

approved

Ventura County AHU					
	Budget 2008-2009	Actual 2008-2009	Estimated 2009-2010	Estimated Over/Under Actual	VCAHU 2009-2010 Proposed Budget
<b>Income</b>					
<b>4000 Advertising Income</b>			500.00	500.00	200.00
<b>4000.01 Metallic Sponsors</b>				-	
Sponsor -Aetna		500.00	-	(500.00)	-
Sponsor -Assurant	800.00			-	
Sponsor - BenefitMall	700.00	500.00	-	(500.00)	-
Sponsor - Blue Cross	600.00	200.00	200.00	-	200.00
Sponsor - Blue Shield	900.00	200.00		(200.00)	
Sponsor - Cal First Health Physicians	700.00	225.00	-	(225.00)	-
Sponsor -CHW		200.00	200.00	-	200.00
Sponsor - Community Medical Group	700.00			-	
Sponsor - Kaiser	1,100.00	200.00	200.00	-	200.00
Sponsor - LISI	1,000.00	225.00	200.00	(25.00)	225.00
Sponsor - Pfizer	900.00	200.00	200.00	-	200.00
Sponsor - Seaview Mgmt Services	1,100.00	200.00	200.00	-	200.00
Sponsor - St. Johns Medical	1,000.00			-	
Sponsor - UnitedHealthcare	500.00	500.00	500.00	-	500.00
Sponsor - Warner Pacific	1,100.00	200.00	200.00	-	200.00
Sponsor - Word & Brown	700.00	225.00	200.00	(25.00)	225.00
<b>Total 4000.01 Metallic Sponsors</b>	\$ 11,800.00	\$ 3,575.00	\$ 2,100.00	\$ (1,475.00)	\$ 2,150.00
<b>Total 4000 Advertising Income</b>	\$ 11,800.00	\$ 3,575.00	\$ 2,600.00	\$ 975.00	\$ 2,350.00
<b>4200 Charity Income</b>					
<b>4200.1 Holiday Charity Income</b>	750.00	2,035.00	2,000.00	(35.00)	2,000.00
<b>Total 4200 Charity Income</b>	\$ 750.00	\$ 2,035.00	\$ 2,000.00	\$ (35.00)	\$ 2,000.00
<b>4300 Golf Tournament Income</b>					
<b>4300.1 Golf Event Sponsors</b>	2,000.00	2,250.00	2,750.00	500.00	2,250.00
<b>4300.2 Golf Registrations</b>	5,000.00	3,400.00	3,500.00	100.00	3,400.00
<b>4300.3 Golf Tee Sponsor</b>	300.00	600.00	1,500.00	900.00	600.00
<b>4300.4 Golf Raffle Prizes</b>	1,000.00	935.00	1,000.00	65.00	935.00
<b>4300.5 Golf Silent Auction</b>	600.00			-	
<b>4300.6 Metallic Sponsors</b>					
Sponsor - Aetna		350.00	-	(350.00)	-
Sponsor - Assurant	350.00			-	
Sponsor - BenefitMall	450.00	350.00	-	(350.00)	-
Sponsor - Blue Cross	350.00	550.00	500.00	(50.00)	550.00
Sponsor - Blue Shield	550.00	550.00	500.00	(50.00)	550.00
Sponsor - Cal First Health Physicians	350.00	350.00	-	(350.00)	-
Sponsor - CHW		750.00	750.00	-	750.00
Sponsor - Community Medical Group	350.00			-	
Sponsor - Kaiser	750.00	750.00	750.00	-	750.00
Sponsor - LISI	700.00	350.00	350.00	-	350.00
Sponsor - Pfizer	550.00	550.00	550.00	-	550.00
Sponsor - Seaview Mgmt Services	750.00	750.00	750.00	-	750.00
Sponsor - St. Johns Medical	700.00			-	
Sponsor - UnitedHealthcare	350.00	350.00	350.00	-	350.00
Sponsor - Warner Pacific	750.00	750.00	750.00	-	750.00
Sponsor - Word & Brown	350.00	350.00	350.00	-	350.00
<b>Total 4300.6 Metallic Sponsors</b>	\$ 7,300.00	\$ 6,750.00	\$ 5,600.00	\$ (1,150.00)	\$ 5,700.00
<b>Total 4300 Golf Tournament Income</b>	\$ 16,200.00	\$ 13,935.00	\$ 14,350.00	\$ 415.00	\$ 12,885.00
<b>4400 Membership Dues</b>					
<b>4400.1 Associate/Staff Dues</b>	300.00	375.00	500.00	125.00	375.00
<b>4400.2 NAHU Dues</b>	3,500.00	2,702.04	3,000.00	297.96	2,500.00
<b>Total 4400 Membership Dues</b>	\$ 3,800.00	\$ 3,077.04	\$ 3,500.00	\$ 422.96	\$ 2,875.00

