

California Assn of Health Underwriters

Income Statement

Year-to-Date Only, June 2018, June 2017

| | <i>12 Months Ended June 30, 2018</i> | <i>12 Months Ended June 30, 2017</i> | <i>Variance Fav/<Unf></i> | <i>% Var</i> |
|--|--|--|-------------------------------------|----------------|
| Income | | | | |
| 4000.000 Membership Dues - NAHU | 336,784.74 | 361,680.86 | (24,896.12) | -6.9 % |
| 4210.001 HCS - Registration | 17,046.00 | 32,610.00 | (15,564.00) | -47.7 % |
| 4220.001 HCS - Vendors | 26,000.00 | 44,550.00 | (18,550.00) | -41.6 % |
| 4230.001 HCS - Sponsors | 79,187.52 | 64,250.00 | 14,937.52 | 23.2 % |
| 4270.001 Vanguard (Fall) - Reg. | 6,188.00 | 3,262.00 | 2,926.00 | 89.7 % |
| 4275.001 Vanguard (Fall)- Sponsors | 2,000.00 | 2,700.00 | (700.00) | -25.9 % |
| 4300.002 Capitol Summit - Registration | 16,045.00 | 16,462.00 | (417.00) | -2.5 % |
| 4310.002 Capitol Summit - Program Ads | 0.00 | 350.00 | (350.00) | -100.0 % |
| 4320.002 Capitol Summit - Sponsors (all) | 59,437.52 | 36,375.00 | 23,062.52 | 63.4 % |
| 4325.002 Capitol Summit - Vendor | 4,475.00 | 6,600.00 | (2,125.00) | -32.2 % |
| 4330.002 Vanguard (Spring) - Reg | 2,912.00 | 3,475.00 | (563.00) | -16.2 % |
| 4340.002 Vanguard (Spring)- Sponsor | 0.00 | 1,250.00 | (1,250.00) | -100.0 % |
| 4600.000 Website Advertising | 250.00 | 0.00 | 250.00 | |
| 4620.000 No On Singler Payer Project | 0.00 | 26,750.00 | (26,750.00) | -100.0 % |
| 4625.000 NAHU Vanguard Event | 960.00 | 0.00 | 960.00 | |
| 4650.000 Board Sponsor | 3,000.00 | 2,000.00 | 1,000.00 | 50.0 % |
| 4895.000 KAHU Miscellaneous income | 0.00 | 500.00 | (500.00) | -100.0 % |
| 4900.000 CAHU PAC Donation - Restricted | 24.00 | 25,000.00 | (24,976.00) | -99.9 % |
| 4900.000 Miscellaneous Income | 47.00 | 235.00 | (188.00) | -80.0 % |
| TOTAL Income | 554,356.78 | 628,049.86 | (73,693.08) | -11.7 % |
| Expenses | | | | |
| 6030.000 Awards & Gifts | 986.13 | 2,116.30 | 1,130.17 | 53.4 % |
| 6050.000 Bank/Credit Card Fees | 4,698.52 | 5,019.85 | 321.33 | 6.4 % |
| 6105.000 Board - Expenses | 0.00 | 1,659.99 | 1,659.99 | 100.0 % |
| 6110.000 Board Meeting - A/V | 798.07 | 0.00 | (798.07) | |
| 6120.000 Board - Banquet | 10,959.30 | 12,329.14 | 1,369.84 | 11.1 % |
| 6135.000 Board - Postage | 0.46 | 0.00 | (0.46) | |
| 6140.000 Board - Printing | 522.37 | 296.45 | (225.92) | -76.2 % |
| 6145.000 Board Meeting - Room Rental | 789.75 | 0.00 | (789.75) | |
| 6150.000 Board - Supplies | 69.42 | 0.00 | (69.42) | |
| 6155.000 Board - Strategic Planning | 0.00 | 5,368.36 | 5,368.36 | 100.0 % |
| 6160.000 Board - Travel & Lodging | 25,455.47 | 32,505.36 | 7,049.89 | 21.7 % |
| 6170.000 Board - Officer - Past Pres. | 441.76 | 0.00 | (441.76) | |
| 6180.000 Board - Officer - President | 7,190.26 | 3,116.24 | (4,074.02) | -130.7 % |
| 6190.000 Board - Officer - Pres. Elect | 0.00 | 2,201.38 | 2,201.38 | 100.0 % |
| 6220.000 Board - Officer - VP Finance | 0.00 | 471.56 | 471.56 | 100.0 % |
| 6235.000 Board - Officer - VP PAC | 0.00 | 500.00 | 500.00 | 100.0 % |
| 6237.000 Board - Officer - VP Public Aff | 260.29 | 63.85 | (196.44) | -307.7 % |
| 6300.000 Continuing Education Exp | 1,550.18 | 1,558.72 | 8.54 | 0.5 % |
| 6305.000 Donation | 4,191.65 | 0.00 | (4,191.65) | |
| 6310.000 Dues/Subscriptions | 3,440.00 | 4,059.88 | 619.88 | 15.3 % |
| 6320.000 Insurance - All | 3,855.50 | 3,935.50 | 80.00 | 2.0 % |
| 6323.000 CAHU PAC Donation | 20,000.00 | 0.00 | (20,000.00) | |
| 6325.000 HUPAC Donation | 5,000.00 | 5,000.00 | 0.00 | |

