

Ohio Association of Health Underwriters Profit & Loss Prev Year Comparison January through December 2021

	Jan - Sep	Jan - Sep	\$ Change
Income			
Webinar	0.00	170.00	-170.00
4010 · NAHU Membership Dues	19,824.23	17,924.14	1,900.09
4050 · Consulting Fee			
4051 · Comm - Monthly Consulting Fee	0.00	729.10	-729.10
4052 · Annual Associate Dues	155,449.72	170,869.86	-15,420.14
Total 4050 · Consulting Fee	155,449.72	171,598.96	-16,149.24
4071 · Annual Meeting/Leadership			
4071.2 · Sponsors	0.00	500.00	-500.00
Total 4071 · Annual Meeting/Leadership	0.00	500.00	-500.00
4400 · ACA Special Event	0.00	4,249.00	-4,249.00
4410 · Interest Earned	935.56	1,306.88	-371.32
Total Income	176,209.51	195,748.98	-19,539.47
Expense			
5000 · LEGISLATIVE ACTIVITIES			
5009 · Lobbyist Fees	40,000.00	40,000.00	0.00
5024 · CAP Conference			
5024.1 · Cincinnati	1,800.00	0.00	1,800.00
5024.2 · Columbus	995.00	0.00	995.00
5024.3 · Northeast	1,800.00	0.00	1,800.00
5024.4 · Northwest	1,800.00	0.00	1,800.00
5024.5 · Western Reserve	600.00	0.00	600.00
5024.6 · Cap Conference Scholarship	0.00	4,647.33	-4,647.33
5024.9 · CAP Conference - Other	1,299.96	10,155.97	-8,856.01
Total 5024 · CAP Conference	8,294.96	14,803.30	-6,508.34
5103 · OAHUPAC Accounting	780.00	1,171.92	-391.92
5105 · OAHUPAC Expenses	1,000.00	148.64	851.36
5106 · HUPAC	0.00	500.00	-500.00
5000 · LEGISLATIVE ACTIVITIES - Other	284.87	0.00	284.87
Total 5000 · LEGISLATIVE ACTIVITIES	50,359.83	56,623.86	-6,264.03
5010 · OAHU-Admin.	40,000.00	40,000.00	0.00
5017 · Website Hosting	8,794.62	4,406.00	4,388.62
5022 · Annual Mtg/Leadership Mtg Exp	1,589.78	1,377.03	212.75
5023 · Leadership Meeting Expense			
5025 · NAHU Symposium			
5025.9 · NAHU Symposium - Other	520.00	223.00	297.00
Total 5025 · NAHU Symposium	520.00	223.00	297.00
5027 · OAHU-Meeting Reimbursement	0.00	43.40	-43.40
5023 · Leadership Meeting Expense - Other	250.00	240.93	9.07
Total 5023 · Leadership Meeting Expense	770.00	507.33	262.67
5029 · Local Sponsorships			
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

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5029.4 · Northwest	500.00	500.00	0.00
5029.5 · Western Reserve	500.00	500.00	0.00
Total 5029 · Local Sponsorships	2,500.00	2,500.00	0.00
5030 · Outreach Co-Op Match			
5030.1 · Cincinnati	0.00	2,500.00	-2,500.00
5030.2 · Columbus	0.00	2,500.00	-2,500.00
5030.3 · Northeast	0.00	2,500.00	-2,500.00
5030.4 · Northwest	0.00	2,500.00	-2,500.00
5030.5 · Western Reserve	0.00	2,500.00	-2,500.00
Total 5030 · Outreach Co-Op Match	0.00	12,500.00	-12,500.00
5040 · Postage/Faxes/Copies	375.98	1,223.79	-847.81
5060 · Communication	55.00	280.00	-225.00
5063 · Flowers, Gifts & Donations	1,103.20	1,439.98	-336.78
5066 · Office Supplies	22.60	481.49	-458.89
5067 · Ohio Department of Insurance	1,809.00	970.00	839.00
5068 · Sircon Expense	1,000.00	1,000.00	0.00
5071 · Leading Producers Round Table	520.00	100.00	420.00
5080 · Board Meetings	0.00	136.34	-136.34
5095 · Insurance			
5069 · E & O Insurance	750.00	614.00	136.00
5069.1 · D&O Insurance	2,908.00	2,942.00	-34.00
Total 5095 · Insurance	3,658.00	3,556.00	102.00
5100 · Accounting	950.00	950.00	0.00
5120 · Membership Development	721.49	1,871.49	-1,150.00
5190 · Bank Service Charges	973.21	250.70	722.51
5200 · Miscellaneous	0.00	5,022.53	-5,022.53
5860 · Workers Comp Sales Campaign	0.00	120.00	-120.00
5870 · Workers' Comp. Local Reimburse	22,179.12	25,184.28	-3,005.16
Total Expense	137,381.83	160,500.82	-23,118.99
Net Income	38,827.68	35,248.16	3,579.52