

CAHU 2019-2020 BUDGET

California Association of Health Underwriters

Overall Net Profit/Loss		\$ 79,684.34	\$ (69,936.99)	\$ (50,807.61)	\$ (5,058.94)	\$ 19,751.00
		Year-Ended	Year-Ended	Year-Ended	Proposed	Approved
	<i>Acct #</i>	<u>30-Jun-16</u>	<u>30-Jun-17</u>	<u>30-Jun-18</u>	<u>Budget Draft</u>	<u>Budget</u>
					<u>6/30/2019</u>	<u>7/1/2019</u>
General						
Income						
Membership Dues	4000.000	381,649.34	361,680.86	336,784.74	360,521.00	360,000.00
Continuing Education Fees	4100.000	265.00	-	-	-	-
Website Advertising	4600.000	-	-	250.00	-	-
No On Single Payer Project/Education	4620.000	-	26,750.00	-	-	-
NAHU Vanguard Event	4625.000	-	-	960.00	12,545.00	-
Board Sponsor	4650.000	-	2,000.00	3,000.00	-	-
Miscellaneous Income	4900.000	47.00	735.00	47.00	-	-
Interest Income	7000.000	9.83	2.46	70.00	25.00	-
Prior Year Income	4950.000	-	-	-	-	-
TOTAL Income		381,971.17	391,168.32	341,111.74	373,091.00	360,000.00
Expenses						
Awards & Gifts	6030.000	2,238.69	2,116.30	1,018.61	-	2,000.00
Bad Debt Expense	6040.000	-	-	14,350.00	-	-
Bank/Credit Card Fees	6050.000	4,826.31	5,019.85	4,698.52	8,332.40	6,000.00
Board - Audio/Visual	6110.000	-	-	798.07	378.70	500.00
Board - Food & Beverage	6120.000	9,701.07	13,989.13	13,428.03	5,813.96	4,500.00
Board - Postage	6135.000	-	-	0.46	102.52	20.00
Board - Printing	6140.000	41.10	296.45	522.37	141.10	100.00
Board - Room Rental	6145.000	-	-	839.75	-	-
Board - Supplies	6150.000	155.00	-	69.42	-	-
Board - Strategic Planning	6155.000	1,066.30	5,368.36	2,212.17	2,828.96	3,500.00
Board - Travel & Lodging	6160.000	24,766.02	32,505.36	29,849.15	23,298.81	21,000.00
Board - Officer -Past Pres.	6170.000	590.06	-	441.76	-	-
Board - Officer -President	6180.000	1,704.45	3,116.24	7,190.26	949.43	4,500.00
Board - Officer -Pres. Elect	6190.000	479.97	2,201.38	-	329.12	1,000.00
Board - Officer - Communications	6200.000	59.80	-	-	-	100.00
Board - Officer - Communications O/R	6205.000	-	-	-	-	100.00
Board - Officer -VP Education	6210.000	415.27	-	-	-	100.00
Board - Officer -VP Finance	6220.000	-	471.56	-	-	-
Board - Officer -VP Legis.	6230.000	-	-	-	-	1,000.00
Board - Officer - Memberships	6233.000	-	-	-	-	250.00
Board - Officer -VP PAC	6235.000	-	500.00	-	-	240.00
Board - Officer - Public Affairs	6237.000	-	63.85	260.29	-	275.00
Board - Officer - VP Corporate Relations	6239.000	-	-	-	-	100.00
Chapter Exp - KAHU Dissolution Exp	6242.000	11.00	-	-	-	1,500.00
Committee Expenses (MOEA)	6250.000	-	-	-	517.66	2,000.00
Continuing Education Expenses	6300.000	1,641.65	1,558.72	1,644.89	1,960.13	2,000.00
Donation	6305.000	4,600.00	-	4,191.65	-	-
Dues/Subscriptions	6310.000	5,096.88	4,059.88	3,440.00	4,142.38	4,000.00
Foundation Expenses	6315.000	-	-	-	2,500.00	-
Insurance - All	6320.000	3,739.66	3,935.50	3,855.50	4,014.66	4,000.00
CAHU PAC Donation	6323.000	12,000.00	-	20,000.00	10,000.00	-
HUPAC Donation	6325.000	6,800.00	5,000.00	5,000.00	-	-
Legal & Accounting (taxes)	6345.000	2,380.00	1,660.00	1,750.00	1,800.00	1,750.00
Legal Opinion: Agent Fees	6346.000	-	25,000.00	3,000.00	-	-
Legislative /Council	6360.000	9,019.74	4,241.78	1,935.61	2,268.13	5,000.00
Legis. Advocate - Fees	6365.000	156,000.00	156,000.00	156,000.00	156,000.00	156,000.00
Legis. Advocate - Expenses	6370.000	2,019.88	4,978.61	4,638.78	1,747.39	5,000.00
Medicare Summit Expenses	6390.000	-	-	-	616.86	-
Medicare Task Force Chair	6392.000	885.00	-	1,118.72	-	500.00
Management Fees - CAMS	6400.000	183,120.00	183,120.00	183,120.00	183,120.00	183,120.00
Management Travel (CAMS)	6405.000	5,435.90	4,671.98	4,706.51	5,965.28	5,000.00
Membership - General Exp	6406.000	5.99	-	123.00	-	-
Membership Marketing - Supplies, Printing	6445.000	-	1,402.07	-	-	500.00