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|--|--|--|-------------------------------------|--------------|
| 6345.000 Legal & Accounting (taxes) | 1,750.00 | 1,660.00 | (90.00) | -5.4 % |
| 6346.000 Legal Opinion: Agent Fees | 3,000.00 | 25,000.00 | 22,000.00 | 88.0 % |
| 6360.000 Legislative/Council | 1,139.16 | 4,241.78 | 3,102.62 | 73.1 % |
| 6365.000 Legis. Advocate - Fees | 156,000.00 | 156,000.00 | 0.00 | |
| 6370.000 Legis. Advocate - Expenses | 3,399.62 | 4,978.61 | 1,578.99 | 31.7 % |
| 6390.000 Medicare Summit Expenses | 1,118.72 | 0.00 | (1,118.72) | |
| 6400.000 Management Fees - CAMS | 183,120.00 | 183,120.00 | 0.00 | |
| 6405.000 Management Travel (CAMS) | 3,799.60 | 4,671.98 | 872.38 | 18.7 % |
| 6445.000 Membership Marketing | 0.00 | 1,402.07 | 1,402.07 | 100.0 % |
| 6455.000 NAHU Annual Convention | 580.00 | 16,138.71 | 15,558.71 | 96.4 % |
| 6460.000 NAHU Cap Conference | 18,672.89 | 15,806.12 | (2,866.77) | -18.1 % |
| 6462.000 NAHU - Region 8 | 972.05 | 1,500.00 | 527.95 | 35.2 % |
| 6463.000 NAHU Cap Conf - Vanguard | 1,200.00 | 0.00 | (1,200.00) | |
| 6484.000 No On Single Payer Project | 0.00 | 26,750.00 | 26,750.00 | 100.0 % |
| 6485.000 Office Supplies/Expense | 3,642.85 | 3,615.38 | (27.47) | -0.8 % |
| 6495.000 Postage - Admin | 1,210.37 | 821.22 | (389.15) | -47.4 % |
| 6500.000 Printing - Admin | 318.96 | 6.80 | (312.16) | -4590.6 % |
| 6510.000 Public Relations Expenses | 6,000.00 | 4,529.50 | (1,470.50) | -32.5 % |
| 6512.000 Stakeholder Consultant | 0.00 | 7,618.05 | 7,618.05 | 100.0 % |
| 6520.000 Telephone/Fax/Internet | 1,036.48 | 982.83 | (53.65) | -5.5 % |
| 6525.000 Website | 2,568.15 | 9,691.43 | 7,123.28 | 73.5 % |
| 6526.000 Webinar Expenses | 0.00 | 100.32 | 100.32 | 100.0 % |
| 6530.000 Prior Year Expenses | 0.00 | 950.00 | 950.00 | 100.0 % |
| 6540.001 HCS - Audio/Visual | 2,631.40 | 22,860.45 | 20,229.05 | 88.5 % |
| 6555.001 HCS - Food & Beverage | 32,871.97 | 52,793.86 | 19,921.89 | 37.7 % |
| 6560.001 HCS - Other | 464.85 | 240.00 | (224.85) | -93.7 % |
| 6565.001 HCR - Photography | 1,500.00 | 0.00 | (1,500.00) | |
| 6570.001 HCS - Postage & Shipping | 641.56 | 844.71 | 203.15 | 24.0 % |