	Budget 2008-2009	Actual 2008-2009	Estimated 2009-2010	Estimated Over/Under Actual	VCAHU 2009-2010 Proposed Budget
<b>4500 Membership Meetings Income</b>					
4600.1 Meeting Sponsors	2,500.00		1,500.00	1,500.00	1,500.00
4600.2 Meeting Registrations	6,000.00	6,225.00	6,200.00	(25.00)	6,225.00
4600.3 PAC Raffle Income	2,000.00	75.00	100.00	25.00	75.00
4600.4 Metallic Sponsors					
Sponsor - Aetna		350.00	-	(350.00)	-
Sponsor - Assurant	350.00			-	
Sponsor - BenefitMall	1,300.00	350.00	-	(350.00)	-
Sponsor - Blue Cross		1,500.00	1,500.00	-	1,500.00
Sponsor - Blue Shield	1,500.00	1,500.00	1,500.00	-	1,500.00
Sponsor - Cal First Health Physicians	1,300.00	1,300.00	-	(1,300.00)	-
Sponsor - CHW		1,900.00	1,900.00	-	1,900.00
Sponsor - Community Medical Group	1,300.00			-	
Sponsor - Kaiser	1,900.00	1,900.00	1,900.00	-	1,900.00
Sponsor - LISI	1,250.00	1,300.00	1,300.00	-	1,300.00
Sponsor - Pfizer	1,500.00	1,500.00	1,500.00	-	1,500.00
Sponsor - Seaview Mgmt Services	1,500.00	1,900.00	1,900.00	-	1,900.00
Sponsor - St. Johns Medical	1,250.00			-	
Sponsor - UnitedHealthcare	350.00	350.00	350.00	-	350.00
Sponsor - Warner Pacific	1,900.00	1,900.00	1,900.00	-	1,900.00
Sponsor - Word & Brown	1,300.00	1,300.00	1,300.00	-	1,300.00
<b>Total 4600.4 Metallic Sponsors</b>	<b>\$ 16,700.00</b>	<b>\$ 17,050.00</b>	<b>\$ 16,050.00</b>	<b>-\$ 2,000.00</b>	<b>\$ 16,050.00</b>
<b>Total 4600 Membership Meetings Income</b>	<b>\$ 27,200.00</b>	<b>\$ 23,350.00</b>	<b>\$ 22,850.00</b>	<b>-\$ 500.00</b>	<b>\$ 22,850.00</b>
<b>4680 Miscellaneous Income</b>		700.00	700.00	-	
<b>4700 Symposium Income</b>					
4700.1 Symposium Expo- Sponsors	4,000.00	1,635.00	2,000.00	365.00	1,635.00
4700.2 Symposium Expo - Registration	645.00	1,785.00	2,000.00	215.00	1,785.00
4700.3 Symposium Expo - Booth	900.00	2,350.00	2,500.00	150.00	2,350.00
4700.4 Symposium Expo - Program Ad		100.00	100.00	-	100.00
4700.5 Metallic Sponsors					
Sponsor - Aetna		300.00	-	(300.00)	-
Sponsor - Assurant	300.00			-	
Sponsor - BenefitMall	500.00	300.00	-	(300.00)	-
Sponsor - Blue Cross	500.00	700.00	-	(700.00)	-
Sponsor - Blue Shield	700.00	700.00	700.00	-	700.00
Sponsor - Cal First Health Physicians	600.00	600.00	-	(600.00)	-
Sponsor - CHW		800.00	-	(800.00)	-
Sponsor - Community Medical Group	600.00			-	
Sponsor - Kaiser	800.00	800.00	800.00	-	800.00
Sponsor - LISI	700.00	600.00	600.00	-	600.00
Sponsor - Pfizer	700.00	700.00	700.00	-	700.00
Sponsor - Seaview Mgmt Services	700.00	800.00	800.00	-	800.00
Sponsor - St. Johns Medical	700.00			-	
Sponsor - UnitedHealthcare	300.00	300.00	300.00	-	300.00
Sponsor - Warner Pacific	800.00	800.00	800.00	-	800.00
Sponsor - Word & Brown	600.00	600.00	600.00	-	600.00
<b>Total 4700.5 Metallic Sponsors</b>	<b>\$ 8,500.00</b>	<b>\$ 8,000.00</b>	<b>\$ 5,300.00</b>	<b>-\$ 2,700.00</b>	<b>\$ 5,300.00</b>
<b>Total 4700 Symposium Income</b>	<b>14,045.00</b>	<b>\$ 13,670.00</b>	<b>\$ 11,900.00</b>	<b>-\$ 1,970.00</b>	<b>\$ 11,170.00</b>
<b>Total Income</b>	<b>\$ 73,795.00</b>	<b>\$ 60,542.04</b>	<b>\$ 67,900.00</b>	<b>-\$ 2,642.04</b>	<b>\$ 64,130.00</b>

