

Virginia Assoc. of Health Underwriters  
**Profit & Loss Budget vs. Actual**  
 July 2015 through February 2016

12:46 PM  
 03/04/2016  
 Accrual Basis

	Jul '15 - Feb 16	Budget
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
Day on The Hill Income	480.00	0.00
<b>Annual Conference Income</b>		
<b>Ads</b>	250.00	1,000.00
<b>Exhibitors</b>	800.00	14,800.00
<b>Registrants</b>	0.00	11,800.00
<b>Sponsorship</b>	4,075.00	13,400.00
<b>Total Annual Conference Income</b>	5,125.00	41,000.00
<b>CE Education</b>	9,616.00	12,560.00
<b>Membership Dues</b>	7,773.56	13,600.00
<b>Lobbyist Fee - Chapter's Share</b>	4,875.00	4,875.00
<b>Total Income</b>	27,869.56	72,035.00
<b>Expense</b>		
<b>Annual Conference Expense</b>		
<b>A/V - Technology</b>	0.00	2,500.00
<b>Attendee Give-Aways</b>	0.00	500.00
<b>Awards</b>	0.00	200.00
<b>Conference Materials</b>	0.00	150.00
<b>Event Management</b>	0.00	15,000.00
<b>Keynote Speaker</b>	0.00	2,000.00
<b>Marketing Graphic Design</b>	0.00	1,000.00
<b>Printing - Programs, Handouts</b>	0.00	400.00
<b>Miscellaneous Conference Exp</b>	0.00	500.00
<b>Activities Expenses</b>	0.00	500.00
<b>Total Annual Conference Expense</b>	0.00	22,750.00
<b>Banking and Merchant Expense</b>	294.39	600.00
<b>Board Expenses</b>		
<b>Board Meeting Mileage</b>	0.00	1,000.00
<b>Board Misc Expenses</b>	0.00	150.00
<b>Board Meeting Meal Expense</b>	1,089.46	1,500.00
<b>Board Meeting Space Rental</b>	52.65	0.00
<b>Total Board Expenses</b>	1,142.11	2,650.00
<b>Charitable Giving</b>	0.00	500.00
<b>Conference Expenses</b>		
<b>Transportation</b>	200.00	0.00
<b>CAP Reception/Dinner</b>	2,600.00	2,200.00
<b>CAP Conf Pres, Pres Elect, Leg.</b>	1,951.74	4,000.00
<b>CAP Conf Scholarship Chapters</b>	2,500.00	2,500.00
<b>Regional Conference (President)</b>	0.00	500.00
<b>Day on the Hill</b>	216.04	150.00

National Conf Pres RoomAirMeal	0.00	4,000.00
<b>Total Conference Expenses</b>	7,467.78	13,350.00
Educational - CE	6,892.89	8,800.00
Insurance	767.00	767.00
Lobby Effort		
Consultant	9,750.00	9,750.00
<b>Total Lobby Effort</b>	9,750.00	9,750.00
Newsletter Design, Printing	488.75	1,500.00
Professional Fees		
Bookkeeping	2,000.00	3,000.00
Tax Preparation	500.85	500.00
<b>Total Professional Fees</b>	2,500.85	3,500.00
Technology Expenses		
Website	875.92	2,160.00
<b>Total Technology Expenses</b>	875.92	2,160.00
<b>Total Expense</b>	30,179.69	66,327.00
<b>Net Ordinary Income</b>	-2,310.13	5,708.00
<b>Net Income</b>	<b>-2,310.13</b>	<b>5,708.00</b>