

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

	Jan - Sep 17	Jan - Sep 16	\$ Change	% Change
<b>Income</b>				
4010 - NAHU Membership Dues	17,094.95	21,768.49	-4,673.54	-21.47%
4050 - Consulting Fee				
4051 - Comm - Monthly Consulting Fee	3,217.76	5,030.52	-1,812.76	-36.04%
4052 - Annual Associate Dues	177,356.80	153,577.54	23,779.26	15.48%
<b>Total 4050 - Consulting Fee</b>	<b>180,574.56</b>	<b>158,608.06</b>	<b>21,966.50</b>	<b>13.85%</b>
4071 - Annual Meeting/Leadership				
4071.1 - Registration	2,170.00	865.00	1,305.00	150.87%
<b>Total 4071 - Annual Meeting/Leadership</b>	<b>2,170.00</b>	<b>865.00</b>	<b>1,305.00</b>	<b>150.87%</b>
4250 - Day at the Statehouse				
4250.1 - Registration	4,650.00	2,340.00	2,310.00	98.72%
<b>Total 4250 - Day at the Statehouse</b>	<b>4,650.00</b>	<b>2,340.00</b>	<b>2,310.00</b>	<b>98.72%</b>
4280 - Job Bank	200.00	100.00	100.00	100.0%
4410 - Interest Earned	1,204.09	1,718.77	-514.68	-29.95%
<b>Total Income</b>	<b>205,893.60</b>	<b>185,400.32</b>	<b>20,493.28</b>	<b>11.05%</b>
<b>Expense</b>				
5000 - LEGISLATIVE ACTIVITIES				
5004.1 - Leg Chair/Co Travel & Relations	944.33	125.36	818.97	653.3%
5009 - Lobbyist Fees	29,999.97	29,999.97	0.00	0.0%
5024 - CAP Conference				
5024.9 - CAP Conference - Other	9,825.24	9,468.11	357.13	3.77%
<b>Total 5024 - CAP Conference</b>	<b>9,825.24</b>	<b>9,468.11</b>	<b>357.13</b>	<b>3.77%</b>
5091 - Day at the Statehouse Expense	5,777.86	4,490.37	1,287.49	28.67%
5103 - OAHUPAC Accounting	702.67	1,455.72	-753.05	-51.73%
5105 - OAHUPAC Expenses	453.69	0.00	453.69	100.0%
<b>Total 5000 - LEGISLATIVE ACTIVITIES</b>	<b>47,703.76</b>	<b>45,539.53</b>	<b>2,164.23</b>	<b>4.75%</b>
5010 - OAHU-Admin.	29,999.97	29,999.97	0.00	0.0%
5017 - Website Hosting	1,274.41	973.38	301.03	30.93%
5022 - Annual Mtg/Leadership Mtg Exp	4,962.40	4,347.46	614.94	14.15%
5023 - Leadership Meeting Expense				
5025 - NAHU Symposium				
5025.9 - NAHU Symposium - Other	6,312.30	11,920.70	-5,608.40	-47.05%
<b>Total 5025 - NAHU Symposium</b>	<b>6,312.30</b>	<b>11,920.70</b>	<b>-5,608.40</b>	<b>-47.05%</b>
5026 - Regional Meetings Reimbursement				
5026.9 - Regional Meetings Reim - other	676.65	668.44	8.21	1.23%
<b>Total 5026 - Regional Meetings Reimbursement</b>	<b>676.65</b>	<b>668.44</b>	<b>8.21</b>	<b>1.23%</b>
5027 - OAHU-Meeting Reimbursement	950.22	1,041.15	-90.93	-8.73%
<b>Total 5023 - Leadership Meeting Expense</b>	<b>7,939.17</b>	<b>13,630.29</b>	<b>-5,691.12</b>	<b>-41.75%</b>
5029 - Local Sponsorships				
5029.1 - Cincinnati	500.00	0.00	500.00	100.0%
5029.2 - Columbus	500.00	500.00	0.00	0.0%
5029.3 - Northeast	500.00	0.00	500.00	100.0%
5029.5 - Western Reserve	500.00	500.00	0.00	0.0%
<b>Total 5029 - Local Sponsorships</b>	<b>2,000.00</b>	<b>1,000.00</b>	<b>1,000.00</b>	<b>100.0%</b>