	Budget 2008-2009	Actual 2008-2009	Estimated 2009-2010	Estimated Over/Under Actual	VCAHU 2009-2010 Proposed Budget
<b>Expenses</b>					
6000 Awards	200.00	130.64	200.00	69.36	200.00
6001 Bank/CC Processing Charges	650.00	887.96	900.00	12.04	900.00
5010 Board of Directors		6.45	25.00	18.55	
5010.1 BOD Printing & Postage	100.00			-	
5010.2 BOD Supplies	100.00	82.06	100.00	17.94	100.00
5010.3 BOD Travel/Hotels/Meals		342.44	250.00	(92.44)	350.00
5010.4 Strategic Planning Meeting	150.00	166.45	200.00	33.55	535.00
Total 5010 Board of Directors	\$ 350.00	\$ 597.40	\$ 325.00	\$(22.40)	\$ 985.00
5100 CAHU DATC					
5100.1 DATC Meals/Hotel/Travel	1,625.00	1,607.61	1,700.00	92.39	1,275.00
5100.2 DATC Registration	375.00	564.56	300.00	(264.56)	300.00
Total 5100 CAHU DATC	\$ 2,000.00	\$ 2,172.17	\$ 2,000.00	\$(172.17)	\$ 1,675.00
5110 CAHU Sales Conference		160.87	175.00	14.13	
5200 Charity Expenses	8,000.00	5,082.39	6,000.00	917.61	-
5300 Executive Director					
5300.1 Adm'n. Fees	4,800.00	4,800.00	4,800.00	-	6,240.00
5300.2 Copies	150.00	155.26	200.00	44.74	60.00
5300.3 Meals/Travel	75.00		50.00	50.00	300.00
5300.5 Postage	90.00	125.14	150.00	24.86	60.00
5300.6 Supplies	300.00	318.91	350.00	31.09	150.00
5300.7 Telephone/Faxes	100.00	218.41	250.00	31.59	220.00
5300.8 Quickbooks		244.23	250.00	5.77	250.00
Total 5300 Executive Director	\$ 5,615.00	\$ 5,861.95	\$ 5,800.00	\$ 182.28	\$ 7,280.00
5400 Golf Tournament Expenses					
5400.1 Golf Facility & Meals		5,699.62	6,000.00	300.38	6,000.00
5400.2 Golf Raffle Prizes		3,694.00	4,000.00	306.00	4,000.00
5400.9 Golf Miscellaneous Expenses		314.65	325.00	10.35	325.00
	\$ -	\$ 9,708.27	\$ 10,325.00	\$ 616.73	\$ 10,325.00
5410 Insurance	1,000.00	1,375.41	1,500.00	124.59	350.00
5420 Media Relations	100.00		100.00	100.00	500.00
5500 Membership Expense					
5500.1 Membership Drive Expense	750.00		750.00	750.00	625.00
Total 5500 Membership Expense	\$ 750.00	\$ 0.00	\$ 750.00	\$ 750.00	\$ 625.00
5550 Membership Meetings Expense					
5550.1 Copies/Printing	50.00		50.00	50.00	
5550.2 Food/Beverage/Room Rental	10,000.00	5,888.41	4,800.00	(1,088.41)	6,000.00
5550.3 Postage	30.00		30.00	30.00	
5550.4 Speaker Fees	10,000.00		1,000.00	1,000.00	1,000.00
5550.6 Supplies	150.00	1,528.81	2,000.00	471.19	200.00
Total 5550 Membership Meetings Expense	\$ 20,230.00	\$ 7,417.22	\$ 7,880.00	\$ 462.78	\$ 7,200.00
5570 Miscellaneous Expense	500.00			-	
6000 NAHU Awards (Do not use)	100.00			-	
6610 NAHU Cap. Conference					
6610.1 Registration	1,600.00	800	1,000.00	200.00	1,200.00
6610.2 Travel/ Meals/ Hotel	9,200.00	6861.99	7,000.00	138.01	5,400.00
6610.3 Postage and Shipping		17.77	25.00	7.23	
Total 6610 NAHU Cap. Conference	\$ 10,800.00	\$ 7,679.76	\$ 8,025.00	\$ 345.24	\$ 6,600.00

