

Ohio Association of Health Underwriters
Balance Sheet
As of November 30, 2015

	<u>Nov 30, 15</u>
ASSETS	
Current Assets	
Checking/Savings	
First Bank of Bexley Savings	11,067.83
First Merit Bank CD	172,092.48
1000 - Chase-Checking	61,820.23
1005 - Chase-Money Market	19,027.39
Total Checking/Savings	<u>264,007.93</u>
 Total Current Assets	 <u>264,007.93</u>
 TOTAL ASSETS	 <u><u>264,007.93</u></u>
 LIABILITIES & EQUITY	
Equity	
3900 - Retained Earnings	251,175.79
Net Income	12,832.14
Total Equity	<u>264,007.93</u>
 TOTAL LIABILITIES & EQUITY	 <u><u>264,007.93</u></u>

Ohio Association of Health Underwriters
Profit & Loss Prev Year Comparison
January through November 2015

	Jan - Nov 15	Jan - Nov 14	\$ Change	% Change
Income				
4010 · NAHU Membership Dues	26,612.64	30,853.24	-4,240.60	-13.74%
4050 · Consulting Fee				
4051 · Comm - Monthly Consulting Fee	6,844.43	5,650.77	1,193.66	21.12%
4052 · Annual Associate Dues	133,515.69	118,108.08	15,407.61	13.05%
4050 · Consulting Fee - Other	0.00	0.00	0.00	0.0%
Total 4050 · Consulting Fee	140,360.12	123,758.85	16,601.27	13.41%
4053 · NEO-Certified Commissions	0.00	160.00	-160.00	-100.0%
4054 · WRAHU-event	0.00	0.00	0.00	0.0%
4071 · Annual Meeting/Leadership				
4071.1 · Registration	1,050.00	825.00	225.00	27.27%
4071.2 · Sponsors	0.00	0.00	0.00	0.0%
4071 · Annual Meeting/Leadership - Other	0.00	0.00	0.00	0.0%
Total 4071 · Annual Meeting/Leadership	1,050.00	825.00	225.00	27.27%
4250 · Day at the Statehouse				
4250.1 · Registration	2,230.00	2,825.00	-595.00	-21.06%
4250.2 · Sponsors	0.00	0.00	0.00	0.0%
Total 4250 · Day at the Statehouse	2,230.00	2,825.00	-595.00	-21.06%
4260 · OAHU Legislative Mtg (panel)	0.00	0.00	0.00	0.0%
4280 · Job Bank	450.00	250.00	200.00	80.0%
4290 · Education	0.00	50.00	-50.00	-100.0%
4300 · Membership/Business Cards	56.00	0.00	56.00	100.0%
4400 · ACA Special Event	0.00	8,425.00	-8,425.00	-100.0%
4410 · Interest Earned	1,600.33	24.86	1,575.47	6,337.37%
4431 · Membership Insurance Coverage	0.00	0.00	0.00	0.0%
Total Income	172,359.09	167,171.95	5,187.14	3.1%
Expense				
5000 · LEGISLATIVE ACTIVITIES				
5004 · Leg Council Mtg Mileage Exp	96.60	297.50	-200.90	-67.53%
5004.1 · Leg Chair/Co Travel & Relations	429.42	1,059.85	-630.43	-59.48%
5009 · Lobbyist Fees	38,024.85	36,666.63	1,358.22	3.7%
5024 · CAP Conference				
5024.1 · Cincinnati	0.00	850.00	-850.00	-100.0%
5024.2 · Columbus	1,275.00	0.00	1,275.00	100.0%
5024.3 · Northeast	0.00	1,700.00	-1,700.00	-100.0%
5024.5 · Western Reserve	0.00	475.00	-475.00	-100.0%
5024.9 · CAP Conference - Other	8,598.35	11,059.06	-2,460.71	-22.25%
Total 5024 · CAP Conference	9,873.35	14,084.06	-4,210.71	-29.9%
5091 · Day at the Statehouse Expense	6,039.97	6,282.04	-242.07	-3.85%

Ohio Association of Health Underwriters
Profit & Loss Prev Year Comparison
January through November 2015