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

	Jan - Sep 17	Jan - Sep 16	\$ Change	% Change
<b>5030 - Outreach Co-Op Match</b>				
5030.1 - Cincinnati	119.00	0.00	119.00	100.0%
5030.5 - Western Reserve	550.00	0.00	550.00	100.0%
<b>Total 5030 - Outreach Co-Op Match</b>	<b>669.00</b>	<b>0.00</b>	<b>669.00</b>	<b>100.0%</b>
<b>5040 - Postage/Faxes/Copies</b>	365.66	217.48	148.18	68.14%
<b>5060 - Communication</b>	280.00	230.00	50.00	21.74%
<b>5063 - Flowers &amp; Gifts</b>	1,000.00	0.00	1,000.00	100.0%
<b>5066 - Office Supplies</b>	0.00	310.82	-310.82	-100.0%
<b>5067 - Ohio Department of Insurance</b>	2,560.00	2,000.00	560.00	28.0%
<b>5068 - Sircon Expense</b>	877.00	1,000.00	-123.00	-12.3%
<b>5071 - Leading Producers Round Table</b>	140.00	465.00	-325.00	-69.89%
<b>5080 - Board Meetings</b>	1,036.27	116.75	919.52	787.6%
<b>5095 - Insurance</b>				
5069 - E & O Insurance	872.00	872.00	0.00	0.0%
5069.1 - D&O Insurance	2,226.00	2,226.00	0.00	0.0%
<b>Total 5095 - Insurance</b>	<b>3,098.00</b>	<b>3,098.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>5100 - Accounting</b>	0.00	1,100.00	-1,100.00	-100.0%
<b>5120 - Membership Development</b>	2,804.75	1,509.81	1,294.94	85.77%
<b>5190 - Bank Service Charges</b>	618.84	766.19	-147.35	-19.23%
<b>5860 - Workers Comp Sales Campaign</b>	10,064.00	240.00	9,824.00	4,093.33%
<b>5870 - Workers' Comp. Local Reimburse</b>	37,844.95	34,426.87	3,418.08	9.93%
<b>Total Expense</b>	<b>155,238.18</b>	<b>140,971.55</b>	<b>14,266.63</b>	<b>10.12%</b>
	<b>50,655.42</b>	<b>44,428.77</b>	<b>6,226.65</b>	<b>14.02%</b>

