

Los Angeles Assn of Health Underwriters

Income Statement

Year-to-Date Performance, May 2022

	<i>11 Months Ended May 31, 2022</i>	<i>Annual Budget</i>	<i>Unused</i>	<i>% Used</i>
Income				
Membership Dues - Regular	7,324.30	11,200.00	3,875.70	65.4 %
Membership Meeting - Registration	1,860.00	3,000.00	1,140.00	62.0 %
Membership Meeting - Sponsors	9,380.00	6,000.00	(3,380.00)	156.3 %
CE/Showcase Mtg - Sponsors	1,000.00	0.00	(1,000.00)	
Annual Conference - Registration	10,444.00	24,750.00	14,306.00	42.2 %
Annual Conference - Vendors	5,250.00	44,550.00	39,300.00	11.8 %
Annual Conference - Sponsors	72,100.00	30,000.00	(42,100.00)	240.3 %
Vanguard Council Event Sponsors	4,600.00	1,500.00	(3,100.00)	306.7 %
Holiday Party Event	3,155.00	2,500.00	(655.00)	126.2 %
Medicare Summit - Registration	4,502.42	4,502.42	0.00	100.0 %
Medicare Summit - Sponsors	37,099.00	41,175.00	4,076.00	90.1 %
Medicare Summit - Vendors	3,200.00	0.00	(3,200.00)	
Medicare Summit - Adv	175.00	0.00	(175.00)	
TOTAL Income	160,089.72	169,177.42	9,087.70	94.6 %
Expenses				
Accounting/Tax Prep.	800.00	800.00	0.00	100.0 %
Awards & Gifts	377.39	900.00	522.61	41.9 %
Bank/Credit Card Fees	3,950.65	6,000.00	2,049.35	65.8 %
Board Meeting - F&B	1,666.66	1,600.00	(66.66)	104.2 %
Board Meeting - Room/Facility Rental	375.00	750.00	375.00	50.0 %
Board - Team Building Event	0.00	2,000.00	2,000.00	
CAHU Capitol Summit	600.00	2,000.00	1,400.00	30.0 %
CAHU PAC	5,000.00	5,000.00	0.00	100.0 %
Charity/Donation	2,500.00	2,500.00	0.00	100.0 %
Continuing Education Admin Exp	245.95	0.00	(245.95)	
Donation	750.00	0.00	(750.00)	
Dues & Subscriptions	2,022.27	1,210.00	(812.27)	167.1 %
Holiday Celebration	3,194.71	3,000.00	(194.71)	106.5 %
PAC Committee	0.00	500.00	500.00	
HUPAC Administration	5,000.00	5,000.00	0.00	100.0 %
Insurance Expense	2,242.15	2,400.00	157.85	93.4 %
Community Out-Reach Committee	0.00	500.00	500.00	
Legislative Committee	0.00	500.00	500.00	
Management Fees - CAMS	19,593.77	25,000.00	5,406.23	78.4 %
Membership Development	0.00	1,000.00	1,000.00	
Membership Marketing	0.00	1,000.00	1,000.00	
NAHU Annual Convention	0.00	20,500.00	20,500.00	
NAHU Capitol Conference	12,045.89	18,600.00	6,554.11	64.8 %
Office/Supplies Expense	217.46	400.00	182.54	54.4 %
Constant Contact	133.00	665.00	532.00	20.0 %
Postage - Admin	39.29	195.00	155.71	20.1 %
Print/Copy - Admin	1.20	0.00	(1.20)	
Storage Expenses	342.00	385.00	43.00	88.8 %

**11 Months Ended
May 31, 2022**

		Annual Budget	Unused	% Used
Telephone/Fax/Internet	250.00	325.00	75.00	76.9 %
Website Expenses	0.00	150.00	150.00	
Membership Mtg - A/V	290.00	400.00	110.00	72.5 %
Membership Mtg - Food & Beverage	1,182.51	6,800.00	5,617.49	17.4 %
Membership Mtg - Raffle Prize	0.00	200.00	200.00	
Membership Mtg - Room/Facility Rental	340.00	0.00	(340.00)	
Membership Mtg - Supplies	200.00	0.00	(200.00)	
Annual Conference - Advertising	0.00	500.00	500.00	
Annual Conference - A/V	8,386.65	7,000.00	(1,386.65)	119.8 %
Annual Conference - Exhibit	688.00	0.00	(688.00)	
Annual Conference - F&B	19,139.40	18,000.00	(1,139.40)	106.3 %
Annual Conference - Photographer	1,015.00	0.00	(1,015.00)	
Annual Conference - Room Rental	7,869.50	6,300.00	(1,569.50)	124.9 %
Annual Conference - Security	0.00	400.00	400.00	
Annual Conference - Speakers	3,894.28	0.00	(3,894.28)	
Annual Conference - Supplies	357.25	0.00	(357.25)	
Annual Conference - Tables	0.00	2,000.00	2,000.00	
Annual Conference - Technology	0.00	5,500.00	5,500.00	
Medicare Summit - Speaker	0.00	554.85	554.85	
Medicare Summit - F&B	10,374.80	10,354.70	(20.10)	100.2 %
Medicare Summit - Prizes/Giveaways	200.00	200.00	0.00	100.0 %
Medicare Summit - Printing	565.27	565.27	0.00	100.0 %
Medicare Summit - Supplies	460.63	476.88	16.25	96.6 %
Medicare Summit - Breakout Rooms	4,000.00	4,000.00	0.00	100.0 %
Medicare Summit - A/V	2,695.00	2,695.00	0.00	100.0 %
Medicare Summit - Vendor	350.00	350.00	0.00	100.0 %
TOTAL Expenses	123,355.68	169,176.70	45,821.02	72.9 %
***** OPERATING PROFIT	36,734.04	0.72	(36,733.32)	5101950.0
Other Income and Expenses				
Interest Income	10.13	0.00	(10.13)	
TOTAL Other Income and Expenses	10.13	0.00	(10.13)	
***** NET PROFIT	36,744.17	0.72	(36,743.45)	5103356.9