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NAHU Annual Convention	6455.000	988.97	16,138.71	19,883.27	499.50	10,000.00
NAHU Cap Conference	6460.000	15,192.75	15,806.12	18,672.89	3,500.00	6,000.00
NAHU Cap Conference- Vanguard	6463.000	-	-	1,200.00	11,847.99	-
NAHU Region 8	6462.000	-	1,500.00	1,132.05	2,626.98	500.00
No on SB562/PR Newswire Plus	6482.000	-	-	-	-	-
No On Single Payer Project	6484.000	-	26,750.00	-	-	-
Office Supplies/Expense	6485.000	3,671.87	3,615.38	3,642.85	3,067.39	3,500.00
Postage - Admin	6495.000	777.74	821.22	1,244.23	765.96	1,100.00
Printing - Admin	6500.000	204.07	6.80	318.96	41.30	325.00
Public Relations Expense	6510.000	-	4,529.50	6,000.00	-	-
Public Affairs Contractor	6512.000	-	7,618.05	645.67	850.00	14,644.00
Telephone/Fax/Internet	6520.000	908.33	982.83	1,036.48	955.74	1,100.00
Website	6525.000	5,561.32	9,691.43	2,688.13	2,680.05	2,500.00
Webinar Expenses	6526.000	1,009.81	100.32	-	319.74	225.00
Prior Year Expenses	6530.000	-	950.00	-	(2,243.96)	-
Income Tax Exp	7100.000	-	40.00	-	-	-
TOTAL Expenses		467,114.60	549,827.38	526,668.05	441,738.18	455,549.00
NET PROFIT		(85,143.43)	(158,659.06)	(185,556.31)	(68,647.18)	(95,549.00)

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					<u>6/30/2019</u>	<u>7/1/2019</u>
Annual Health Care Summit - October 3-5 2019						
Income						
HCS Registration	4210.001	42,657.00	32,610.00	17,046.00	23,065.00	37,250.00
HCS Vendors	4220.001	33,700.00	44,550.00	26,000.00	33,950.00	20,000.00
HCS Sponsors	4230.001	97,625.00	64,250.00	79,187.52	46,687.50	55,000.00
HCS Golf	4250.001				1,344.00	-
HCS - NAHU Certification Sponsorship	4265.001	-	-	-	-	-
TOTAL Income		173,982.00	141,410.00	122,233.52	105,046.50	112,250.00
Expenses						
HCS A/V	6540.001	17,154.97	22,860.45	2,631.40	21,598.39	20,000.00
HCS NAHU Certification Training	6547.001	-	-	-	3,725.05	-
HCS Door Prize	6552.001				1,350.20	-
HCS Food & Beverage	6555.001	49,936.92	52,793.86	32,871.97	52,881.34	35,000.00
HCS Golf Expenses	6557.001				1,536.00	-
HCS - Other/ Pipe & Drape	6560.001	322.00	240.00	464.85	-	500.00
HCS - Photography	6565.001	-	-	1,500.00	-	-
HCS Postage & Shipping	6570.001	1,548.28	844.71	641.56	1,110.89	750.00
HCS Printing	6580.001	1,908.98	1,397.96	2,453.82	2,231.98	2,500.00
HCS Security	6585.001	652.50	1,350.00	-	773.36	-
HCS Speakers	6590.001	1,831.65	4,110.13	5,395.97	16,753.71	10,000.00
HCS Supplies	6600.001	768.33	276.26	534.56	279.98	500.00
HCS Vendors	6610.001	4,726.00	4,362.00	-	3,738.00	3,000.00
TOTAL Expenses		78,849.63	88,235.37	46,494.13	105,978.90	72,250.00
NET PROFIT		95,132.37	53,174.63	75,739.39	(932.40)	40,000.00