**Ohio Association of Health Underwriters  
 Profit & Loss Budget Performance  
 September 2017**

	<b>Jan - Sep 17</b>	<b>Annual Budget</b>
<b>Income</b>		
4010 - NAHU Membership Dues	17,094.95	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
<b>Total 4050 - Consulting Fee</b>	<b>180,574.56</b>	<b>155,000.00</b>
4071 - Annual Meeting/Leadership		
4071.1 - Registration	2,170.00	1,000.00
<b>Total 4071 - Annual Meeting/Leadership</b>	<b>2,170.00</b>	<b>1,000.00</b>
4250 - Day at the Statehouse		
4250.1 - Registration	4,650.00	3,000.00
<b>Total 4250 - Day at the Statehouse</b>	<b>4,650.00</b>	<b>3,000.00</b>
4280 - Job Bank	200.00	200.00
4410 - Interest Earned	1,204.09	1,500.00
<b>Total Income</b>	<b>205,893.60</b>	<b>190,700.00</b>
<b>Expense</b>		
5000 - LEGISLATIVE ACTIVITIES		
5004 - Leg Council Mtg Mileage Exp	0.00	250.00
5004.1 - Leg Chair/Co Travel & Relations	944.33	250.00
5009 - Lobbyist Fees	29,999.97	40,000.00
5024 - CAP Conference		
5024.9 - CAP Conference - Other	9,825.24	10,000.00
<b>Total 5024 - CAP Conference</b>	<b>9,825.24</b>	<b>10,000.00</b>
5091 - Day at the Statehouse Expense	5,777.86	5,500.00
5103 - OAHUPAC Accounting	702.67	1,600.00
5105 - OAHUPAC Expenses	453.69	300.00
5106 - HUPAC	0.00	500.00
<b>Total 5000 - LEGISLATIVE ACTIVITIES</b>	<b>47,703.76</b>	<b>58,400.00</b>
5010 - OAHU-Admin.	29,999.97	40,000.00
5017 - Website Hosting	1,274.41	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
<b>Total 5025 - NAHU Symposium</b>	<b>6,312.30</b>	<b>10,000.00</b>
5026 - Regional Meetings Reimbursement		
5026.9 - Regional Meetings Reim - other	676.65	1,500.00
<b>Total 5026 - Regional Meetings Reimbursement</b>	<b>676.65</b>	<b>1,500.00</b>
5027 - OAHU-Meeting Reimbursement	950.22	2,000.00
<b>Total 5023 - Leadership Meeting Expense</b>	<b>7,939.17</b>	<b>13,500.00</b>
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  
 September 2017**

	<b>Jan - Sep 17</b>	<b>Annual Budget</b>
5029.4 - Northwest	0.00	500.00
5029.5 - Western Reserve	500.00	500.00
<b>Total 5029 - Local Sponsorships</b>	<b>2,000.00</b>	<b>2,500.00</b>
<b>5030 - Outreach Co-Op Match</b>		
5030.1 - Cincinnati	119.00	4,000.00
5030.2 - Columbus	0.00	4,000.00
5030.3 - Northeast	0.00	4,000.00
5030.4 - Northwest	0.00	4,000.00
5030.5 - Western Reserve	550.00	4,000.00
<b>Total 5030 - Outreach Co-Op Match</b>	<b>669.00</b>	<b>20,000.00</b>
5040 - Postage/Faxes/Copies	365.66	500.00
5060 - Communication	280.00	500.00
5063 - Flowers & Gifts	1,000.00	200.00
5066 - Office Supplies	0.00	250.00
5067 - Ohio Department of Insurance	2,560.00	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
<b>5095 - Insurance</b>		
5069 - E & O Insurance	872.00	2,000.00
5069.1 - D&O Insurance	2,226.00	2,500.00
<b>Total 5095 - Insurance</b>	<b>3,098.00</b>	<b>4,500.00</b>
5100 - Accounting	0.00	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
<b>Total Expense</b>	<b>155,238.18</b>	<b>189,750.00</b>
	<b>50,655.42</b>	<b>950.00</b>

10:45 AM  
10/18/17  
Cash Basis

Ohio Association of Health Underwriters  
**Balance Sheet**

As of September 30, 2017

Sep 30, 17

**ASSETS**

Current Assets

Checking/Savings

First Bank of Bexley Savings	11,067.83
1000 - Chase-Checking	32,048.44
1005 - Chase-Money Market	194,043.21
1050 - Cash in Bank-CD	100,000.00

