

California Assn of Health Underwriters

Income Statement

Year-to-Date Performance, February 2022

	<i>8 Months Ended February 28, 2022</i>	<i>Annual Budget</i>	<i>Unused</i>	<i>% Used</i>
Income				
4000.000 Membership Dues - NAHU	236,320.45	384,560.00	148,239.55	61.5 %
4100.000 Continuing Education Fees	356.00	1,500.00	1,144.00	23.7 %
4275.001 Vanguard (WLS)- Sponsors	0.00	3,650.00	3,650.00	
4300.002 Capitol Summit - Registration	0.00	18,000.00	18,000.00	
4320.002 Capitol Summit - Sponsors (all)	0.00	40,150.00	40,150.00	
4325.002 Capitol Summit - Vendor	0.00	25,000.00	25,000.00	
4340.002 Vanguard (CapSum)- Sponsor	0.00	3,650.00	3,650.00	
4360.004 WLS - Registration	13,017.50	27,500.00	14,482.50	47.3 %
4380.004 WLS - Sponsor Partners	18,000.00	33,000.00	15,000.00	54.5 %
4385.004 WLS - Annual Sponsor Split	12,375.00	25,550.00	13,175.00	48.4 %
4390.004 WLS - Mars Squad	1,500.00	5,000.00	3,500.00	30.0 %
4410.004 WLS - Shirts	675.00	1,250.00	575.00	54.0 %
4430.004 WLS Ladies Night Out	1,100.00	3,750.00	2,650.00	29.3 %
4600.000 Website Advertising	1,500.00	1,500.00	0.00	100.0 %
4910.000 Member Meeting Webinars	425.00	0.00	(425.00)	
TOTAL Income	285,268.95	574,060.00	288,791.05	49.7 %
Expenses				
6030.000 Awards & Gifts	39.04	1,500.00	1,460.96	2.6 %
6050.000 Bank/Credit Card Fees	2,733.06	7,500.00	4,766.94	36.4 %
6120.000 Board - Banquet	799.83	4,500.00	3,700.17	17.8 %
6135.000 Board - Postage	0.00	45.00	45.00	
6140.000 Board - Printing	20.20	100.00	79.80	20.2 %
6150.000 Board - Supplies	16.04	75.00	58.96	21.4 %
6155.000 Board - Strategic Planning	520.87	1,500.00	979.13	34.7 %
6160.000 Board - Travel & Lodging	380.92	10,000.00	9,619.08	3.8 %
6170.000 Board - Officer - Past Pres.	0.00	1,000.00	1,000.00	
6180.000 Board - Officer - President	0.00	1,000.00	1,000.00	
6190.000 Board - Officer - Pres. Elect	0.00	500.00	500.00	
6200.000 Board - Officer - VP Comm.	54.73	200.00	145.27	27.4 %
6205.000 Board - Officer - VP Comm. Outr	0.00	200.00	200.00	
6210.000 Board - Officer - VP Prof. Dev.	0.00	100.00	100.00	
6230.000 Board - Officer - VP Legis.	0.00	1,500.00	1,500.00	
6233.000 Board - Officer - VP Membership	0.00	100.00	100.00	
6235.000 Board - Officer - VP PAC	0.00	100.00	100.00	
6237.000 Board - Officer - VP Public Aff	0.00	100.00	100.00	
6239.000 VP Corporate Relations	0.00	1,200.00	1,200.00	
6242.000 Chapter Exp - Virtual Formation	0.00	2,500.00	2,500.00	
6250.000 Committee Expense	3,000.00	3,000.00	0.00	100.0 %
6300.000 Continuing Education Exp	1,275.09	2,000.00	724.91	63.8 %
6305.000 Donation	0.00	100.00	100.00	
6310.000 Dues/Subscriptions	3,882.99	3,500.00	(382.99)	110.9 %
6320.000 Insurance - All	3,988.00	5,000.00	1,012.00	79.8 %
6323.000 CAHU PAC Donation	0.00	2,000.00	2,000.00	

