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08/04/16  
Cash Basis

Ohio Association of Health Underwriters  
**Balance Sheet**  
As of July 31, 2016

	<u>Jul 31, 16</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
First Bank of Bexley Savings	11,067.83
First Merit Bank CD	172,092.48
1000 - Chase-Checking	118,751.31
1005 - Chase-Money Market	19,030.74
<b>Total Checking/Savings</b>	<u>320,942.36</u>
<b>Total Current Assets</b>	320,942.36
<b>LIABILITIES &amp; EQUITY</b>	
<b>Equity</b>	
3900 - Retained Earnings	256,568.77
Net Income	64,373.59
<b>Total Equity</b>	<u>320,942.36</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>320,942.36</u></u>

**Ohio Association of Health Underwriters  
Profit & Loss Budget Performance  
January through July 2016**

	<b>Jan - Jul 16</b>	<b>Annual Budget</b>
<b>Income</b>		
4010 · NAHU Membership Dues	17,658.04	35,000.00
4050 · Consulting Fee		
4051 · Comm - Monthly Consulting Fee	3,102.95	5,000.00
4052 · Annual Associate Dues	153,577.54	120,300.00
<b>Total 4050 · Consulting Fee</b>	<b>156,680.49</b>	<b>125,300.00</b>
4071 · Annual Meeting/Leadership		
4071.1 · Registration	865.00	1,000.00
<b>Total 4071 · Annual Meeting/Leadership</b>	<b>865.00</b>	<b>1,000.00</b>
4250 · Day at the Statehouse		
4250.1 · Registration	2,340.00	3,500.00
<b>Total 4250 · Day at the Statehouse</b>	<b>2,340.00</b>	<b>3,500.00</b>
4280 · Job Bank	100.00	500.00
4410 · Interest Earned	2.87	1,506.00
<b>Total Income</b>	<b>177,646.40</b>	<b>166,806.00</b>
<b>Expense</b>		
<b>5000 · LEGISLATIVE ACTIVITIES</b>		
5004 · Leg Council Mtg Mileage Exp	0.00	400.00
5004.1 · Leg Chair/Co Travel & Relations	125.36	500.00
5009 · Lobbyist Fees	23,333.31	40,000.00
5024 · CAP Conference		
5024.9 · CAP Conference - Other	9,468.11	10,000.00
<b>Total 5024 · CAP Conference</b>	<b>9,468.11</b>	<b>10,000.00</b>
5091 · Day at the Statehouse Expense	5,143.94	6,000.00
5103 · OAHUPAC Accounting	826.82	1,600.00
5105 · OAHUPAC Expenses	0.00	300.00
5106 · HUPAC	0.00	500.00
<b>Total 5000 · LEGISLATIVE ACTIVITIES</b>	<b>38,897.54</b>	<b>59,300.00</b>
5010 · OAHU-Admin.	23,333.31	40,000.00
5017 · Website Hosting	679.39	800.00
5022 · Annual Mtg/Leadership Mtg Exp	4,347.46	2,000.00
5023 · Leadership Meeting Expense		
5025 · NAHU Symposium		
5025.9 · NAHU Symposium - Other	9,148.10	12,000.00
<b>Total 5025 · NAHU Symposium</b>	<b>9,148.10</b>	<b>12,000.00</b>
5026 · Regional Meetings Reimbursement		
5026.9 · Regional Meetings Reim - other	0.00	1,500.00
<b>Total 5026 · Regional Meetings Reimbursement</b>	<b>0.00</b>	<b>1,500.00</b>
5027 · OAHU-Meeting Reimbursement	958.55	2,500.00
<b>Total 5023 · Leadership Meeting Expense</b>	<b>10,106.65</b>	<b>16,000.00</b>
5029 · Local Sponsorships		
5029.1 · Cincinnati	0.00	500.00
5029.2 · Columbus	500.00	500.00
5029.3 · Northeast	0.00	500.00
5029.4 · Northwest	0.00	500.00

