

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

	Jan - Apr 16	Jan - Apr 15	\$ Change	% Change
Income				
4010 - NAHU Membership Dues	11,029.40	12,058.56	-1,029.16	-8.54%
4050 - Consulting Fee				
4051 - Comm - Monthly Consulting Fee	1,734.52	2,926.98	-1,192.46	-40.74%
Total 4050 - Consulting Fee	1,734.52	2,926.98	-1,192.46	-40.74%
4071 - Annual Meeting/Leadership				
4071.1 - Registration	865.00	770.00	95.00	12.34%
Total 4071 - Annual Meeting/Leadership	865.00	770.00	95.00	12.34%
4250 - Day at the Statehouse				
4250.1 - Registration	2,315.00	1,225.00	1,090.00	88.98%
4250.2 - Sponsors	0.00	0.00	0.00	0.0%
Total 4250 - Day at the Statehouse	2,315.00	1,225.00	1,090.00	88.98%
4260 - OAHU Legislative Mtg (panel)	0.00	0.00	0.00	0.0%
4280 - Job Bank	100.00	100.00	0.00	0.0%
4410 - Interest Earned	1.82	3.11	-1.29	-41.48%
Total Income	16,045.74	17,083.65	-1,037.91	-6.08%
Expense				
5000 - LEGISLATIVE ACTIVITIES				
5004.1 - Leg Chair/Co Travel & Relations	125.36	285.00	-159.64	-56.01%
5009 - Lobbyist Fees	13,333.32	13,333.32	0.00	0.0%
5024 - CAP Conference				
5024.9 - CAP Conference - Other	8,418.67	8,530.95	-112.28	-1.32%
Total 5024 - CAP Conference	8,418.67	8,530.95	-112.28	-1.32%
5091 - Day at the Statehouse Expense	4,833.12	200.00	4,633.12	2,316.56%
5103 - OAHUPAC Accounting	710.48	645.91	64.57	10.0%
Total 5000 - LEGISLATIVE ACTIVITIES	27,420.95	22,995.18	4,425.77	19.25%
5010 - OAHU-Admin.	13,333.32	13,333.32	0.00	0.0%
5017 - Website Hosting	380.70	328.84	51.86	15.77%
5022 - Annual Mtg/Leadership Mtg Exp	4,282.46	0.00	4,282.46	100.0%
5023 - Leadership Meeting Expense				
5027 - OAHU-Meeting Reimbursement	380.00	1,141.34	-761.34	-66.71%
Total 5023 - Leadership Meeting Expense	380.00	1,141.34	-761.34	-66.71%
5029 - Local Sponsorships				
5029.2 - Columbus	500.00	500.00	0.00	0.0%
Total 5029 - Local Sponsorships	500.00	500.00	0.00	0.0%
5040 - Postage/Faxes/Copies	60.81	240.37	-179.56	-74.7%
5060 - Communication	150.00	135.00	15.00	11.11%
5063 - Flowers & Gifts	0.00	228.05	-228.05	-100.0%
5066 - Office Supplies	0.00	21.49	-21.49	-100.0%
5067 - Ohio Department of Insurance	686.00	0.00	686.00	100.0%
5068 - Sircon Expense	1,000.00	2,478.13	-1,478.13	-59.65%
5071 - Leading Producers Round Table	100.00	0.00	100.00	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%

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5095 - Insurance				
5069.1 - D&O Insurance	2,226.00	0.00	2,226.00	100.0%
Total 5095 - Insurance	2,226.00	0.00	2,226.00	100.0%
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	443.28	208.18	235.10	112.93%
5860 - Workers Comp Sales Campaign	0.00	50.00	-50.00	-100.0%
Total Expense	52,788.45	43,292.59	9,495.86	21.93%
	-36,742.71	-26,208.94	-10,533.77	-40.19%

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

	Jan - Apr 16	Annual Budget
Income		
4010 - NAHU Membership Dues	11,029.40	35,000.00
4050 - Consulting Fee		
4051 - Comm - Monthly Consulting Fee	1,734.52	5,000.00
4052 - Annual Associate Dues	0.00	120,300.00
Total 4050 - Consulting Fee	1,734.52	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	2,315.00	3,500.00
Total 4250 - Day at the Statehouse	2,315.00	3,500.00
4280 - Job Bank	100.00	500.00
4410 - Interest Earned	1.82	1,506.00
Total Income	16,045.74	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	13,333.32	40,000.00
5024 - CAP Conference		
5024.9 - CAP Conference - Other	8,418.67	10,000.00
Total 5024 - CAP Conference	8,418.67	10,000.00
5091 - Day at the Statehouse Expense	4,833.12	6,000.00
5103 - OAHUPAC Accounting	710.48	1,600.00
5105 - OAHUPAC Expenses	0.00	300.00
5106 - HUPAC	0.00	500.00
Total 5000 - LEGISLATIVE ACTIVITIES	27,420.95	59,300.00
5010 - OAHU-Admin.	13,333.32	40,000.00
5017 - Website Hosting	380.70	800.00
5022 - Annual Mtg/Leadership Mtg Exp	4,282.46	2,000.00
5023 - Leadership Meeting Expense		
5025 - NAHU Symposium		
5025.9 - NAHU Symposium - Other	0.00	12,000.00
Total 5025 - NAHU Symposium	0.00	12,000.00
5026 - Regional Meetings Reimbursement		
5026.9 - Regional Meetings Reim - other	0.00	1,500.00
Total 5026 - Regional Meetings Reimbursement	0.00	1,500.00
5027 - OAHU-Meeting Reimbursement	380.00	2,500.00
Total 5023 - Leadership Meeting Expense	380.00	16,000.00
5029 - Local Sponsorships		
5029.1 - Cincinnati	0.00	500.00
5029.2 - Columbus	500.00	500.00
5029.3 - Northeast	0.00	500.00

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Profit & Loss Budget Performance
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	Jan - Apr 16	Annual Budget
5029.4 - Northwest	0.00	500.00
5029.5 - Western Reserve	0.00	500.00
Total 5029 - Local Sponsorships	500.00	2,500.00
5040 - Postage/Faxes/Copies	60.81	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	686.00	2,000.00
5068 - Sircon Expense	1,000.00	1,000.00
5071 - Leading Producers Round Table	100.00	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
Total 5095 - Insurance	2,226.00	5,500.00
5100 - Accounting	1,100.00	1,100.00
5120 - Membership Development	608.18	2,000.00
5190 - Bank Service Charges	443.28	1,600.00
5860 - Workers Comp Sales Campaign	0.00	100.00
5870 - Workers' Comp. Local Reimburse	0.00	27,000.00
Total Expense	52,788.45	166,800.00
	-36,742.71	6.00

Ohio Association of Health Underwriters
Balance Sheet
As of April 30, 2016

	<u>Apr 30, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
First Bank of Bexley Savings	11,067.83
First Merit Bank CD	172,092.48
1000 - Chase-Checking	17,636.06
1005 - Chase-Money Market	19,029.69
Total Checking/Savings	<u>219,826.06</u>
Total Current Assets	219,826.06
LIABILITIES & EQUITY	
Equity	
3900 - Retained Earnings	256,568.77
Net Income	-36,742.71
Total Equity	<u>219,826.06</u>
TOTAL LIABILITIES & EQUITY	<u><u>219,826.06</u></u>