

Ohio Association of Health Underwriters
Profit & Loss Prev Year Comparison
January through December 2017

	Jan - Dec 17	Jan - Dec 16	\$ Change
Income			
4010 - NAHU Membership Dues	24,008.18	24,490.85	-482.67
4050 - Consulting Fee			
4051 - Comm - Monthly Consulting Fee	3,217.76	5,159.46	-1,941.70
4052 - Annual Associate Dues	177,356.80	153,877.65	23,479.15
Total 4050 - Consulting Fee	180,574.56	159,037.11	21,537.45
4071 - Annual Meeting/Leadership			
4071.1 - Registration	2,170.00	865.00	1,305.00
Total 4071 - Annual Meeting/Leadership	2,170.00	865.00	1,305.00
4250 - Day at the Statehouse			
4250.1 - Registration	4,650.00	2,340.00	2,310.00
Total 4250 - Day at the Statehouse	4,650.00	2,340.00	2,310.00
4280 - Job Bank	200.00	250.00	-50.00
4410 - Interest Earned	1,868.17	1,733.38	134.79
Total Income	213,470.91	188,716.34	24,754.57
Expense			
5000 - LEGISLATIVE ACTIVITIES			
5004.1 - Leg Chair/Co Travel & Relations	1,518.20	125.36	1,392.84
5009 - Lobbyist Fees	39,999.96	39,999.96	0.00
5024 - CAP Conference			
5024.9 - CAP Conference - Other	9,825.24	9,903.11	-77.87
Total 5024 - CAP Conference	9,825.24	9,903.11	-77.87
5091 - Day at the Statehouse Expense	5,777.86	4,490.37	1,287.49
5103 - OAHUPAC Accounting	1,164.40	1,569.62	-405.22
5105 - OAHUPAC Expenses	453.69	0.00	453.69
Total 5000 - LEGISLATIVE ACTIVITIES	58,739.35	56,088.42	2,650.93
5010 - OAHU-Admin.	39,999.96	39,999.96	0.00
5017 - Website Hosting	1,339.41	1,325.92	13.49
5022 - Annual Mtg/Leadership Mtg Exp	4,962.40	4,347.46	614.94
5023 - Leadership Meeting Expense			
5025 - NAHU Symposium			
5025.9 - NAHU Symposium - Other	6,312.30	11,920.70	-5,608.40
Total 5025 - NAHU Symposium	6,312.30	11,920.70	-5,608.40
5026 - Regional Meetings Reimbursement			
5026.9 - Regional Meetings Reim - other	761.65	668.44	93.21
Total 5026 - Regional Meetings Reimbursement	761.65	668.44	93.21
5027 - OAHU-Meeting Reimbursement	1,016.37	1,694.47	-678.10
Total 5023 - Leadership Meeting Expense	8,090.32	14,283.61	-6,193.29
5029 - Local Sponsorships			
5029.1 - Cincinnati	500.00	0.00	500.00
5029.2 - Columbus	500.00	500.00	0.00
5029.3 - Northeast	500.00	500.00	0.00
5029.4 - Northwest	500.00	500.00	0.00
5029.5 - Western Reserve	500.00	500.00	0.00

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Total 5029 · Local Sponsorships	2,500.00	2,000.00	500.00
5030 · Outreach Co-Op Match			
5030.1 · Cincinnati	119.00	0.00	119.00
5030.2 · Columbus	1,575.00	0.00	1,575.00
5030.5 · Western Reserve	1,100.00	0.00	1,100.00
Total 5030 · Outreach Co-Op Match	2,794.00	0.00	2,794.00
5040 · Postage/Faxes/Copies	365.66	247.74	117.92
5060 · Communication	280.00	350.00	-70.00
5063 · Flowers & Gifts	2,500.00	0.00	2,500.00
5066 · Office Supplies	0.00	811.54	-811.54
5067 · Ohio Department of Insurance	2,674.00	2,770.00	-96.00
5068 · Sircon Expense	877.00	2,000.00	-1,123.00
5071 · Leading Producers Round Table	140.00	465.00	-325.00
5080 · Board Meetings	1,036.27	224.90	811.37
5095 · Insurance			
5069 · E & O Insurance	872.00	872.00	0.00
5069.1 · D&O Insurance	2,226.00	2,226.00	0.00
Total 5095 · Insurance	3,098.00	3,098.00	0.00
5100 · Accounting	1,100.00	1,100.00	0.00
5120 · Membership Development	2,804.75	1,509.81	1,294.94
5190 · Bank Service Charges	618.84	804.09	-185.25
5200 · Miscellaneous	0.00	199.00	-199.00
5860 · Workers Comp Sales Campaign	10,064.00	240.00	9,824.00
5870 · Workers' Comp. Local Reimburse	37,844.95	34,426.87	3,418.08
Total Expense	181,828.91	166,292.32	15,536.59
	31,642.00	22,424.02	9,217.98