	Budget 2008-2009	Actual 2008-2009	Estimated 2009-2010	Estimated Over/Under Actual	VCAHU 2009-2010 Proposed Budget
<b>5620 NAHU Convention</b>					
5620.1 NAHU Registration	1,500.00	3,260.00	1,500.00	(1,760.00)	1,500.00
5620.2 NAHU Travel/Meals/Lodging	7,200.00	13,218.47	13,200.00	(18.47)	6,750.00
<b>Total 5620 NAHU Convention</b>	<b>\$ 8,700.00</b>	<b>\$ 16,478.47</b>	<b>\$ 14,700.00</b>	<b>\$ (1,778.47)</b>	<b>\$ 8,250.00</b>
<b>6760 PAC Expenses</b>					
6760.1 PAC Contributions	2,500.00	2,000.00	2,000.00	-	-
6760.3 PAC Raffle/Prizes	500.00		500.00	500.00	-
6760.4 HUPAC Contributions					-
<b>Total 6760 PAC Expenses</b>	<b>\$ 3,000.00</b>	<b>\$ 2,000.00</b>	<b>\$ 2,600.00</b>	<b>\$ 500.00</b>	<b>\$ 0.00</b>
<b>6800 President</b>	500.00			-	500.00
<b>5830 President Elect</b>	50.00			-	-
<b>5840 Programs</b>	300.00			-	-
<b>5850 Region 8 Meeting</b>					
5850.2 Region 8 Registration		235.00	320.00	85.00	375.00
5850.2 Region 8 Travel/Meals/Lodging	2,800.00	2,504.74	250.00	(2,254.74)	1,700.00
<b>Total 5850 Region 8 Meeting</b>	<b>\$ 2,800.00</b>	<b>\$ 2,739.74</b>	<b>\$ 670.00</b>	<b>\$ (2,169.74)</b>	<b>\$ 2,075.00</b>
<b>5860 Secretary</b>	150.00		150.00	150.00	-
<b>5870 Sponsor Signs</b>		150.89	200.00	49.11	-
<b>5900 Symposium Expenses</b>					
5900.1 Copies/Printing	1,100.00			-	700.00
5900.10 Membership Directory		618.67	1,000.00	381.33	110.00
5900.2 Postage	250.00	106.56	125.00	18.44	5,500.00
5900.3 Room/Food	3,000.00	5,370.55	5,500.00	129.45	2,500.00
5900.4 Speaker Fees	2,000.00	2,500.00	2,500.00	-	575.00
5900.5 Supplies	500.00	347.85	400.00	52.15	700.00
5900.7 Decorations		684.72	700.00	15.28	100.00
5900.8 Awards	300.00		100.00	100.00	
<b>Total 5900 Symposium Expenses</b>	<b>\$ 7,160.00</b>	<b>\$ 9,628.36</b>	<b>\$ 8,625.00</b>	<b>\$ 300.04</b>	<b>\$ 10,185.00</b>
<b>5910 Tax Filing and Fees</b>	535.00	530.00	600.00	70.00	530.00
<b>5930 V/P Finance</b>	50.00			-	-
<b>5940 V/P Legislation</b>	2,000.00			-	-
<b>5990 Website Expenses</b>		374.74	400.00	25.26	-
<b>Total Expenses</b>	<b>\$ 75,430.00</b>	<b>\$ 72,976.23</b>	<b>\$ 71,725.00</b>	<b>\$ 546.39</b>	<b>\$ 58,080.00</b>
<b>Net Income</b>	<b>\$ (1,635.00)</b>	<b>\$ (12,434.19)</b>	<b>\$ (13,825.00)</b>	<b>\$ (3,188.43)</b>	<b>\$ (3,950.00)</b>

