
Vanguard Event - Entertainment (Spring)	6750.002	-
Vanguard Event - F&B (Spring)	6755.002	3,650.00
Vanguard Event - Supplies (Spring)	6760.002	-
Total Expenses		7,300.00
Net Profit(Loss)		-