**Ohio Association of Health Underwriters  
 Profit & Loss Budget Performance  
 January through July 2016**

	<b>Jan - Jul 16</b>	<b>Annual Budget</b>
5029.5 - Western Reserve	552.00	500.00
<b>Total 5029 - Local Sponsorships</b>	<b>1,052.00</b>	<b>2,500.00</b>
5040 - Postage/Faxes/Copies	71.85	1,000.00
5060 - Communication	150.00	500.00
5063 - Flowers & Gifts	0.00	400.00
5066 - Office Supplies	0.00	500.00
5067 - Ohio Department of Insurance	0.00	2,000.00
5068 - Sircon Expense	2,584.00	1,000.00
5071 - Leading Producers Round Table	370.00	500.00
5080 - Board Meetings	116.75	1,000.00
5085 - Awards	0.00	1,000.00
5093 - Outreach Sponsorships	0.00	1,000.00
5095 - Insurance		
5069 - E & O Insurance	0.00	2,000.00
5069.1 - D&O Insurance	2,226.00	3,500.00
<b>Total 5095 - Insurance</b>	<b>2,226.00</b>	<b>5,500.00</b>
5100 - Accounting	1,100.00	1,100.00
5120 - Membership Development	608.18	2,000.00
5190 - Bank Service Charges	484.18	1,600.00
5860 - Workers Comp Sales Campaign	120.00	100.00
5870 - Workers' Comp. Local Reimburesem	27,025.50	27,000.00
<b>Total Expense</b>	<b>113,272.81</b>	<b>166,800.00</b>
	<b>64,373.59</b>	<b>6.00</b>

**Ohio Association of Health Underwriters**  
**Profit & Loss Prev Year Comparison**  
January through July 2016

	Jan - Jul 16	Jan - Jul 15	\$ Change	% Change
<b>Income</b>				
4010 · NAHU Membership Dues	17,658.04	20,407.28	-2,749.24	-13.47%
4050 · Consulting Fee				
4051 · Comm - Monthly Consulting Fee	3,102.95	4,344.86	-1,241.91	-28.58%
4052 · Annual Associate Dues	153,577.54	133,515.69	20,061.85	15.03%
<b>Total 4050 · Consulting Fee</b>	<b>156,680.49</b>	<b>137,860.55</b>	<b>18,819.94</b>	<b>13.65%</b>
4054 · WRAHU-event	0.00	0.00	0.00	0.0%
4071 · Annual Meeting/Leadership				
4071.1 · Registration	865.00	1,050.00	-185.00	-17.62%
<b>Total 4071 · Annual Meeting/Leadership</b>	<b>865.00</b>	<b>1,050.00</b>	<b>-185.00</b>	<b>-17.62%</b>
4250 · Day at the Statehouse				
4250.1 · Registration	2,340.00	2,230.00	110.00	4.93%
4250.2 · Sponsors	0.00	0.00	0.00	0.0%
<b>Total 4250 · Day at the Statehouse</b>	<b>2,340.00</b>	<b>2,230.00</b>	<b>110.00</b>	<b>4.93%</b>
4260 · OAHU Legislative Mtg (panel)	0.00	0.00	0.00	0.0%
4280 · Job Bank	100.00	150.00	-50.00	-33.33%
4410 · Interest Earned	2.87	5.48	-2.61	-47.63%
<b>Total Income</b>	<b>177,646.40</b>	<b>161,703.31</b>	<b>15,943.09</b>	<b>9.86%</b>
<b>Expense</b>				
5000 · LEGISLATIVE ACTIVITIES				
5004 · Leg Council Mtg Mileage Exp	0.00	96.60	-96.60	-100.0%
5004.1 · Leg Chair/Co Travel & Relations	125.36	285.00	-159.64	-56.01%
5009 · Lobbyist Fees	23,333.31	24,691.53	-1,358.22	-5.5%
5024 · CAP Conference				
5024.9 · CAP Conference - Other	9,468.11	9,741.27	-273.16	-2.8%
<b>Total 5024 · CAP Conference</b>	<b>9,468.11</b>	<b>9,741.27</b>	<b>-273.16</b>	<b>-2.8%</b>
5091 · Day at the Statehouse Expense	5,143.94	6,039.97	-896.03	-14.84%
5103 · OAHUPAC Accounting	826.82	1,145.91	-319.09	-27.85%
5105 · OAHUPAC Expenses	0.00	5.57	-5.57	-100.0%
<b>Total 5000 · LEGISLATIVE ACTIVITIES</b>	<b>38,897.54</b>	<b>42,005.85</b>	<b>-3,108.31</b>	<b>-7.4%</b>
5010 · OAHU-Admin.	23,333.31	26,666.64	-3,333.33	-12.5%
5017 · Website Hosting	679.39	544.81	134.58	24.7%
5022 · Annual Mtg/Leadership Mtg Exp	4,347.46	2,594.54	1,752.92	67.56%
5023 · Leadership Meeting Expense				
5025 · NAHU Symposium				
5025.9 · NAHU Symposium - Other	9,148.10	3,730.67	5,417.43	145.21%
<b>Total 5025 · NAHU Symposium</b>	<b>9,148.10</b>	<b>3,730.67</b>	<b>5,417.43</b>	<b>145.21%</b>
5027 · OAHU-Meeting Reimbursement	958.55	1,635.01	-676.46	-41.37%
<b>Total 5023 · Leadership Meeting Expense</b>	<b>10,106.65</b>	<b>5,365.68</b>	<b>4,740.97</b>	<b>88.36%</b>
5029 · Local Sponsorships				
5029.2 · Columbus	500.00	500.00	0.00	0.0%
5029.5 · Western Reserve	552.00	500.00	52.00	10.4%
<b>Total 5029 · Local Sponsorships</b>	<b>1,052.00</b>	<b>1,000.00</b>	<b>52.00</b>	<b>5.2%</b>

