

Virginia Assoc. of Health Underwriters
APPROVED P&L
July 2016 through February 2017

Jul '16 - Feb 17

Ordinary Income/Expense

Income

Annual Conference Income

Ads	0.00
Exhibitors	3,600.00
Registrants	930.00
Sponsorship	38,800.00
Activities Income	500.00

Total Annual Conference Income 43,830.00

CE Education 9,505.00

Interest Income 0.39

Membership Dues 10,465.97

Payments To/From Chapters 0.00

Lobbyist Fee - Chapter's Share 4,875.00

Total Income 68,676.36

Expense

Management Fee 29,600.00

Office Supplies 0.00

Annual Conference Expense

AV - Technology	0.00
Attendee Give-Aways	0.00
Awards	0.00
Conference Materials	0.00
Event Management	0.00
Keynote Speaker	0.00
Marketing Graphic Design	0.00
Printing - Programs, Handouts	0.00
Miscellaneous Conference Exp	1,167.06
Activities Expenses	0.00

Total Annual Conference Expense 1,167.06

Banking and Merchant Expense 466.75

Board Expenses

Board Meeting Mileage 0.00

Board Misc Expenses 65.00

Board Meeting Meal Expense 641.63

Total Board Expenses 706.63

Conference Expenses

CAP Conf Pres, Pres Elect, Leg. 1,467.84

CAP Conf Scholarship Chapters 2,500.00

Regional Conference (President) 175.15

Day on the Hill 151.10

National Conf Pres RoomAirMeal	<u>0.00</u>
Total Conference Expenses	<u>4,294.09</u>
Educational - CE	8,579.35
Insurance	767.00
Lobby Effort	
Consultant	<u>9,750.00</u>
Total Lobby Effort	<u>9,750.00</u>
Marketing and Advertising	
Member Incentives	<u>0.00</u>
Total Marketing and Advertising	<u>0.00</u>
Professional Fees	
Bookkeeping	2,030.98
Tax Preparation	<u>516.45</u>
Total Professional Fees	<u>2,547.43</u>
Technology Expenses	
Website	<u>754.95</u>
Total Technology Expenses	<u>754.95</u>
Total Expense	<u>58,633.26</u>
Net Ordinary Income	<u>10,043.10</u>
Net Income	<u><u>10,043.10</u></u>