

California Assn of Health Underwriters

Income Statement

Year-to-Date Performance, June 2019

	<i>12 Months Ended June 30, 2019</i>	<i>Annual Budget</i>	<i>Unused</i>	<i>% Used</i>
Income				
4000.000 Membership Dues - NAHU	360,521.00	360,000.00	(521.00)	100.1 %
4210.001 HCS - Registration	23,065.00	23,254.00	189.00	99.2 %
4220.001 HCS - Vendors	33,950.00	33,950.00	0.00	100.0 %
4230.001 HCS - Sponsors	46,687.50	37,875.00	(8,812.50)	123.3 %
4250.001 HCS - Golf Income	1,344.00	0.00	(1,344.00)	
4265.001 HCS - NAHU Certif. Sponsor	0.00	2,000.00	2,000.00	
4270.001 Vanguard (Fall) - Reg.	2,150.00	3,500.00	1,350.00	61.4 %
4275.001 Vanguard (Fall)- Sponsors	4,312.51	5,500.00	1,187.49	78.4 %
4300.002 Capitol Summit - Registration	18,506.00	20,000.00	1,494.00	92.5 %
4320.002 Capitol Summit - Sponsors (all)	54,262.50	65,000.00	10,737.50	83.5 %
4325.002 Capitol Summit - Vendor	4,100.00	6,000.00	1,900.00	68.3 %
4330.002 Vanguard (Spring) - Reg	240.00	3,000.00	2,760.00	8.0 %
4340.002 Vanguard (Spring)- Sponsor	4,837.51	5,500.00	662.49	88.0 %
4360.004 WLS - Registration	28,925.00	0.00	(28,925.00)	
4380.004 WLS - Sponsors	9,600.00	0.00	(9,600.00)	
4390.004 WLS - Mars Squad	8,000.00	0.00	(8,000.00)	
4410.004 WLS - Shirts	600.00	0.00	(600.00)	
4420.004 WLS - Keys	175.00	0.00	(175.00)	
4625.000 NAHU Vanguard Event	12,545.00	0.00	(12,545.00)	
4900.000 Miscellaneous Income	0.25	0.00	(0.25)	
TOTAL Income	613,821.27	565,579.00	(48,242.27)	108.5 %
Expenses				
6030.000 Awards & Gifts	0.00	2,000.00	2,000.00	
6050.000 Bank/Credit Card Fees	8,332.40	4,500.00	(3,832.40)	185.2 %
6110.000 Board Meeting - A/V	378.70	500.00	121.30	75.7 %
6120.000 Board - Banquet	5,813.96	8,000.00	2,186.04	72.7 %
6135.000 Board - Postage	102.52	20.00	(82.52)	512.6 %
6140.000 Board - Printing	141.10	250.00	108.90	56.4 %
6145.000 Board Meeting - Room Rental	326.25	700.00	373.75	46.6 %
6150.000 Board - Supplies	0.00	75.00	75.00	
6155.000 Board - Strategic Planning	2,828.96	3,500.00	671.04	80.8 %
6160.000 Board - Travel & Lodging	23,298.81	21,000.00	(2,298.81)	110.9 %
6170.000 Board - Officer - Past Pres.	0.00	500.00	500.00	
6180.000 Board - Officer - President	949.43	4,500.00	3,550.57	21.1 %
6190.000 Board - Officer - Pres. Elect	329.12	1,000.00	670.88	32.9 %
6200.000 Board - Officer - VP Comm.	0.00	100.00	100.00	
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, 2019**