**Ohio Association of Health Underwriters**  
**Profit & Loss Prev Year Comparison**  
January through July 2016

	<b>Jan - Jul 16</b>	<b>Jan - Jul 15</b>	<b>\$ Change</b>	<b>% Change</b>
5040 - Postage/Faxes/Copies	71.85	719.41	-647.56	-90.01%
5060 - Communication	150.00	270.00	-120.00	-44.44%
5063 - Flowers & Gifts	0.00	290.13	-290.13	-100.0%
5066 - Office Supplies	0.00	295.72	-295.72	-100.0%
5068 - Sircon Expense	2,584.00	3,533.13	-949.13	-26.86%
5071 - Leading Producers Round Table	370.00	0.00	370.00	100.0%
5080 - Board Meetings	116.75	169.71	-52.96	-31.21%
5092 - HPIO Sponsorship	0.00	1,000.00	-1,000.00	-100.0%
5095 - Insurance				
5069.1 - D&O Insurance	2,226.00	0.00	2,226.00	100.0%
<b>Total 5095 - Insurance</b>	<b>2,226.00</b>	<b>0.00</b>	<b>2,226.00</b>	<b>100.0%</b>
5100 - Accounting	1,100.00	0.00	1,100.00	100.0%
5120 - Membership Development	608.18	462.98	145.20	31.36%
5190 - Bank Service Charges	484.18	828.52	-344.34	-41.56%
5860 - Workers Comp Sales Campaign	120.00	50.00	70.00	140.0%
5870 - Workers' Comp. Local Reimbursem	27,025.50	0.00	27,025.50	100.0%
<b>Total Expense</b>	<b>113,272.81</b>	<b>85,797.12</b>	<b>27,475.69</b>	<b>32.02%</b>
	<b>64,373.59</b>	<b>75,906.19</b>	<b>-11,532.60</b>	<b>-15.19%</b>