	Jan - Nov 15	Jan - Nov 14	\$ Change	% Change
5103 · OAHUPAC Accounting	1,945.71	1,694.66	251.05	14.81%
5105 · OAHUPAC Expenses	5.57	506.90	-501.33	-98.9%
5106 · HUPAC	500.00	500.00	0.00	0.0%
5000 · LEGISLATIVE ACTIVITIES - Other	491.29	0.00	491.29	100.0%
Total 5000 · LEGISLATIVE ACTIVITIES	57,406.76	61,091.64	-3,684.88	-6.03%
5010 · OAHU-Admin.	43,333.29	36,666.63	6,666.66	18.18%
5017 · Website Hosting	967.52	983.78	-16.26	-1.65%
5022 · Annual Mtg/Leadership Mtg Exp	3,053.23	2,673.63	379.60	14.2%
5023 · Leadership Meeting Expense				
5025 · NAHU Symposium				
5025.2 · Columbus	0.00	1,047.02	-1,047.02	-100.0%
5025.3 · Northeast	0.00	2,180.00	-2,180.00	-100.0%
5025.4 · Northwest	0.00	1,635.00	-1,635.00	-100.0%
5025.5 · Western Reserve	0.00	1,090.00	-1,090.00	-100.0%
5025.9 · NAHU Symposium - Other	13,533.95	7,634.76	5,899.19	77.27%
Total 5025 · NAHU Symposium	13,533.95	13,586.78	-52.83	-0.39%
5026 · Regional Meetings Reimbursement				
5026.3 · Northeast	0.00	100.00	-100.00	-100.0%
5026.4 · Northwest	0.00	100.00	-100.00	-100.0%
5026.9 · Regional Meetings Reim - other	269.40	147.70	121.70	82.4%
Total 5026 · Regional Meetings Reimbursement	269.40	347.70	-78.30	-22.52%
5027 · OAHU-Meeting Reimbursement	2,307.51	1,479.65	827.86	55.95%
5023 · Leadership Meeting Expense - Other	0.00	184.87	-184.87	-100.0%
Total 5023 · Leadership Meeting Expense	16,110.86	15,599.00	511.86	3.28%
5029 · Local Sponsorships				
5029.2 · Columbus	1,000.00	0.00	1,000.00	100.0%
5029.3 · Northeast	0.00	500.00	-500.00	-100.0%
5029.4 · Northwest	0.00	500.00	-500.00	-100.0%
5029.5 · Western Reserve	500.00	500.00	0.00	0.0%
Total 5029 · Local Sponsorships	1,500.00	1,500.00	0.00	0.0%
5040 · Postage/Faxes/Copies	924.76	534.41	390.35	73.04%
5060 · Communication	450.00	540.00	-90.00	-16.67%
5063 · Flowers & Gifts	290.13	80.00	210.13	262.66%
5066 · Office Supplies	568.30	721.16	-152.86	-21.2%
5068 · Sircon Expense	3,782.13	1,757.00	2,025.13	115.26%
5071 · Leading Producers Round Table	70.00	170.00	-100.00	-58.82%
5080 · Board Meetings	367.88	725.18	-357.30	-49.27%
5092 · HPIO Sponsorship	1,000.00	1,000.00	0.00	0.0%
5095 · Insurance				

Ohio Association of Health Underwriters
Profit & Loss Prev Year Comparison
 January through November 2015

	Jan - Nov 15	Jan - Nov 14	\$ Change	% Change
5069 · E & O Insurance	0.00	1,773.00	-1,773.00	-100.0%
5069.1 · D&O Insurance	924.00	3,044.00	-2,120.00	-69.65%
Total 5095 · Insurance	924.00	4,817.00	-3,893.00	-80.82%
5120 · Membership Development	462.98	0.00	462.98	100.0%
5190 · Bank Service Charges	1,265.18	1,136.01	129.17	11.37%
5200 · Miscellaneous	0.00	594.12	-594.12	-100.0%
5203 · ACA Special Event Expense	0.00	6,044.26	-6,044.26	-100.0%
5860 · Workers Comp Sales Campaign	50.00	60.00	-10.00	-16.67%
5870 · Workers' Comp. Local Reimbusem	26,999.93	21,002.00	5,997.93	28.56%
Total Expense	159,526.95	157,695.82	1,831.13	1.16%
Net Income	12,832.14	9,476.13	3,356.01	35.42%

Ohio Association of Health Underwriters
Profit & Loss Budget Performance
January through November 2015