| 6580.001 HCS - Printing | 2,453.82 | 1,397.96 | (1,055.86) | -75.5 % |
| 6585.001 HCS - Security | 0.00 | 1,350.00 | 1,350.00 | 100.0 % |
| 6590.001 HCS - Speakers | 5,395.97 | 4,110.13 | (1,285.84) | -31.3 % |
| 6600.001 HCS - Supplies | 534.56 | 276.26 | (258.30) | -93.5 % |
| 6610.001 HCS - Vendors | 0.00 | 4,362.00 | 4,362.00 | 100.0 % |
| 6620.001 Vanguard (Fall)- Donation | 0.00 | 500.00 | 500.00 | 100.0 % |
| 6625.001 Vanguard (Fall) - Entertainment | 513.30 | 2,289.00 | 1,775.70 | 77.6 % |
| 6630.001 Vanguard (Fall) - F&B | 4,876.35 | 3,533.99 | (1,342.36) | -38.0 % |
| 6635.001 Vanguard (Fall)- Prizes | 781.41 | 0.00 | (781.41) | |
| 6640.001 Vanguard (Fall) - Printing Exp. | 177.15 | 0.00 | (177.15) | |
| 6645.001 Vanguard (Fall) - Supplies | 0.00 | 376.64 | 376.64 | 100.0 % |
| 6640.002 Capitol Summit - Audio/Visual | 3,297.50 | 2,809.94 | (487.56) | -17.4 % |
| 6650.002 Capitol Summit - F&B | 18,867.00 | 17,129.09 | (1,737.91) | -10.1 % |
| 6680.002 Capitol Summit - Printing | 2,178.21 | 3,106.36 | 928.15 | 29.9 % |
| 6687.002 Capitol Summit - Speakers | 3,394.77 | 0.00 | (3,394.77) | |
| 6690.002 Capitol Summit - Supplies | 83.45 | 728.31 | 644.86 | 88.5 % |
| 6710.002 Capitol Summit - Travel & Meals | 0.00 | 70.90 | 70.90 | 100.0 % |
| 6750.002 Vanguard (Spring)-Entertainment | 0.00 | 4,161.09 | 4,161.09 | 100.0 % |
| 6760.002 Vanguard (Spring) - Supplies | 0.00 | 221.24 | 221.24 | 100.0 % |
| TOTAL Expenses | 560,401.25 | 672,949.31 | 112,548.06 | 16.7 % |
| ***** OPERATING PROFIT(LOSS) | (6,044.47) | (44,899.45) | 38,854.98 | 86.5 % |

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|---------------------------------|--|--|-------------------------------------|--------------|
| Other Income & Expenses | | | | |
| 7000.000 Interest Income | 68.39 | 2.46 | 65.93 | 2680.1 % |
| TOTAL Other Income & Expenses | 68.39 | 2.46 | 65.93 | 2680.1 % |
| ***** PROFIT(LOSS) BEFORE TAXES | (5,976.08) | (44,896.99) | 38,920.91 | 86.7 % |
| Provisions for Taxes | | | | |
| 7100.000 Income Tax Expenses | 0.00 | 40.00 | 40.00 | 100.0 % |
| TOTAL Provisions for Taxes | 0.00 | 40.00 | 40.00 | 100.0 % |
| ***** NET PROFIT(LOSS) | (5,976.08) | (44,936.99) | 38,960.91 | 86.7 % |