Ohio Association of Health Underwriters

Balance Sheet

As of December 31, 2017

Dec 31, 17

ASSETS

Current Assets

Checking/Savings

First Bank of Bexley Savings	11,067.83
1000 - Chase-Checking	22,370.94
1005 - Chase-Money Market	84,707.29
1050 - Cash in Bank-CD	100,000.00
1051 - First National CD	100,000.00

Total Checking/Savings 318,146.06

LIABILITIES & EQUITY

Equity

3900 - Retained Earnings	286,504.06
Net Income	31,642.00

Total Equity 318,146.06

TOTAL LIABILITIES & EQUITY 318,146.06

**Ohio Association of Health Underwriters
Profit & Loss Budget Performance
January through December 2017**

	Jan - Dec 17	Annual Budget
Income		
4010 - NAHU Membership Dues	24,008.18	30,000.00
4050 - Consulting Fee		
4051 - Comm - Monthly Consulting Fee	3,217.76	5,000.00
4052 - Annual Associate Dues	177,356.80	150,000.00
Total 4050 - Consulting Fee	180,574.56	155,000.00
4071 - Annual Meeting/Leadership		
4071.1 - Registration	2,170.00	1,000.00
Total 4071 - Annual Meeting/Leadership	2,170.00	1,000.00
4250 - Day at the Statehouse		
4250.1 - Registration	4,650.00	3,000.00
Total 4250 - Day at the Statehouse	4,650.00	3,000.00
4280 - Job Bank	200.00	200.00
4410 - Interest Earned	1,868.17	1,500.00
Total Income	213,470.91	190,700.00
Expense		
5000 - LEGISLATIVE ACTIVITIES		
5004 - Leg Council Mtg Mileage Exp	0.00	250.00
5004.1 - Leg Chair/Co Travel & Relations	1,518.20	250.00
5009 - Lobbyist Fees	39,999.96	40,000.00
5024 - CAP Conference		
5024.9 - CAP Conference - Other	9,825.24	10,000.00
Total 5024 - CAP Conference	9,825.24	10,000.00
5091 - Day at the Statehouse Expense	5,777.86	5,500.00
5103 - OAHUPAC Accounting	1,164.40	1,600.00
5105 - OAHUPAC Expenses	453.69	300.00
5106 - HUPAC	0.00	500.00
Total 5000 - LEGISLATIVE ACTIVITIES	58,739.35	58,400.00
5010 - OAHU-Admin.	39,999.96	40,000.00
5017 - Website Hosting	1,339.41	1,000.00
5022 - Annual Mtg/Leadership Mtg Exp	4,962.40	4,000.00
5023 - Leadership Meeting Expense		
5025 - NAHU Symposium		
5025.9 - NAHU Symposium - Other	6,312.30	10,000.00
Total 5025 - NAHU Symposium	6,312.30	10,000.00
5026 - Regional Meetings Reimbursement		
5026.9 - Regional Meetings Reim - other	761.65	1,500.00
Total 5026 - Regional Meetings Reimbursement	761.65	1,500.00
5027 - OAHU-Meeting Reimbursement	1,016.37	2,000.00
Total 5023 - Leadership Meeting Expense	8,090.32	13,500.00
5029 - Local Sponsorships		
5029.1 - Cincinnati	500.00	500.00
5029.2 - Columbus	500.00	500.00
5029.3 - Northeast	500.00	500.00

**Ohio Association of Health Underwriters
Profit & Loss Budget Performance
January through December 2017**

	Jan - Dec 17	Annual Budget
5029.4 - Northwest	500.00	500.00
5029.5 - Western Reserve	500.00	500.00
Total 5029 - Local Sponsorships	2,500.00	2,500.00
5030 - Outreach Co-Op Match		
5030.1 - Cincinnati	119.00	4,000.00
5030.2 - Columbus	1,575.00	4,000.00
5030.3 - Northeast	0.00	4,000.00
5030.4 - Northwest	0.00	4,000.00
5030.5 - Western Reserve	1,100.00	4,000.00
Total 5030 - Outreach Co-Op Match	2,794.00	20,000.00
5040 - Postage/Faxes/Copies	365.66	500.00
5060 - Communication	280.00	500.00
5063 - Flowers & Gifts	2,500.00	200.00
5066 - Office Supplies	0.00	250.00
5067 - Ohio Department of Insurance	2,674.00	3,000.00
5068 - Sircon Expense	877.00	1,000.00
5071 - Leading Producers Round Table	140.00	500.00
5080 - Board Meetings	1,036.27	500.00
5085 - Awards	0.00	500.00
5093 - Outreach Sponsorships	0.00	1,000.00
5095 - Insurance		
5069 - E & O Insurance	872.00	2,000.00
5069.1 - D&O Insurance	2,226.00	2,500.00
Total 5095 - Insurance	3,098.00	4,500.00
5100 - Accounting	1,100.00	1,100.00
5120 - Membership Development	2,804.75	1,000.00
5190 - Bank Service Charges	618.84	1,600.00
5860 - Workers Comp Sales Campaign	10,064.00	200.00
5870 - Workers' Comp. Local Reimburse	37,844.95	34,000.00
Total Expense	181,828.91	189,750.00
	31,642.00	950.00