

## Ohio Association of Health Underwriters Profit & Loss Prev Year Comparison January through December 2020

	Jan - Dec 21	Jan - Dec 20	\$ Change
<b>Income</b>			
Webinar	170.00	0.00	170.00
4010 · NAHU Membership Dues	17,924.14	22,481.82	-4,557.68
4050 · Consulting Fee			
4051 · Comm - Monthly Consulting Fee	729.10	1,003.95	-274.85
4052 · Annual Associate Dues	170,869.86	174,932.12	-4,062.26
<b>Total 4050 · Consulting Fee</b>	<b>171,598.96</b>	<b>175,936.07</b>	<b>-4,337.11</b>
4071 · Annual Meeting/Leadership			
4071.2 · Sponsors	500.00	0.00	500.00
<b>Total 4071 · Annual Meeting/Leadership</b>	<b>500.00</b>	<b>0.00</b>	<b>500.00</b>
4250 · Day at the Statehouse			
4250.1 · Registration	0.00	5,354.38	-5,354.38
<b>Total 4250 · Day at the Statehouse</b>	<b>0.00</b>	<b>5,354.38</b>	<b>-5,354.38</b>
4400 · ACA Special Event	4,249.00	0.00	4,249.00
4410 · Interest Earned	1,306.88	1,717.99	-411.11
<b>Total Income</b>	<b>195,748.98</b>	<b>205,490.26</b>	<b>-9,741.28</b>
<b>Expense</b>			
5000 · LEGISLATIVE ACTIVITIES			
5004 · Leg Council Mtg Mileage Exp	0.00	0.00	0.00
5009 · Lobbyist Fees	40,000.00	40,000.00	0.00
5024 · CAP Conference			
5024.6 · Cap Conference Scholarship	4,647.33	3,587.58	1,059.75
5024.9 · CAP Conference - Other	10,155.97	7,286.24	2,869.73
<b>Total 5024 · CAP Conference</b>	<b>14,803.30</b>	<b>10,873.82</b>	<b>3,929.48</b>
5091 · Day at the Statehouse Expense	0.00	7,074.25	-7,074.25
5103 · OAHUPAC Accounting	1,171.92	950.00	221.92
5105 · OAHUPAC Expenses	148.64	0.00	148.64
5106 · HUPAC	500.00	0.00	500.00
5000 · LEGISLATIVE ACTIVITIES - Other	0.00	1,098.76	-1,098.76
<b>Total 5000 · LEGISLATIVE ACTIVITIES</b>	<b>56,623.86</b>	<b>59,996.83</b>	<b>-3,372.97</b>
5010 · OAHU-Admin.	40,000.00	40,000.00	0.00
5017 · Website Hosting	4,406.00	4,506.00	-100.00
5022 · Annual Mtg/Leadership Mtg Exp	1,377.03	628.80	748.23
5023 · Leadership Meeting Expense			
5025 · NAHU Symposium			
5025.9 · NAHU Symposium - Other	223.00	12,781.06	-12,558.06
<b>Total 5025 · NAHU Symposium</b>	<b>223.00</b>	<b>12,781.06</b>	<b>-12,558.06</b>
5026 · Regional Meetings Reimbursement			
5026.2 · Columbus	0.00	354.50	-354.50
5026.9 · Regional Meetings Reim - other	0.00	451.65	-451.65
<b>Total 5026 · Regional Meetings Reimbursement</b>	<b>0.00</b>	<b>806.15</b>	<b>-806.15</b>
5027 · OAHU-Meeting Reimbursement	43.40	994.40	-951.00
5023 · Leadership Meeting Expense - Other	240.93	0.00	240.93
<b>Total 5023 · Leadership Meeting Expense</b>	<b>507.33</b>	<b>14,581.61</b>	<b>-14,074.28</b>

