

Ohio Association of Health Underwriters
Balance Sheet

As of August 31, 2017

Aug 31, 17

ASSETS

Current Assets

Checking/Savings

First Bank of Bexley Savings	11,067.83
1000 · Chase-Checking	39,588.49
1005 · Chase-Money Market	193,920.85
1050 · Cash in Bank-CD	100,000.00
Total Checking/Savings	<u>344,577.17</u>

LIABILITIES & EQUITY

Equity

3900 · Retained Earnings	286,504.06
Net Income	58,073.11

Total Equity	<u>344,577.17</u>
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TOTAL LIABILITIES & EQUITY	<u><u>344,577.17</u></u>
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Ohio Association of Health Underwriters Profit & Loss Budget Performance January through August 2017

	Jan - Aug 17	Annual Budget	Draft one 2018 Budget
Income			
4010 - NAHU Membership Dues	15,337.74	30,000.00	27,000.00
4050 - Consulting Fee			
4051 - Comm - Monthly Consulting Fee	3,217.76	5,000.00	5,000.00
4052 - Annual Associate Dues	177,356.80	150,000.00	150,000.00
4053 CCI HR Program			10,000.00
Total 4050 - Consulting Fee	180,574.56	155,000.00	192,000.00
4071 - Annual Meeting/Leadership			
4071.1 - Registration	2,170.00	1,000.00	1,000.00
Total 4071 - Annual Meeting/Leadership	2,170.00	1,000.00	1,000.00
4250 - Day at the Statehouse			
4250.1 - Registration	4,650.00	3,000.00	5,000.00
Total 4250 - Day at the Statehouse	4,650.00	3,000.00	5,000.00
4280 - Job Bank	200.00	200.00	200.00
4410 - Interest Earned	1,081.73	1,500.00	1,500.00
Total Income	204,014.03	190,700.00	199,700.00
Expense			
5000 - LEGISLATIVE ACTIVITIES			
5004 - Leg Council Mtg Mileage Exp	0.00	250.00	250.00
5004.1 - Leg Chair/Co Travel & Relations	944.33	250.00	1,500.00
5009 - Lobbyist Fees	26,666.64	40,000.00	40,000.00
5024 - CAP Conference			
5024.9 - CAP Conference - Other	9,825.24	10,000.00	10,000.00
Total 5024 - CAP Conference	9,825.24	10,000.00	51,750.00
5091 - Day at the Statehouse Expense	5,777.86	5,500.00	5,000.00
5103 - OAHUPAC Accounting	702.67	1,600.00	1,600.00
5105 - OAHUPAC Expenses	453.69	300.00	300.00
5106 - HUPAC	0.00	500.00	500.00
Total 5000 - LEGISLATIVE ACTIVITIES	44,370.43	58,400.00	59,150.00
5010 - OAHU-Admin.	26,666.64	40,000.00	40,000.00
5017 - Website Hosting	990.54	1,000.00	1,000.00
5022 - Annual Mtg/Leadership Mtg Exp	4,962.40	4,000.00	4,000.00
5023 - Leadership Meeting Expense			
5025 - NAHU Symposium			
5025.9 - NAHU Symposium - Other	6,312.30	10,000.00	10,000.00
Total 5025 - NAHU Symposium	6,312.30	10,000.00	10,000.00
5026 - Regional Meetings Reimbursement			
5026.9 - Regional Meetings Reim - other	512.30	1,500.00	1,000.00
Total 5026 - Regional Meetings Reimbursement	512.30	1,500.00	1,000.00
5027 - OAHU-Meeting Reimbursement	950.22	2,000.00	2,000.00
Total 5023 - Leadership Meeting Expense	7,774.82	13,500.00	13,000.00
5029 - Local Sponsorships			
5029.1 - Cincinnati	500.00	500.00	500.00
5029.2 - Columbus	500.00	500.00	500.00

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

	Jan - Aug 17	Annual Budget	Draft one 2018 Budget
5029.3 - Northeast	500.00	500.00	500.00
5029.4 - Northwest	0.00	500.00	500.00
5029.5 - Western Reserve	500.00	500.00	500.00
Total 5029 - Local Sponsorships	2,000.00	2,500.00	2,500.00
5030 - Outreach Co-Op Match			
5030.1 - Cincinnati	119.00	4,000.00	4,000.00
5030.2 - Columbus	0.00	4,000.00	4,000.00
5030.3 - Northeast	0.00	4,000.00	4,000.00
5030.4 - Northwest	0.00	4,000.00	4,000.00
5030.5 - Western Reserve	550.00	4,000.00	4,000.00
Total 5030 - Outreach Co-Op Match	669.00	20,000.00	20,000.00
5040 - Postage/Faxes/Copies	801.35	500.00	1,000.00
5060 - Communication	360.00	500.00	500.00
5063 - Flowers & Gifts-Gifts/Donations	0.00	200.00	1,000.00
5066 - Office Supplies	0.00	250.00	250.00
5067 - Ohio Department of Insurance	2,533.00	3,000.00	5,000.00
5068 - Sircon Expense	877.00	1,000.00	1,000.00
5071 - Leading Producers Round Table	140.00	500.00	500.00
5080 - Board Meetings	899.93	500.00	500.00
5085 - Awards	0.00	500.00	500.00
5093 - Outreach Sponsorships	0.00	1,000.00	1,000.00
5095 - Insurance			
5069 - E & O Insurance	0.00	2,000.00	1,000.00
5069.1 - D&O Insurance	2,226.00	2,500.00	2,500.00
Total 5095 - Insurance	2,226.00	4,500.00	3,500.00
5100 - Accounting	0.00	1,100.00	1,100.00
5120 - Membership Development	2,204.75	1,000.00	1,000.00
5190 - Bank Service Charges	556.11	1,600.00	1,000.00
5860 - Workers Comp Sales Campaign	10,064.00	200.00	250.00
5870 - Workers' Comp. Local Reimburse	37,844.95	34,000.00	34,000.00
5871 CCI HR Program Local Reim			5,000.00
Total Expense	145,940.92	189,750.00	195,750.00
	58,073.11	950.00	3,950.00