	Jan - Nov 15	Annual Budget
Income		
4010 · NAHU Membership Dues	26,612.64	39,000.00
4050 · Consulting Fee		
4051 · Comm - Monthly Consulting Fee	6,844.43	5,000.00
4052 · Annual Associate Dues	133,515.69	115,000.00
Total 4050 · Consulting Fee	140,360.12	120,000.00
4054 · WRAHU-event	0.00	
4071 · Annual Meeting/Leadership		
4071.1 · Registration	1,050.00	1,000.00
Total 4071 · Annual Meeting/Leadership	1,050.00	1,000.00
4250 · Day at the Statehouse		
4250.1 · Registration	2,230.00	3,500.00
4250.2 · Sponsors	0.00	
Total 4250 · Day at the Statehouse	2,230.00	3,500.00
4260 · OAHU Legislative Mtg (panel)	0.00	
4280 · Job Bank	450.00	100.00
4300 · Membership/Business Cards	56.00	
4410 · Interest Earned	1,600.33	1,506.00
Total Income	172,359.09	165,106.00
Expense		
5000 · LEGISLATIVE ACTIVITIES		
5004 · Leg Council Mtg Mileage Exp	96.60	400.00
5004.1 · Leg Chair/Co Travel & Relations	429.42	500.00
5009 · Lobbyist Fees	38,024.85	40,000.00
5024 · CAP Conference		
5024.2 · Columbus	1,275.00	
5024.9 · CAP Conference - Other	8,598.35	10,000.00
Total 5024 · CAP Conference	9,873.35	10,000.00
5091 · Day at the Statehouse Expense	6,039.97	6,000.00
5103 · OAHUPAC Accounting	1,945.71	1,600.00
5105 · OAHUPAC Expenses	5.57	600.00
5106 · HUPAC	500.00	500.00
5000 · LEGISLATIVE ACTIVITIES - Other	491.29	
Total 5000 · LEGISLATIVE ACTIVITIES	57,406.76	59,600.00
5010 · OAHU-Admin.	43,333.29	40,000.00
5017 · Website Hosting	967.52	1,000.00
5022 · Annual Mtg/Leadership Mtg Exp	3,053.23	2,000.00
5023 · Leadership Meeting Expense		

Ohio Association of Health Underwriters
Profit & Loss Budget Performance
January through November 2015

	Jan - Nov 15	Annual Budget
5025 · NAHU Symposium		
5025.9 · NAHU Symposium - Other	13,533.95	10,000.00
Total 5025 · NAHU Symposium	13,533.95	10,000.00
5026 · Regional Meetings Reimbursement		
5026.9 · Regional Meetings Reim - other	269.40	1,500.00
Total 5026 · Regional Meetings Reimbursement	269.40	1,500.00
5027 · OAHU-Meeting Reimbursement	2,307.51	3,000.00
Total 5023 · Leadership Meeting Expense	16,110.86	14,500.00
5029 · Local Sponsorships		
5029.1 · Cincinnati	0.00	500.00
5029.2 · Columbus	1,000.00	500.00
5029.3 · Northeast	0.00	500.00
5029.4 · Northwest	0.00	500.00
5029.5 · Western Reserve	500.00	500.00
Total 5029 · Local Sponsorships	1,500.00	2,500.00
5040 · Postage/Faxes/Copies	924.76	500.00
5060 · Communication	450.00	800.00
5063 · Flowers & Gifts	290.13	200.00
5066 · Office Supplies	568.30	800.00
5068 · Sircon Expense	3,782.13	3,000.00
5071 · Leading Producers Round Table	70.00	500.00
5080 · Board Meetings	367.88	1,000.00
5085 · Awards	0.00	1,000.00
5092 · HPIO Sponsorship	1,000.00	1,000.00
5095 · Insurance		
5069 · E & O Insurance	0.00	2,000.00
5069.1 · D&O Insurance	924.00	3,500.00
Total 5095 · Insurance	924.00	5,500.00
5100 · Accounting	0.00	1,100.00
5120 · Membership Development	462.98	1,500.00
5190 · Bank Service Charges	1,265.18	1,600.00
5860 · Workers Comp Sales Campaign	50.00	
5870 · Workers' Comp. Local Reimbusem	26,999.93	27,000.00
Total Expense	159,526.95	165,100.00
Net Income	12,832.14	6.00