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Cash Basis

Ohio Association of Health Underwriters Balance Sheet

As of December 31, 2016
Dec 31, 16

ASSETS

Current Assets

Checking/Savings

First Bank of Bexley Savings	11,067.83
1000 - Chase-Checking	81,802.50
1005 - Chase-Money Market	192,839.12
Total Checking/Savings	285,709.45

LIABILITIES & EQUITY

Equity

3900 - Retained Earnings	263,285.43
Net Income	22,424.02

Total Equity 285,709.45

TOTAL LIABILITIES & EQUITY **285,709.45**

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

	Jan - Dec 16	Jan - Dec 15	\$ Change
Income			
4010 · NAHU Membership Dues	24,490.85	29,261.68	-4,770.83
4050 · Consulting Fee			
4051 · Comm - Monthly Consulting Fee	5,159.46	7,034.86	-1,875.40
4052 · Annual Associate Dues	153,877.65	133,515.69	20,361.96
Total 4050 · Consulting Fee	159,037.11	140,550.55	18,486.56
4054 · WRAHU-event	0.00	0.00	0.00
4071 · Annual Meeting/Leadership			
4071.1 · Registration	865.00	1,050.00	-185.00
Total 4071 · Annual Meeting/Leadership	865.00	1,050.00	-185.00
4250 · Day at the Statehouse			
4250.1 · Registration	2,340.00	2,230.00	110.00
4250.2 · Sponsors	0.00	0.00	0.00
Total 4250 · Day at the Statehouse	2,340.00	2,230.00	110.00
4260 · OAHU Legislative Mtg (panel)	0.00	0.00	0.00
4280 · Job Bank	250.00	450.00	-200.00
4300 · Membership/Business Cards	0.00	56.00	-56.00
4410 · Interest Earned	1,733.38	1,600.81	132.57
Total Income	188,716.34	175,199.04	13,517.30
Expense			
5000 · LEGISLATIVE ACTIVITIES			
5004 · Leg Council Mtg Mileage Exp	0.00	96.60	-96.60
5004.1 · Leg Chair/Co Travel & Relations	125.36	429.42	-304.06
5009 · Lobbyist Fees	39,999.96	39,999.96	0.00
5024 · CAP Conference			
5024.2 · Columbus	0.00	1,275.00	-1,275.00
5024.9 · CAP Conference - Other	9,903.11	11,099.49	-1,196.38
Total 5024 · CAP Conference	9,903.11	12,374.49	-2,471.38
5091 · Day at the Statehouse Expense	4,490.37	6,039.97	-1,549.60
5103 · OAHUPAC Accounting	1,569.62	1,994.00	-424.38
5105 · OAHUPAC Expenses	0.00	5.57	-5.57
5106 · HUPAC	0.00	500.00	-500.00
5000 · LEGISLATIVE ACTIVITIES - Other	0.00	491.29	-491.29
Total 5000 · LEGISLATIVE ACTIVITIES	56,088.42	61,931.30	-5,842.88
5010 · OAHU-Admin.	39,999.96	39,999.96	0.00
5017 · Website Hosting	1,325.92	1,039.51	286.41
5022 · Annual Mtg/Leadership Mtg Exp	4,347.46	3,053.23	1,294.23
5023 · Leadership Meeting Expense			
5025 · NAHU Symposium			
5025.9 · NAHU Symposium - Other	11,920.70	14,753.95	-2,833.25
Total 5025 · NAHU Symposium	11,920.70	14,753.95	-2,833.25
5026 · Regional Meetings Reimbursement			
5026.9 · Regional Meetings Reim - other	668.44	269.40	399.04
Total 5026 · Regional Meetings Reimbursement	668.44	269.40	399.04

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

	Jan - Dec 16	Jan - Dec 15	\$ Change
5027 - OAHU-Meeting Reimbursement	1,694.47	2,307.51	-613.04
Total 5023 - Leadership Meeting Expense	14,283.61	17,330.86	-3,047.25
5029 - Local Sponsorships			
5029.2 - Columbus	500.00	1,000.00	-500.00
5029.3 - Northeast	500.00	500.00	0.00
5029.4 - Northwest	500.00	500.00	0.00
5029.5 - Western Reserve	500.00	500.00	0.00
Total 5029 - Local Sponsorships	2,000.00	2,500.00	-500.00
5040 - Postage/Faxes/Copies	247.74	932.35	-684.61
5060 - Communication	350.00	495.00	-145.00
5063 - Flowers & Gifts	0.00	290.13	-290.13
5066 - Office Supplies	811.54	568.30	243.24
5067 - Ohio Department of Insurance	2,770.00	0.00	2,770.00
5068 - Sircon Expense	2,000.00	3,782.13	-1,782.13
5071 - Leading Producers Round Table	465.00	70.00	395.00
5080 - Board Meetings	224.90	367.88	-142.98
5092 - HPIO Sponsorship	0.00	1,000.00	-1,000.00
5095 - Insurance			
5069 - E & O Insurance	872.00	0.00	872.00
5069.1 - D&O Insurance	2,226.00	924.00	1,302.00
Total 5095 - Insurance	3,098.00	924.00	2,174.00
5100 - Accounting	1,100.00	0.00	1,100.00
5120 - Membership Development	1,509.81	462.98	1,046.83
5190 - Bank Service Charges	804.09	1,341.84	-537.75
5200 - Miscellaneous	199.00	0.00	199.00
5860 - Workers Comp Sales Campaign	240.00	50.00	190.00
5870 - Workers' Comp. Local Reimbusem	34,426.87	26,999.93	7,426.94
Total Expense	166,292.32	163,139.40	3,152.92
	22,424.02	12,059.64	10,364.38