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Capitol Summit 5/12/2020						
Income						
Capitol Summit Registration	4300.002	17,491.00	16,462.00	16,045.00	18,506.00	17,500.00
Capitol Summit Programs Ads	4310.002	1,250.00	350.00	-	-	-
Capitol Summit Sponsorships (all)	4320.002	76,125.00	36,375.00	59,437.52	54,262.50	55,000.00
Capitol Summit Vendors	4325.002	1,900.00	6,600.00	4,475.00	4,100.00	4,750.00
TOTAL Income		96,766.00	59,787.00	79,957.52	76,868.50	77,250.00
Expenses						
Capitol Summit - A/V	6640.002	3,119.97	2,809.94	3,250.00	2,324.87	3,250.00
Capitol Summit - Food & Beverage	6650.002	19,086.85	17,129.09	11,000.00	18,303.51	17,500.00
Capitol Summit - Gratuities	6655.002	35.00	-	-	2,629.50	-
Capitol Summit - Online Regist	6665.002	-	-	-	-	-
Capitol Summit - Legis Packets	6660.002	-	-	-	-	-
Capitol Summit - Printing	6680.002	2,789.06	3,106.36	3,000.00	2,476.74	3,000.00
Capitol Summit - Pstg/Ship	6670.002	-	-	250.00	16.00	250.00
Capitol Summit - Room Rental	6685.002	661.85	-	-	1,141.88	1,500.00
Capitol Summit - Speakers	6687.002	1,000.00	-	3,000.00	-	7,000.00
Capitol Summit - Sponsor/Promo Items	6686.002	-	-	500.00	-	500.00
Capitol Summit - Supplies	6690.002	377.87	728.31	500.00	-	500.00
Capitol Summit - Signage & Decorations	6700.002	-	-	200.00	-	200.00
Capitol Summit - Travel/Meals	6710.002	-	70.90	-	-	-
				-	-	-
TOTAL Expenses		27,070.60	23,844.60	21,700.00	26,892.50	33,700.00
NET PROFIT		69,695.40	35,942.40	58,257.52	49,976.00	43,550.00
WLS 2/2020						
Income						
WLS Registration	4360.004				28,925.00	41,250.00
WLS Shirts	4410.004				600.00	1,500.00
WLS Ladies Night Out					-	3,750.00
WLS Sponsor Partners	4380.004				9,600.00	20,000.00
WLS Exhibitors					-	5,000.00
WLS Keys					175.00	
WLS Market Pop Up					-	1,500.00
WLS MARS Squad	4390.004				8,000.00	10,000.00
TOTAL Income					47,300.00	83,000.00
Expenses						
WLS - Food & Beverage					34,989.48	35,000.00
A/V						5,000.00
Printing						1,000.00
Signs						1,000.00
SWAG					3,060.87	3,000.00
Supplies					3,883.98	2,000.00
Decorations						1,000.00
Sponsor related costs						2,000.00
Summit Shirts						1,000.00
Ladies Night Out						5,000.00
Eventzilla fees (est)						1,500.00
Misc		-				400.00
Travel/Staff Rooms					930.55	1,600.00
					-	-
TOTAL Expenses		-	-	-	42,864.88	59,500.00
NET PROFIT					4,435.12	23,500.00
Vanguard						
Vanguard Event - Reg (Fall)	4350.003		3,262.00	6,188.00	2,150.00	3,500.00
Vanguard Event - Sponsor (Fall)	4360.003		2,700.00	2,000.00	4,312.51	5,500.00

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Vanguard Event - Reg (Spring)	<i>4380.000</i>		3,475.00	2,912.00	240.00	3,000.00
Vanguard Event - Sponsor (Spring)	<i>4385.000</i>		1,250.00	-	4,837.51	5,500.00
Total Income		-	10,687.00	11,100.00	11,540.02	17,500.00
Expenses						
Vanguard Event - Donation (Fall)	<i>6750.003</i>	-	500.00	-	-	-
Vanguard Event - Entertainment (Fall)	<i>6760.003</i>	-	2,289.00	513.30	-	500.00
Vanguard Event - F&B (Fall)	<i>6770.003</i>	-	3,533.99	4,876.35	1,376.99	3,500.00
Vanguard Event - Prizes	<i>6635.001</i>	-	-	781.41	-	800.00
Vanguard Event - Printing Expense	<i>6640.001</i>	-	-	177.15	53.51	200.00
Vanguard Event - Supplies (Fall)	<i>6780.003</i>	-	376.64	-	-	250.00
Vanguard Event - Donation (Spring)	<i>6790.003</i>	-	-	-	-	-
Vanguard Event - Entertainment (Spring)	<i>6800.003</i>	-	4,161.09	500.00	-	500.00
Vanguard Event - F&B (Spring)	<i>6810.003</i>	-	-	3,000.00	-	3,000.00
Vanguard Event - Supplies (Spring)	<i>6820.003</i>	-	221.24	500.00	-	500.00
Total Expenses		-	11,081.96	10,348.21	1,430.50	9,250.00
Net Profit(Loss)		-	(394.96)	751.79	10,109.52	8,250.00