

Virginia Association of Health Underwriters Proposed Budget after Conference Call

FISCAL YEAR 2014

(based on Amy's spreadsheet)

	July 2013-June 2014	May Proposed Conf.
Income		
Annual Conference Income		
Ads	700.00	0.00
Exhibitors	18,000.00	14,565.00
Registrants	17,000.00	9,642.03
Sponsorship	25,000.00	15,633.10
Activities Income	3,000.00	0.00
Total Annual Conference Income	63,700.00	39,840.13
CE Education	10,000.00	0.00
Chapter Golf Outing	0.00	0.00
Interest Income	0.00	0.00
Membership Dues	15,000.00	0.00
Royalty - Basic Guru	125.00	0.00
Total Income	88,825.00	39,840.13
Expense		
Annual Conference Expense		
A/V - Technology	2,000.00	4,000.00
Awards	850.00	500.00
Conference Materials	200.00	0.00
Event Management	13,000.00	14,409.24
Keynote Speaker	5,000.00	0.00
Marketing Graphic Design	2,500.00	0.00
Postage	0.00	0.00
Printing - Programs, Handouts	500.00	2,610.00
Miscellaneous Conference Exp	500.00	500.00
Activities Expenses	2,000.00	0.00
Total Annual Conference Expense	26,550.00	22,019.24
Banking and Merchant Expense	1,200.00	700.00
Board Expenses		
Board Meeting Meal Expense	2,000.00	0.00
Board Travel	2,500.00	0.00
Total Board Expenses	4,500.00	0.00
Charitable Giving	300.00	0.00
Conference Expenses		
CAP Conference	13,000.00	0.00
National Conference	10,000.00	0.00

(based on Amy's spreadsheet)

	July 2013-June 2014	May Proposed Conf.
Total Conference Expenses	23,000.00	0.00
Educational	10,000.00	500.00
Fundraising -Chapter Golf	0.00	0.00
Insurance	850.00	0.00
Lobby Effort		
Consultant	10,000.00	0.00
Services - Additional	0.00	0.00
Total Lobby Effort	10,000.00	0.00
Marketing, Advertising, Media and Members	3,000.00	0.00
Newsletter Design, Printing	4,000.00	0.00
Professional Fees		
Bookkeeping	2,500.00	0.00
Tax Preparation	500.00	0.00
Total Professional Fees	3,000.00	0.00
Technology Expenses		
Website	1,200.00	0.00
Total Technology Expenses	1,200.00	0.00
Total Travel	0.00	0.00
Total Expense	87,600.00	23,219.24
Net Income	1,225.00	16,620.89

Virginia Association of Health Underwriters Proposed Budget after Conference C

FISCAL YEAR 2014

	Revised 2014 Budget
Income	
Annual Conference Income	
Ads	700.00
Exhibitors	32,565.00
Registrants	26,642.03
Sponsorship	40,633.10
Activities Income	3,000.00
Total Annual Conference Income	103,540.13
CE Education	10,000.00
Chapter Golf Outing	0.00
Interest Income	0.00
Membership Dues	15,000.00
Royalty - Basic Guru	125.00
Total Income	128,665.13
Expense	
Annual Conference Expense	
A/V - Technology	6,000.00
Awards	1,350.00
Conference Materials	200.00
Event Management	27,409.24
Keynote Speaker	5,000.00
Marketing Graphic Design	2,500.00
Postage	0.00
Printing - Programs, Handouts	3,110.00
Miscellaneous Conference Exp	1,000.00
Activities Expenses	2,000.00
Total Annual Conference Expense	48,569.24
Banking and Merchant Expense	1,900.00
Board Expenses	
Board Meeting Meal Expense	2,000.00
Board Travel	2,500.00
Total Board Expenses	4,500.00
Charitable Giving	300.00
Conference Expenses	
CAP Conference	13,000.00
National Conference	10,000.00

	Revised 2014 Budget
Total Conference Expenses	23,000.00
Educational	10,500.00
Fundraising -Chapter Golf	0.00
Insurance	850.00
Lobby Effort	
Consultant	10,000.00
Services - Additional	0.00
Total Lobby Effort	10,000.00
Marketing, Advertising, Media and Members	3,000.00
Newsletter Design, Printing	4,000.00
Professional Fees	
Bookkeeping	2,500.00
Tax Preparation	500.00
Total Professional Fees	3,000.00
Technology Expenses	
Website	1,200.00
Total Technology Expenses	1,200.00
Total Travel	0.00
Total Expense	110,819.24
Net Income	17,845.89