## Ohio Association of Health Underwriters Profit & Loss Prev Year Comparison January through December 2020

	Jan - Dec 21	Jan - Dec 20	\$ Change
<b>5029 · Local Sponsorships</b>			
5029.1 · Cincinnati	500.00	500.00	0.00
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
<b>Total 5029 · Local Sponsorships</b>	<b>2,500.00</b>	<b>2,500.00</b>	<b>0.00</b>
<b>5030 · Outreach Co-Op Match</b>			
5030.1 · Cincinnati	2,500.00	0.00	2,500.00
5030.2 · Columbus	2,500.00	3,000.00	-500.00
5030.3 · Northeast	2,500.00	0.00	2,500.00
5030.4 · Northwest	2,500.00	0.00	2,500.00
5030.5 · Western Reserve	2,500.00	0.00	2,500.00
<b>Total 5030 · Outreach Co-Op Match</b>	<b>12,500.00</b>	<b>3,000.00</b>	<b>9,500.00</b>
<b>5040 · Postage/Faxes/Copies</b>	1,223.79	2,088.73	-864.94
<b>5060 · Communication</b>	280.00	385.00	-105.00
<b>5063 · Flowers, Gifts &amp; Donations</b>	1,439.98	369.80	1,070.18
<b>5066 · Office Supplies</b>	481.49	269.29	212.20
<b>5067 · Ohio Department of Insurance</b>	970.00	4,450.23	-3,480.23
<b>5068 · Sircon Expense</b>	1,000.00	1,000.00	0.00
<b>5071 · Leading Producers Round Table</b>	100.00	300.00	-200.00
<b>5080 · Board Meetings</b>	136.34	120.51	15.83
<b>5092 · HPIO Sponsorship</b>	0.00	1,000.00	-1,000.00
<b>5095 · Insurance</b>			
5069 · E & O Insurance	614.00	614.00	0.00
5069.1 · D&O Insurance	2,942.00	3,127.00	-185.00
<b>Total 5095 · Insurance</b>	<b>3,556.00</b>	<b>3,741.00</b>	<b>-185.00</b>
<b>5100 · Accounting</b>	950.00	950.00	0.00
<b>5120 · Membership Development</b>	1,871.49	1,223.51	647.98
<b>5190 · Bank Service Charges</b>	250.70	186.55	64.15
<b>5200 · Miscellaneous</b>	5,022.53	0.00	5,022.53
<b>5860 · Workers Comp Sales Campaign</b>	120.00	10,604.00	-10,484.00
<b>5870 · Workers' Comp. Local Reimburse</b>	25,184.28	28,405.72	-3,221.44
<b>Total Expense</b>	<b>160,500.82</b>	<b>180,307.58</b>	<b>-19,806.76</b>
	<b>35,248.16</b>	<b>25,182.68</b>	<b>10,065.48</b>

