

Virginia Association of Health Underwriters

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Profit & Loss

03/03/2014

July 2013 through February 2014

Accrual Basis

|  | Jul '13 - Feb 14 | Jul '12 - Feb 13 | \$ Change        |
|--|------------------|------------------|------------------|
| <b>Income</b>                          |                  |                  |                  |
| <b>Annual Conference Income</b>        |                  |                  |                  |
| Ads                                    | 850.00           | 600.00           | 250.00           |
| Exhibitors                             | 17,299.00        | 11,200.00        | 6,099.00         |
| Registrants                            | 18,482.75        | 16,249.62        | 2,233.13         |
| Sponsorship                            | 11,720.00        | 8,700.00         | 3,020.00         |
| Activities Income                      | 350.00           | 2,426.25         | -2,076.25        |
| <b>Total Annual Conference Income</b>  | <b>48,701.75</b> | <b>39,175.87</b> | <b>9,525.88</b>  |
| CAP Conference                         | 200.00           | 0.00             | 200.00           |
| CE Education                           | 0.00             | 6,060.00         | -6,060.00        |
| Interest Income                        | 1.02             | 0.00             | 1.02             |
| Membership Dues                        | 9,123.92         | 9,031.24         | 92.68            |
| Payments To/From Chapters              | 0.00             | 0.00             | 0.00             |
| Royalty - Basic Guru                   | 29.25            | 78.00            | -48.75           |
| <b>Total Income</b>                    | <b>58,055.94</b> | <b>54,345.11</b> | <b>3,710.83</b>  |
| <b>Expense</b>                         |                  |                  |                  |
| <b>Annual Conference Expense</b>       |                  |                  |                  |
| A/V - Technology                       | 2,090.21         | 2,836.86         | -746.65          |
| Attendee Give-Aways                    | 364.85           | 0.00             | 364.85           |
| Awards                                 | 0.00             | 832.97           | -832.97          |
| Conference Materials                   | 794.45           | 115.10           | 679.35           |
| Event Management                       | 20,763.68        | 13,406.43        | 7,357.25         |
| Keynote Speaker                        | 4,373.70         | 0.00             | 4,373.70         |
| Marketing Graphic Design               | 1,891.25         | 1,290.00         | 601.25           |
| Postage                                | 0.00             | 0.00             | 0.00             |
| Printing - Programs, Handouts          | 524.29           | 487.95           | 36.34            |
| Activities Expenses                    | 990.64           | 2,572.56         | -1,581.92        |
| <b>Total Annual Conference Expense</b> | <b>31,793.07</b> | <b>21,541.87</b> | <b>10,251.20</b> |
| Attendee Registration                  | 330.32           | 0.00             | 330.32           |
| Banking and Merchant Expense           | 621.51           | 1,026.42         | -404.91          |
| <b>Board Expenses</b>                  |                  |                  |                  |
| Board Meeting Conf Calls               | 0.00             | 35.92            | -35.92           |
| Board Meeting Meal Expense             | 617.59           | 554.14           | 63.45            |
| Board Travel                           | 1,339.17         | 1,342.16         | -2.99            |
| <b>Total Board Expenses</b>            | <b>1,956.76</b>  | <b>1,932.22</b>  | <b>24.54</b>     |
| Charitable Giving                      | 0.00             | 100.00           | -100.00          |
| <b>Conference Expenses</b>             |                  |                  |                  |
| CAP Conference                         | 4,059.84         | 9,411.21         | -5,351.37        |
| National Conference                    | 1,631.16         | 3,913.52         | -2,282.36        |
| <b>Total Conference Expenses</b>       | <b>5,691.00</b>  | <b>13,324.73</b> | <b>-7,633.73</b> |
| Educational - CE                       | 360.00           | 1,080.00         | -720.00          |

|  |                 |                  |                 |
|--|-----------------|------------------|-----------------|
| <b>Insurance</b>                       | 751.00          | 751.00           | 0.00            |
| <b>Lobby Effort</b>                    |                 |                  |                 |
| <b>Consultant</b>                      | 9,600.00        | 9,100.00         | 500.00          |
| <b>Services - Additional</b>           | 0.00            | 0.00             | 0.00            |
| <b>Total Lobby Effort</b>              | 9,600.00        | 9,100.00         | 500.00          |
| <b>Marketing and Advertising</b>       | 0.00            | 2,405.96         | -2,405.96       |
| <b>Newsletter Design, Printing and</b> | 1,615.00        | 2,480.00         | -865.00         |
| <b>Professional Fees</b>               |                 |                  |                 |
| <b>Bookkeeping</b>                     | 1,305.00        | 690.00           | 615.00          |
| <b>Tax Preparation</b>                 | 465.60          | 445.60           | 20.00           |
| <b>Total Professional Fees</b>         | 1,770.60        | 1,135.60         | 635.00          |
| <b>Technology Expenses</b>             |                 |                  |                 |
| <b>Website</b>                         | 400.00          | 1,080.00         | -680.00         |
| <b>Total Technology Expenses</b>       | 400.00          | 1,080.00         | -680.00         |
| <b>Total Expense</b>                   | 54,889.26       | 55,957.80        | -1,068.54       |
| <b>Net Income</b>                      | <b>3,166.68</b> | <b>-1,612.69</b> | <b>4,779.37</b> |