		Annual Budget	Unused	% Used
6242.000 Chapter Exp - KAHU Dissolution	0.00	1,500.00	1,500.00	
6250.000 Committee Expenses	517.66	0.00	(517.66)	
6300.000 Continuing Education Exp	1,960.13	2,000.00	39.87	98.0 %
6310.000 Dues/Subscriptions	4,142.38	3,500.00	(642.38)	118.4 %
6315.000 Foundation Expenses	2,500.00	0.00	(2,500.00)	
6320.000 Insurance - All	4,014.66	4,000.00	(14.66)	100.4 %
6323.000 CAHU PAC Donation	10,000.00	10,000.00	0.00	100.0 %
6345.000 Legal & Accounting (taxes)	1,800.00	1,750.00	(50.00)	102.9 %
6360.000 Legislative/Council	2,268.13	5,000.00	2,731.87	45.4 %
6365.000 Legis. Advocate - Fees	156,000.00	156,000.00	0.00	100.0 %
6370.000 Legis. Advocate - Expenses	1,747.39	4,500.00	2,752.61	38.8 %
6390.000 Medicare Summit Expenses	616.86	0.00	(616.86)	
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)	5,965.28	3,000.00	(2,965.28)	198.8 %
6445.000 Membership Marketing	0.00	1,500.00	1,500.00	
6455.000 NAHU Annual Convention	499.50	12,000.00	11,500.50	4.2 %
6460.000 NAHU Cap Conference	3,500.00	3,500.00	0.00	100.0 %
6462.000 NAHU - Region 8	2,626.98	2,800.00	173.02	93.8 %
6463.000 NAHU Cap Conf - Vanguard	11,847.99	0.00	(11,847.99)	
6485.000 Office Supplies/Expense	3,067.39	3,500.00	432.61	87.6 %
6495.000 Postage - Admin	765.96	1,100.00	334.04	69.6 %
6500.000 Printing - Admin	41.30	325.00	283.70	12.7 %
6505.000 Public Affairs/Relations Exp.	850.00	20,000.00	19,150.00	4.3 %
6520.000 Telephone/Fax/Internet	955.74	1,100.00	144.26	86.9 %
6525.000 Website	2,680.05	2,500.00	(180.05)	107.2 %
6526.000 Webinar Expenses	319.74	225.00	(94.74)	142.1 %
6530.000 Prior Year Expenses	(2,243.96)	0.00	2,243.96	
6540.001 HCS - Audio/Visual	21,598.39	14,000.00	(7,598.39)	154.3 %
6552.001 HCS - Door Prize	1,350.20	0.00	(1,350.20)	
6547.001 HCS - NAHU Certif. Training	3,725.05	2,000.00	(1,725.05)	186.3 %
6555.001 HCS - Food & Beverage	52,881.34	50,000.00	(2,881.34)	105.8 %
6557.001 HCS - Golf Expenses	1,536.00	0.00	(1,536.00)	
6560.001 HCS - Other	0.00	500.00	500.00	
6565.001 HCR - Photography	0.00	1,500.00	1,500.00	
6570.001 HCS - Postage & Shipping	1,110.89	750.00	(360.89)	148.1 %
6580.001 HCS - Printing	2,231.98	2,500.00	268.02	89.3 %
6585.001 HCS - Security	773.36	0.00	(773.36)	
6590.001 HCS - Speakers	16,753.71	10,000.00	(6,753.71)	167.5 %
6600.001 HCS - Supplies	279.98	500.00	220.02	56.0 %
6610.001 HCS - Vendors	3,738.00	3,000.00	(738.00)	124.6 %
6625.001 Vanguard (Fall) - Entertainment	0.00	500.00	500.00	
6630.001 Vanguard (Fall) - F&B	1,376.99	3,500.00	2,123.01	39.3 %
6635.001 Vanguard (Fall)- Prizes	0.00	800.00	800.00	
6640.001 Vanguard (Fall) - Printing Exp.	53.51	200.00	146.49	26.8 %
6645.001 Vanguard (Fall) - Supplies	0.00	250.00	250.00	
6640.002 Capitol Summit - Audio/Visual	3,234.87	3,250.00	15.13	99.5 %
6650.002 Capitol Summit - F&B	18,303.51	17,500.00	(803.51)	104.6 %
6655.002 Capitol Summit - Gratuities	2,629.50	0.00	(2,629.50)	
6670.002 Capitol Summit - Pstg/Shipping	16.00	250.00	234.00	6.4 %

**12 Months Ended
June 30, 2019**

		Annual Budget	Unused	% Used
6680.002 Capitol Summit - Printing	2,476.74	3,000.00	523.26	82.6 %
6685.002 Capitol Summit - Room Rental	1,141.88	1,500.00	358.12	76.1 %
6686.002 Capitol Summit - Sponsor Items	0.00	500.00	500.00	
6687.002 Capitol Summit - Speakers	0.00	7,000.00	7,000.00	
6690.002 Capitol Summit - Supplies	0.00	500.00	500.00	
6700.002 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	
6800.004 Women's Leadership Summit F&B	34,989.48	0.00	(34,989.48)	
6810.004 WLS - Giveaways	3,060.87	0.00	(3,060.87)	
6815.004 WLS - Postage/Shipping	930.55	0.00	(930.55)	
6820.004 WLS - Supplies	3,883.98	0.00	(3,883.98)	
TOTAL Expenses	620,141.21	599,830.00	(20,311.21)	103.4 %
***** OPERATING PROFIT(LOSS)	(6,319.94)	(34,251.00)	(27,931.06)	18.5 %
Other Income & Expenses				
7000.000 Interest Income	188.57	25.00	(163.57)	754.3 %
TOTAL Other Income & Expenses	188.57	25.00	(163.57)	754.3 %
***** PROFIT(LOSS) BEFORE TAXES	(6,131.37)	(34,226.00)	(28,094.63)	17.9 %
Provisions for Taxes				
7100.000 Income Tax Expenses	10.00	10.00	0.00	100.0 %
TOTAL Provisions for Taxes	10.00	10.00	0.00	100.0 %
***** NET PROFIT(LOSS)	(6,141.37)	(34,236.00)	(28,094.63)	17.9 %