## Ohio Association of Health Underwriters Profit & Loss Budget Performance January through December 2020

	Jan - Dec 21	Annual Budget
<b>Income</b>		
Webinar	170.00	
4010 · NAHU Membership Dues	17,924.14	24,000.00
4050 · Consulting Fee		
4051 · Comm - Monthly Consulting Fee	729.10	2,000.00
4052 · Annual Associate Dues	170,869.86	160,000.00
<b>Total 4050 · Consulting Fee</b>	<b>171,598.96</b>	<b>162,000.00</b>
4071 · Annual Meeting/Leadership		
4071.2 · Sponsors	500.00	
<b>Total 4071 · Annual Meeting/Leadership</b>	<b>500.00</b>	
4250 · Day at the Statehouse		
4250.1 · Registration	0.00	5,500.00
<b>Total 4250 · Day at the Statehouse</b>	<b>0.00</b>	<b>5,500.00</b>
4280 · Job Bank	0.00	100.00
4400 · Single Payer	4,249.00	
4410 · Interest Earned	1,306.88	1,500.00
<b>Total Income</b>	<b>195,748.98</b>	<b>193,100.00</b>
<b>Expense</b>		
5000 · LEGISLATIVE ACTIVITIES		
5004 · Leg Council Mtg Mileage Exp	0.00	250.00
5009 · Lobbyist Fees	40,000.00	40,000.00
5024 · CAP Conference		
5024.6 · Cap Conference Scholarship	4,647.33	5,000.00
5024.9 · CAP Conference - Other	10,155.97	10,000.00
<b>Total 5024 · CAP Conference</b>	<b>14,803.30</b>	<b>15,000.00</b>
5091 · Day at the Statehouse Expense	0.00	7,000.00
5103 · OAHUPAC Accounting	1,171.92	1,000.00
5105 · OAHUPAC Expenses	148.64	300.00
5106 · HUPAC	500.00	500.00
5000 · LEGISLATIVE ACTIVITIES - Other	0.00	1,098.76
<b>Total 5000 · LEGISLATIVE ACTIVITIES</b>	<b>56,623.86</b>	<b>65,148.76</b>
5010 · OAHU-Admin.	40,000.00	40,000.00
5017 · Website Hosting	4,406.00	1,500.00
5022 · Annual Mtg/Leadership Mtg Exp	1,377.03	700.00
5023 · Leadership Meeting Expense		
5025 · NAHU Symposium		
5025.9 · NAHU Symposium - Other	223.00	11,000.00
<b>Total 5025 · NAHU Symposium</b>	<b>223.00</b>	<b>11,000.00</b>
5026 · Regional Meetings Reimbursement		
5026.9 · Regional Meetings Reim - other	0.00	1,000.00
<b>Total 5026 · Regional Meetings Reimbursement</b>	<b>0.00</b>	<b>1,000.00</b>
5027 · OAHU-Meeting Reimbursement	43.40	1,000.00
5023 · Leadership Meeting Expense - Other	240.93	
<b>Total 5023 · Leadership Meeting Expense</b>	<b>507.33</b>	<b>13,000.00</b>

**Ohio Association of Health Underwriters  
 Profit & Loss Budget Performance  
 January through December 2020**

	<b>Jan - Dec 21</b>	<b>Annual Budget</b>
<b>5029 · Local Sponsorships</b>		
5029.1 · Cincinnati	500.00	500.00
5029.2 · Columbus	500.00	500.00
5029.3 · Northeast	500.00	500.00
5029.4 · Northwest	500.00	500.00
5029.5 · Western Reserve	500.00	500.00
<b>Total 5029 · Local Sponsorships</b>	<b>2,500.00</b>	<b>2,500.00</b>
<b>5030 · Outreach Co-Op Match</b>		
5030.1 · Cincinnati	2,500.00	2,500.00
5030.2 · Columbus	2,500.00	2,500.00
5030.3 · Northeast	2,500.00	2,500.00
5030.4 · Northwest	2,500.00	2,500.00
5030.5 · Western Reserve	2,500.00	2,500.00
<b>Total 5030 · Outreach Co-Op Match</b>	<b>12,500.00</b>	<b>12,500.00</b>
<b>5040 · Postage/Faxes/Copies</b>	1,223.79	2,500.00
<b>5060 · Communication</b>	280.00	400.00
<b>5063 · Flowers, Gifts &amp; Donations</b>	1,439.98	1,000.00
<b>5066 · Office Supplies</b>	481.49	300.00
<b>5067 · Ohio Department of Insurance</b>	970.00	4,500.00
<b>5068 · Sircon Expense</b>	1,000.00	1,000.00
<b>5071 · Leading Producers Round Table</b>	100.00	500.00
<b>5080 · Board Meetings</b>	136.34	200.00
<b>5095 · Insurance</b>		
5069 · E & O Insurance	614.00	700.00
5069.1 · D&O Insurance	2,942.00	3,200.00
<b>Total 5095 · Insurance</b>	<b>3,556.00</b>	<b>3,900.00</b>
<b>5100 · Accounting</b>	950.00	
<b>5120 · Membership Development</b>	1,871.49	2,000.00
<b>5190 · Bank Service Charges</b>	250.70	350.00
<b>5200 · Single Payer</b>	5,022.53	
<b>5860 · Workers Comp Sales Campaign</b>	120.00	250.00
<b>5870 · Workers' Comp. Local Reimburse</b>	25,000.00	25,000.00
<b>Total Expense</b>	<b>160,316.54</b>	<b>177,248.76</b>
	<b>35,432.44</b>	<b>15,851.24</b>