

Ohio Association of Health Underwriters
Profit & Loss Budget Performance
January through March 2016

	Jan - Mar 16	Annual Budget
Income		
4010 - NAHU Membership Dues	6,713.72	35,000.00
4050 - Consulting Fee		
4051 - Comm - Monthly Consulting Fee	1,512.49	5,000.00
4052 - Annual Associate Dues	0.00	120,300.00
Total 4050 - Consulting Fee	1,512.49	125,300.00
4071 - Annual Meeting/Leadership		
4071.1 - Registration	630.00	1,000.00
Total 4071 - Annual Meeting/Leadership	630.00	1,000.00
4250 - Day at the Statehouse		
4250.1 - Registration	1,330.00	3,500.00
Total 4250 - Day at the Statehouse	1,330.00	3,500.00
4280 - Job Bank	100.00	500.00
4410 - Interest Earned	1.41	1,506.00
Total Income	10,287.62	166,806.00
Expense		
5000 - LEGISLATIVE ACTIVITIES		
5004 - Leg Council Mtg Mileage Exp	0.00	400.00
5004.1 - Leg Chair/Co Travel & Relations	125.36	500.00
5009 - Lobbyist Fees	9,999.99	40,000.00
5024 - CAP Conference		
5024.9 - CAP Conference - Other	5,294.20	10,000.00
Total 5024 - CAP Conference	5,294.20	10,000.00
5091 - Day at the Statehouse Expense	501.24	6,000.00
5103 - OAHUPAC Accounting	153.53	1,600.00
5105 - OAHUPAC Expenses	0.00	300.00
5106 - HUPAC	0.00	500.00
Total 5000 - LEGISLATIVE ACTIVITIES	16,074.32	59,300.00
5010 - OAHU-Admin.	9,999.99	40,000.00
5017 - Website Hosting	308.71	800.00
5022 - Annual Mtg/Leadership Mtg Exp	186.83	2,000.00
5023 - Leadership Meeting Expense		
5025 - NAHU Symposium		
5025.9 - NAHU Symposium - Other	0.00	12,000.00
Total 5025 - NAHU Symposium	0.00	12,000.00
5026 - Regional Meetings Reimbursement		
5026.9 - Regional Meetings Reim - other	0.00	1,500.00
Total 5026 - Regional Meetings Reimbursement	0.00	1,500.00
5027 - OAHU-Meeting Reimbursement	280.95	2,500.00
Total 5023 - Leadership Meeting Expense	280.95	16,000.00
5029 - Local Sponsorships		
5029.1 - Cincinnati	0.00	500.00
5029.2 - Columbus	500.00	500.00
5029.3 - Northeast	0.00	500.00

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5029.4 - Northwest	0.00	500.00
5029.5 - Western Reserve	0.00	500.00
Total 5029 - Local Sponsorships	500.00	2,500.00
5040 - Postage/Faxes/Copies	5.60	1,000.00
5060 - Communication	45.00	500.00
5063 - Flowers & Gifts	0.00	400.00
5066 - Office Supplies	0.00	500.00
5067 - Ohio Department of Insurance	303.00	2,000.00
5068 - Sircon Expense	1,000.00	1,000.00
5071 - Leading Producers Round Table	100.00	500.00
5080 - Board Meetings	116.75	1,000.00
5085 - Awards	0.00	1,000.00
5093 - Outreach Sponsorships	0.00	1,000.00
5095 - Insurance		
5069 - E & O Insurance	0.00	2,000.00
5069.1 - D&O Insurance	2,145.00	3,500.00
Total 5095 - Insurance	2,145.00	5,500.00
5100 - Accounting	1,100.00	1,100.00
5120 - Membership Development	608.18	2,000.00
5190 - Bank Service Charges	300.90	1,600.00
5860 - Workers Comp Sales Campaign	0.00	100.00
5870 - Workers' Comp. Local Reimburse	0.00	27,000.00
Total Expense	33,075.23	166,800.00
	-22,787.61	6.00

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04/08/16
Cash Basis

Ohio Association of Health Underwriters
Balance Sheet
As of March 31, 2016

Mar 31, 16

ASSETS

Current Assets

Checking/Savings

First Bank of Bexley Savings	11,067.83
First Merit Bank CD	172,092.48
1000 - Chase-Checking	31,591.57
1005 - Chase-Money Market	19,029.28