**8 Months Ended
February 28, 2022**

		Annual Budget	Unused	% Used
6325.000 HUPAC Donation	2,000.00	1,000.00	(1,000.00)	200.0 %
6345.000 Legal & Accounting (taxes)	0.00	1,800.00	1,800.00	
6350.000 Legal Opinion: Bylaw Review	0.00	10,000.00	10,000.00	
6360.000 Legislative/Council	0.00	5,000.00	5,000.00	
6365.000 Legis. Advocate - Fees	104,000.00	156,000.00	52,000.00	66.7 %
6370.000 Legis. Advocate - Expenses	413.96	2,000.00	1,586.04	20.7 %
6392.000 Medicare Task Force Chair	0.00	100.00	100.00	
6400.000 Management Fees - CAMS	125,742.40	188,613.60	62,871.20	66.7 %
6405.000 Management Travel (CAMS)	327.91	3,500.00	3,172.09	9.4 %
6445.000 Membership Marketing	0.00	1,400.00	1,400.00	
6455.000 NAHU Annual Convention	0.00	10,000.00	10,000.00	
6460.000 NAHU Cap Conference	0.00	6,000.00	6,000.00	
6480.000 Newsletter Printing	0.00	3,000.00	3,000.00	
6485.000 Office Supplies/Expense	1,340.61	3,000.00	1,659.39	44.7 %
6495.000 Postage - Admin	477.53	1,000.00	522.47	47.8 %
6500.000 Printing - Admin	0.80	325.00	324.20	0.2 %
6505.000 Public Affairs/Relations Exp.	3,000.00	6,000.00	3,000.00	50.0 %
6507.000 Public Affairs Contractor	0.00	54,000.00	54,000.00	
6520.000 Telephone/Fax/Internet	823.90	1,100.00	276.10	74.9 %
6525.000 Website	2,771.57	6,000.00	3,228.43	46.2 %
6526.000 Webinar Expenses	0.00	225.00	225.00	
6630.001 Vanguard (WLSI) - F&B	0.00	3,650.00	3,650.00	
6660.002 Capitol Summit - Audio/Visual	0.00	3,250.00	3,250.00	
6670.002 Capitol Summit - F&B	0.00	15,000.00	15,000.00	
6675.002 Capitol Summit - Gratuities	0.00	5,250.00	5,250.00	
6680.002 Capitol Summit - Legis Packets	0.00	1,500.00	1,500.00	
6685.002 Capitol Summit - Online Regis.	0.00	1,500.00	1,500.00	
6695.002 Capitol Summit - Printing	0.00	200.00	200.00	
6700.002 Capitol Summit - Room Rental	0.00	2,242.00	2,242.00	
6705.002 Capitol Summit - Sponsor Items	0.00	500.00	500.00	
6710.002 Capitol Summit - Speakers	0.00	3,000.00	3,000.00	
6720.002 Capitol Summit - Supplies	0.00	500.00	500.00	
6730.002 Capitol Summit - Signage	0.00	200.00	200.00	
6755.002 Vanguard (CapSum) - F&B	0.00	3,650.00	3,650.00	
6780.004 WLS - Audio/Visual	0.00	5,500.00	5,500.00	
6790.004 WLS - Decorations	0.00	2,000.00	2,000.00	
6800.004 WLS - Eventzilla Fees	0.00	1,500.00	1,500.00	
6810.004 WLS - Food & Beverage	22,701.51	41,000.00	18,298.49	55.4 %
6820.004 WLS - Giveaways	0.00	2,500.00	2,500.00	
6830.004 WLS - Ladies Night Out	0.00	3,750.00	3,750.00	
6840.004 WLS - Postage/Shipping/Misc.	0.00	1,000.00	1,000.00	
6850.004 WLS - Printing	0.00	2,000.00	2,000.00	
6860.004 WLS - Signs	0.00	1,000.00	1,000.00	
6870.004 WLS - Speaker Fees	0.00	3,500.00	3,500.00	
6875.004 WLS - Staff Travel/Lodging	0.00	1,600.00	1,600.00	
6880.004 WLS - Summit Shirts	0.00	1,250.00	1,250.00	
6890.004 WLS - Supplies	0.00	2,000.00	2,000.00	
6900.004 WLS - SWAG	0.00	1,500.00	1,500.00	
TOTAL Expenses	280,310.96	619,925.60	339,614.64	45.2 %

*8 Months Ended
February 28, 2022*

		<i>Annual Budget</i>	<i>Unused</i>	<i>% Used</i>
***** OPERATING PROFIT(LOSS)	4,957.99	(45,865.60)	(50,823.59)	-10.8 %
Other Income & Expenses				
7000.000 Interest Income	113.48	0.00	(113.48)	
TOTAL Other Income & Expenses	113.48	0.00	(113.48)	
***** PROFIT(LOSS) BEFORE TAXES	5,071.47	(45,865.60)	(50,937.07)	-11.1 %
Provisions for Taxes				
7100.000 Income Tax Expenses	0.00	10.00	10.00	
TOTAL Provisions for Taxes	0.00	10.00	10.00	
***** NET PROFIT(LOSS)	5,071.47	(45,875.60)	(50,947.07)	-11.1 %