Total Checking/Savings 337,159.48

**LIABILITIES & EQUITY**

Equity

3900 - Retained Earnings	286,504.06
Net Income	50,655.42

Total Equity 337,159.48

**TOTAL LIABILITIES & EQUITY** 337,159.48

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

	<u>Draft one 2018 Budget</u>
<b>Income</b>	
4010 · NAHU Membership Dues	27,000.00
4050 · Consulting Fee	
4051 · Comm - Monthly Consulting Fee	5,000.00
4052 · Annual Associate Dues	150,000.00
4053 CCI HR Program	10,000.00
<b>Total 4050 · Consulting Fee</b>	<b>192,000.00</b>
4071 · Annual Meeting/Leadership	
4071.1 · Registration	1,000.00
<b>Total 4071 · Annual Meeting/Leadership</b>	<b>1,000.00</b>
4250 · Day at the Statehouse	
4250.1 · Registration	5,000.00
<b>Total 4250 · Day at the Statehouse</b>	<b>5,000.00</b>
4280 · Job Bank	200.00
4410 · Interest Earned	1,500.00
<b>Total Income</b>	<b>199,700.00</b>
<b>Expense</b>	
5000 · LEGISLATIVE ACTIVITIES	
5004 · Leg Council Mtg Mileage Exp	250.00
5004.1 · Leg Chair/Co Travel & Relations	1,500.00
5009 · Lobbyist Fees	40,000.00
5024 · CAP Conference	
502 · Cap Conference Scholarship	5,000.00
5024.9 · CAP Conference - Other	10,000.00
<b>Total 5024 · CAP Conference</b>	<b>56,750.00</b>
5091 · Day at the Statehouse Expense	5,000.00
5103 · OAHUPAC Accounting	1,600.00
5105 · OAHUPAC Expenses	300.00
5106 · HUPAC	500.00
<b>Total 5000 · LEGISLATIVE ACTIVITIES</b>	<b>59,150.00</b>
5010 · OAHU-Admin.	40,000.00
5017 · Website Hosting	1,000.00
5022 · Annual Mtg/Leadership Mtg Exp	4,000.00
5023 · Leadership Meeting Expense	
5025 · NAHU Symposium	
5025.9 · NAHU Symposium - Other	10,000.00
<b>Total 5025 · NAHU Symposium</b>	<b>10,000.00</b>
5026 · Regional Meetings Reimbursement	
5026.9 · Regional Meetings Reim - other	1,000.00
<b>Total 5026 · Regional Meetings Reimburseme</b>	<b>1,000.00</b>
5027 · OAHU-Meeting Reimbursement	2,000.00
<b>Total 5023 · Leadership Meeting Expense</b>	<b>13,000.00</b>
5029 · Local Sponsorships	
5029.1 · Cincinnati	500.00

**Ohio Association of Health Underwriters  
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	<u>Draft one 2018 Budget</u>
5029.2 · Columbus	500.00
5029.3 · Northeast	500.00
5029.4 · Northwest	500.00
5029.5 · Western Reserve	500.00
<b>Total 5029 · Local Sponsorships</b>	<b>2,500.00</b>
<b>5030 · Outreach Co-Op Match</b>	
5030.1 · Cincinnati	3,000.00
5030.2 · Columbus	3,000.00
5030.3 · Northeast	3,000.00
5030.4 · Northwest	3,000.00
5030.5 · Western Reserve	3,000.00
<b>Total 5030 · Outreach Co-Op Match</b>	<b>15,000.00</b>
5040 · Postage/Faxes/Copies	1,000.00
5060 · Communication	500.00
5063 · Flowers & Gifts-Gifts/Donations	1,000.00
5066 · Office Supplies	250.00
5067 · Ohio Department of Insurance	5,000.00
5068 · Sircon Expense	1,000.00
5071 · Leading Producers Round Table	500.00
5080 · Board Meetings	500.00
5085 · Awards	500.00
5093 · Outreach Sponsorships	1,000.00
<b>5095 · Insurance</b>	
5069 · E & O Insurance	1,000.00
5069.1 · D&O Insurance	2,500.00
<b>Total 5095 · Insurance</b>	<b>3,500.00</b>
5100 · Accounting	1,100.00
5120 · Membership Development	1,000.00
5190 · Bank Service Charges	1,000.00
5860 · Workers Comp Sales Campaign	250.00
5870 · Workers' Comp. Local Reimburse	34,000.00
5871 CCI HR Program Local Reim	5,000.00
<b>Total Expense</b>	<b>195,750.00</b>
	<b>3,950.00</b>