Total Checking/Savings 233,781.16

Total Current Assets 233,781.16

LIABILITIES & EQUITY

Equity

3900 - Retained Earnings	256,568.77
Net Income	-22,787.61

Total Equity 233,781.16

TOTAL LIABILITIES & EQUITY 233,781.16

Ohio Association of Health Underwriters
Profit & Loss Prev Year Comparison
January through March 2016

	Jan - Mar 16	Jan - Mar 15	\$ Change	% Change
Income				
4010 · NAHU Membership Dues	6,713.72	7,955.52	-1,241.80	-15.61%
4050 · Consulting Fee				
4051 · Comm - Monthly Consulting Fee	1,512.49	2,269.17	-756.68	-33.35%
Total 4050 · Consulting Fee	1,512.49	2,269.17	-756.68	-33.35%
4071 · Annual Meeting/Leadership				
4071.1 · Registration	630.00	0.00	630.00	100.0%
Total 4071 · Annual Meeting/Leadership	630.00	0.00	630.00	100.0%
4250 · Day at the Statehouse				
4250.1 · Registration	1,330.00	0.00	1,330.00	100.0%
Total 4250 · Day at the Statehouse	1,330.00	0.00	1,330.00	100.0%
4260 · OAHU Legislative Mtg (panel)	0.00	0.00	0.00	0.0%
4280 · Job Bank	100.00	100.00	0.00	0.0%
4410 · Interest Earned	1.41	2.33	-0.92	-39.49%
Total Income	10,287.62	10,327.02	-39.40	-0.38%
Expense				
5000 · LEGISLATIVE ACTIVITIES				
5004.1 · Leg Chair/Co Travel & Relations	125.36	285.00	-159.64	-56.01%
5009 · Lobbyist Fees	9,999.99	9,999.99	0.00	0.0%
5024 · CAP Conference				
5024.9 · CAP Conference - Other	5,294.20	6,267.54	-973.34	-15.53%
Total 5024 · CAP Conference	5,294.20	6,267.54	-973.34	-15.53%
5091 · Day at the Statehouse Expense	501.24	200.00	301.24	150.62%
5103 · OAHUPAC Accounting	153.53	549.50	-395.97	-72.06%
Total 5000 · LEGISLATIVE ACTIVITIES	16,074.32	17,302.03	-1,227.71	-7.1%
5010 · OAHU-Admin.	9,999.99	9,999.99	0.00	0.0%
5017 · Website Hosting	308.71	263.84	44.87	17.01%
5022 · Annual Mtg/Leadership Mtg Exp	186.83	0.00	186.83	100.0%
5023 · Leadership Meeting Expense				
5027 · OAHU-Meeting Reimbursement	280.95	826.62	-545.67	-66.01%
Total 5023 · Leadership Meeting Expense	280.95	826.62	-545.67	-66.01%
5029 · Local Sponsorships				
5029.2 · Columbus	500.00	500.00	0.00	0.0%
Total 5029 · Local Sponsorships	500.00	500.00	0.00	0.0%
5040 · Postage/Faxes/Copies	5.60	103.48	-97.88	-94.59%
5060 · Communication	45.00	90.00	-45.00	-50.0%
5063 · Flowers & Gifts	0.00	228.05	-228.05	-100.0%
5066 · Office Supplies	0.00	21.49	-21.49	-100.0%
5067 · Ohio Department of Insurance	303.00	0.00	303.00	100.0%
5068 · Sicon Expense	1,000.00	1,239.13	-239.13	-19.3%
5071 · Leading Producers Round Table	100.00	0.00	100.00	100.0%
5080 · Board Meetings	116.75	169.71	-52.96	-31.21%
5092 · HPIO Sponsorship	0.00	1,000.00	-1,000.00	-100.0%
5095 · Insurance				

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	Jan - Mar 16	Jan - Mar 15	\$ Change	% Change
5069.1 - D&O Insurance	2,145.00	0.00	2,145.00	100.0%
Total 5095 - Insurance	2,145.00	0.00	2,145.00	100.0%
5100 - Accounting	1,100.00	0.00	1,100.00	100.0%
5120 - Membership Development	608.18	462.98	145.20	31.36%
5190 - Bank Service Charges	300.90	135.52	165.38	122.03%
5860 - Workers Comp Sales Campaign	0.00	50.00	-50.00	-100.0%
Total Expense	33,075.23	32,392.84	682.39	2.11%
Net Income	-22,787.61	-22,065.82	-721.79	-3.27%