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

	Jan - Dec 16	Annual Budget
Income		
4010 - NAHU Membership Dues	24,490.85	35,000.00
4050 - Consulting Fee		
4051 - Comm - Monthly Consulting Fee	5,159.46	5,000.00
4052 - Annual Associate Dues	153,877.65	120,300.00
Total 4050 - Consulting Fee	159,037.11	125,300.00
4071 - Annual Meeting/Leadership		
4071.1 - Registration	865.00	1,000.00
Total 4071 - Annual Meeting/Leadership	865.00	1,000.00
4250 - Day at the Statehouse		
4250.1 - Registration	2,340.00	3,500.00
Total 4250 - Day at the Statehouse	2,340.00	3,500.00
4280 - Job Bank	250.00	500.00
4410 - Interest Earned	1,733.38	1,506.00
Total Income	188,716.34	166,806.00
Expense		
5000 - LEGISLATIVE ACTIVITIES		
5004 - Leg Council Mtg Mileage Exp	0.00	400.00
5004.1 - Leg Chair/Co Travel & Relations	125.36	500.00
5009 - Lobbyist Fees	39,999.96	40,000.00
5024 - CAP Conference		
5024.9 - CAP Conference - Other	9,903.11	10,000.00
Total 5024 - CAP Conference	9,903.11	10,000.00
5091 - Day at the Statehouse Expense	4,490.37	6,000.00
5103 - OAHUPAC Accounting	1,569.62	1,600.00
5105 - OAHUPAC Expenses	0.00	300.00
5106 - HUPAC	0.00	500.00
Total 5000 - LEGISLATIVE ACTIVITIES	56,088.42	59,300.00
5010 - OAHU-Admin.	39,999.96	40,000.00
5017 - Website Hosting	1,325.92	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	11,920.70	12,000.00
Total 5025 - NAHU Symposium	11,920.70	12,000.00
5026 - Regional Meetings Reimbursement		
5026.9 - Regional Meetings Reim - other	668.44	1,500.00
Total 5026 - Regional Meetings Reimbursement	668.44	1,500.00
5027 - OAHU-Meeting Reimbursement	1,694.47	2,500.00
Total 5023 - Leadership Meeting Expense	14,283.61	16,000.00
5029 - Local Sponsorships		
5029.1 - Cincinnati	0.00	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
 January through December 2016**

	Jan - Dec 16	Annual Budget
5029.4 · Northwest	500.00	500.00
5029.5 · Western Reserve	500.00	500.00
Total 5029 · Local Sponsorships	2,000.00	2,500.00
5040 · Postage/Faxes/Copies	247.74	1,000.00
5060 · Communication	350.00	500.00
5063 · Flowers & Gifts	0.00	400.00
5066 · Office Supplies	811.54	500.00
5067 · Ohio Department of Insurance	2,770.00	2,000.00
5068 · Sircon Expense	2,000.00	1,000.00
5071 · Leading Producers Round Table	465.00	500.00
5080 · Board Meetings	224.90	1,000.00
5085 · Awards	0.00	1,000.00
5093 · Outreach Sponsorships	0.00	1,000.00
5095 · Insurance		
5069 · E & O Insurance	872.00	2,000.00
5069.1 · D&O Insurance	2,226.00	3,500.00
Total 5095 · Insurance	3,098.00	5,500.00
5100 · Accounting	1,100.00	1,100.00
5120 · Membership Development	1,509.81	2,000.00
5190 · Bank Service Charges	804.09	1,600.00
5200 · Miscellaneous	199.00	
5860 · Workers Comp Sales Campaign	240.00	100.00
5870 · Workers' Comp. Local Reimburse	34,426.87	27,000.00
Total Expense	166,292.32	166,800.00
	22,424.02	6.00