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

	Jan - Aug 17	Jan - Aug 16	\$ Change	% Change
Income				
4010 - NAHU Membership Dues	15,337.74	19,069.52	-3,731.78	-19.57%
4050 - Consulting Fee				
4051 - Comm - Monthly Consulting Fee	3,217.76	4,029.40	-811.64	-20.14%
4052 - Annual Associate Dues	177,356.80	153,577.54	23,779.26	15.48%
Total 4050 - Consulting Fee	180,574.56	157,606.94	22,967.62	14.57%
4071 - Annual Meeting/Leadership				
4071.1 - Registration	2,170.00	865.00	1,305.00	150.87%
Total 4071 - Annual Meeting/Leadership	2,170.00	865.00	1,305.00	150.87%
4250 - Day at the Statehouse				
4250.1 - Registration	4,650.00	2,340.00	2,310.00	98.72%
Total 4250 - Day at the Statehouse	4,650.00	2,340.00	2,310.00	98.72%
4280 - Job Bank	200.00	100.00	100.00	100.0%
4410 - Interest Earned	1,081.73	3.28	1,078.45	32,879.57%
Total Income	204,014.03	179,984.74	24,029.29	13.35%
Expense				
5000 - LEGISLATIVE ACTIVITIES				
5004.1 - Leg Chair/Co Travel & Relations	944.33	125.36	818.97	653.3%
5009 - Lobbyist Fees	26,666.64	26,666.64	0.00	0.0%
5024 - CAP Conference				
5024.9 - CAP Conference - Other	9,825.24	9,468.11	357.13	3.77%
Total 5024 - CAP Conference	9,825.24	9,468.11	357.13	3.77%
5091 - Day at the Statehouse Expense	5,777.86	4,490.37	1,287.49	28.67%
5103 - OAHUPAC Accounting	702.67	1,383.77	-681.10	-49.22%
5105 - OAHUPAC Expenses	453.69	0.00	453.69	100.0%
Total 5000 - LEGISLATIVE ACTIVITIES	44,370.43	42,134.25	2,236.18	5.31%
5010 - OAHU-Admin.	26,666.64	26,666.64	0.00	0.0%
5017 - Website Hosting	990.54	908.38	82.16	9.05%
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	9,620.65	-3,308.35	-34.39%
Total 5025 - NAHU Symposium	6,312.30	9,620.65	-3,308.35	-34.39%
5026 - Regional Meetings Reimbursement				
5026.9 - Regional Meetings Reim - other	512.30	232.06	280.24	120.76%
Total 5026 - Regional Meetings Reimbursement	512.30	232.06	280.24	120.76%
5027 - OAHU-Meeting Reimbursement	950.22	958.55	-8.33	-0.87%
Total 5023 - Leadership Meeting Expense	7,774.82	10,811.26	-3,036.44	-28.09%
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%
Total 5029 - Local Sponsorships	2,000.00	1,000.00	1,000.00	100.0%

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

	Jan - Aug 17	Jan - Aug 16	\$ Change	% Change
5030 - Outreach Co-Op Match				
5030.1 - Cincinnati	119.00	0.00	119.00	100.0%
5030.5 - Western Reserve	550.00	0.00	550.00	100.0%
Total 5030 - Outreach Co-Op Match	669.00	0.00	669.00	100.0%
5040 - Postage/Faxes/Copies	801.35	199.69	601.66	301.3%
5060 - Communication	360.00	190.00	170.00	89.47%
5066 - Office Supplies	0.00	310.82	-310.82	-100.0%
5067 - Ohio Department of Insurance	2,533.00	1,713.00	820.00	47.87%
5068 - Sircon Expense	877.00	871.00	6.00	0.69%
5071 - Leading Producers Round Table	140.00	370.00	-230.00	-62.16%
5080 - Board Meetings	899.93	116.75	783.18	670.82%
5095 - Insurance				
5069.1 - D&O Insurance	2,226.00	2,226.00	0.00	0.0%
Total 5095 - Insurance	2,226.00	2,226.00	0.00	0.0%
5100 - Accounting	0.00	1,100.00	-1,100.00	-100.0%
5120 - Membership Development	2,204.75	608.18	1,596.57	262.52%
5190 - Bank Service Charges	556.11	734.02	-177.91	-24.24%
5860 - Workers Comp Sales Campaign	10,064.00	240.00	9,824.00	4,093.33%
5870 - Workers' Comp. Local Reimburse	37,844.95	34,426.87	3,418.08	9.93%
Total Expense	145,940.92	128,974.32	16,966.60	13.16%
	58,073.11	51,010.42	7,062.69	13.85%