Davis, Marcy

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**From:** Cindy Jones [CindyJ@warnerpacific.com]  
**Sent:** Wednesday, December 02, 2009 9:02 AM  
**To:** Davis, Marcy; Catherine Scrivner  
**Subject:** RE: VCAHU Budget  
No. We are good. Thank you.

Cindy Jones  
Vice President of Operations  
Warner Pacific Insurance Services  
(800) 801-2300, ext. 117  
Fax: (818) 575-2313  
President, Ventura County Association of Health Underwriters

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**From:** Davis, Marcy [mailto:mdavis@pesc.com]  
**Sent:** Wednesday, December 02, 2009 8:39 AM  
**To:** Catherine Scrivner  
**Cc:** Cindy Jones  
**Subject:** RE: VCAHU Budget

Are there any changes from the budget we sent you around the 24th of November?

Thank you,

Marcy

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**From:** Catherine Scrivner [mailto:catherinesc@warnerpacific.com]  
**Sent:** Wednesday, December 02, 2009 8:38 AM  
**To:** Davis, Marcy  
**Cc:** Cindy Jones  
**Subject:** VCAHU Budget

Hello Marcy,

The budget was finally approved.

Thanks,

*Catherine A. Scrivner*

Large Group Broker Sales Representative  
Warner Pacific Insurance Services  
Phone: (800) 801-2300 X 474  
FAX: (818) 575-2325

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**From:** Davis, Marcy [mailto:mdavis@pesc.com]  
**Sent:** Wednesday, December 02, 2009 8:29 AM  
**To:** Cindy Jones; Catherine Scrivner  
**Cc:** Maas, Peggy; Ruiz, Akayla; Haas, Matt  
**Subject:** VCAHU Budget

Hi Cindy and Catherine,

I am checking to see if the budget was approved yesterday at the board meeting.

Thank you,

**Marcy Davis**  
Professional Exchange Service Corporation  
Staff Accountant  
(559) 228-6140  
(559) 227-1463 Fax  
[mdavis@pesc.com](mailto:mdavis@pesc.com)

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12/2/2009