

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

	Jan - May 17	Jan - May 16	\$ Change	% Change
Income				
4010 · NAHU Membership Dues	11,433.32	13,545.08	-2,111.76	-15.59%
4050 · Consulting Fee				
4051 · Comm - Monthly Consulting Fee	1,038.04	1,734.52	-696.48	-40.15%
4052 · Annual Associate Dues	177,356.80	153,577.54	23,779.26	15.48%
Total 4050 · Consulting Fee	178,394.84	155,312.06	23,082.78	14.86%
4071 · Annual Meeting/Leadership				
4071.1 · Registration	1,190.00	865.00	325.00	37.57%
Total 4071 · Annual Meeting/Leadership	1,190.00	865.00	325.00	37.57%
4250 · Day at the Statehouse				
4250.1 · Registration	2,825.00	2,340.00	485.00	20.73%
Total 4250 · Day at the Statehouse	2,825.00	2,340.00	485.00	20.73%
4280 · Job Bank	100.00	100.00	0.00	0.0%
4410 · Interest Earned	356.62	2.14	354.48	16,564.49%
Total Income	194,299.78	172,164.28	22,135.50	12.86%
Expense				
5000 · LEGISLATIVE ACTIVITIES				
5004.1 · Leg Chair/Co Travel & Relations	944.33	125.36	818.97	653.3%
5009 · Lobbyist Fees	16,666.65	16,666.65	0.00	0.0%
5024 · CAP Conference				
5024.9 · CAP Conference - Other	9,390.63	8,418.67	971.96	11.55%
Total 5024 · CAP Conference	9,390.63	8,418.67	971.96	11.55%
5091 · Day at the Statehouse Expense	5,777.86	4,360.57	1,417.29	32.5%
5103 · OAHUPAC Accounting	702.67	710.48	-7.81	-1.1%
Total 5000 · LEGISLATIVE ACTIVITIES	33,482.14	30,281.73	3,200.41	10.57%
5010 · OAHU-Admin.	16,666.65	16,666.65	0.00	0.0%
5017 · Website Hosting	708.09	452.69	255.40	56.42%
5022 · Annual Mtg/Leadership Mtg Exp	3,708.27	4,247.46	-539.19	-12.69%
5023 · Leadership Meeting Expense				
5025 · NAHU Symposium				
5025.9 · NAHU Symposium - Other	0.00	449.77	-449.77	-100.0%
Total 5025 · NAHU Symposium	0.00	449.77	-449.77	-100.0%
5027 · OAHU-Meeting Reimbursement	572.85	582.65	-9.80	-1.68%
Total 5023 · Leadership Meeting Expense	572.85	1,032.42	-459.57	-44.51%
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%
Total 5029 · Local Sponsorships	1,500.00	500.00	1,000.00	200.0%
5040 · Postage/Faxes/Copies	266.71	60.81	205.90	338.6%
5060 · Communication	240.00	150.00	90.00	60.0%
5063 · Flowers & Gifts	592.43	0.00	592.43	100.0%
5067 · Ohio Department of Insurance	1,605.00	686.00	919.00	133.97%
5068 · Sircon Expense	1,000.00	1,000.00	0.00	0.0%

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5071 - Leading Producers Round Table	0.00	100.00	-100.00	-100.0%
5080 - Board Meetings	249.52	116.75	132.77	113.72%
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	1,262.14	608.18	653.96	107.53%
5190 - Bank Service Charges	408.48	443.28	-34.80	-7.85%
5860 - Workers Comp Sales Campaign	10,064.00	0.00	10,064.00	100.0%
Total Expense	74,552.28	59,671.97	14,880.31	24.94%
Net Income	119,747.50	112,492.31	7,255.19	6.45%