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11/15/16
Cash Basis

Ohio Association of Health Underwriters
Balance Sheet
As of October 31, 2016

Oct 31, 16

ASSETS

Current Assets

Checking/Savings

First Bank of Bexley Savings	11,067.83
1000 - Chase-Checking	91,263.92
1005 - Chase-Money Market	<u>192,839.12</u>

Total Checking/Savings	295,170.87
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LIABILITIES & EQUITY

Equity

3900 - Retained Earnings	256,618.77
Net Income	<u>38,552.10</u>

Total Equity	<u>295,170.87</u>
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TOTAL LIABILITIES & EQUITY	<u><u>295,170.87</u></u>
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Ohio Association of Health Underwriters Profit & Loss Prev Year Comparison January through October 2016

	Jan - Oct 16	Jan - Oct 15	\$ Change
Income			
4010 · NAHU Membership Dues	22,983.49	24,005.28	-1,021.79
4050 · Consulting Fee			
4051 · Comm - Monthly Consulting Fee	5,030.52	6,539.32	-1,508.80
4052 · Annual Associate Dues	153,577.54	133,515.69	20,061.85
Total 4050 · Consulting Fee	158,608.06	140,055.01	18,553.05
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
4410 · Interest Earned	1,718.77	1,599.85	118.92
Total Income	186,765.32	169,390.14	17,375.18
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	33,333.30	34,691.52	-1,358.22
5024 · CAP Conference			
5024.2 · Columbus	0.00	1,275.00	-1,275.00
5024.9 · CAP Conference - Other	9,468.11	9,741.27	-273.16
Total 5024 · CAP Conference	9,468.11	11,016.27	-1,548.16
5091 · Day at the Statehouse Expense	4,490.37	6,039.97	-1,549.60
5103 · OAHUPAC Accounting	1,512.67	1,397.46	115.21
5105 · OAHUPAC Expenses	0.00	5.57	-5.57
5106 · HUPAC	0.00	500.00	-500.00
Total 5000 · LEGISLATIVE ACTIVITIES	48,929.81	54,176.81	-5,247.00
5010 · OAHU-Admin.	33,333.30	36,666.63	-3,333.33
5017 · Website Hosting	1,038.38	895.53	142.85
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	12,251.59	-330.89
Total 5025 · NAHU Symposium	11,920.70	12,251.59	-330.89
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
5027 · OAHU-Meeting Reimbursement	1,066.30	1,909.91	-843.61
Total 5023 · Leadership Meeting Expense	13,655.44	14,430.90	-775.46

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

	Jan - Oct 16	Jan - Oct 15	\$ Change
5029 - Local Sponsorships			
5029.2 - Columbus	500.00	1,000.00	-500.00
5029.5 - Western Reserve	500.00	500.00	0.00
Total 5029 - Local Sponsorships	1,000.00	1,500.00	-500.00
5040 - Postage/Faxes/Copies	235.29	1,485.17	-1,249.88
5060 - Communication	270.00	405.00	-135.00
5063 - Flowers & Gifts	0.00	290.13	-290.13
5066 - Office Supplies	310.82	534.08	-223.26
5067 - Ohio Department of Insurance	2,044.00	0.00	2,044.00
5068 - Sircon Expense	1,000.00	3,758.13	-2,758.13
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	785.14	1,132.14	-347.00
5200 - Miscellaneous	199.00	0.00	199.00
5860 - Workers Comp Sales Campaign	240.00	50.00	190.00
5870 - Workers' Comp. Local Reimburse	34,426.87	26,999.93	7,426.94
Total Expense	148,213.22	148,202.54	10.68
	38,552.10	21,187.60	17,364.50

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

	<u>Jan - Oct 16</u>	<u>Annual Budget</u>
Income		
4010 · NAHU Membership Dues	22,983.49	35,000.00
4050 · Consulting Fee		
4051 · Comm - Monthly Consulting Fee	5,030.52	5,000.00
4052 · Annual Associate Dues	153,577.54	120,300.00
Total 4050 · Consulting Fee	158,608.06	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	1,718.77	1,506.00
Total Income	186,765.32	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	33,333.30	40,000.00
5024 · CAP Conference		
5024.9 · CAP Conference - Other	9,468.11	10,000.00
Total 5024 · CAP Conference	9,468.11	10,000.00
5091 · Day at the Statehouse Expense	4,490.37	6,000.00
5103 · OAHUPAC Accounting	1,512.67	1,600.00
5105 · OAHUPAC Expenses	0.00	300.00
5106 · HUPAC	0.00	500.00
Total 5000 · LEGISLATIVE ACTIVITIES	48,929.81	59,300.00
5010 · OAHU-Admin.	33,333.30	40,000.00
5017 · Website Hosting	1,038.38	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	1,066.30	2,500.00
Total 5023 · Leadership Meeting Expense	13,655.44	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

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

	Jan - Oct 16	Annual Budget
5029.4 - Northwest	0.00	500.00
5029.5 - Western Reserve	500.00	500.00
Total 5029 - Local Sponsorships	1,000.00	2,500.00
5040 - Postage/Faxes/Copies	235.29	1,000.00
5060 - Communication	270.00	500.00
5063 - Flowers & Gifts	0.00	400.00
5066 - Office Supplies	310.82	500.00
5067 - Ohio Department of Insurance	2,044.00	2,000.00
5068 - Sircon Expense	1,000.00	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	785.14	1,600.00
5200 - Miscellaneous	199.00	
5860 - Workers Comp Sales Campaign	240.00	100.00
5870 - Workers' Comp. Local Reimbusem	34,426.87	27,000.00
Total Expense	148,213.22	166,800.00
	38,552.10	6.00

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

	<u>2016 Budget</u>	<u>2017 Proposed Budget</u>
Income		
4010 - NAHU Membership Dues	35,000.00	30,000.00
4050 - Consulting Fee		
4051 - Comm - Monthly Consulting Fee	5,000.00	5,000.00
4052 - Annual Associate Dues	120,300.00	150,000.00
Total 4050 - Consulting Fee	<u>125,300.00</u>	<u>155,000.00</u>
4071 - Annual Meeting/Leadership		
4071.1 - Registration	1,000.00	1,000.00
Total 4071 - Annual Meeting/Leadership	<u>1,000.00</u>	<u>1,000.00</u>
4250 - Day at the Statehouse		
4250.1 - Registration	3,500.00	3,000.00
Total 4250 - Day at the Statehouse	<u>3,500.00</u>	<u>3,000.00</u>
4280 - Job Bank	500.00	200.00
4410 - Interest Earned	1,506.00	1,500.00
Total Income	<u>166,806.00</u>	<u>190,700.00</u>
Expense		
5000 - LEGISLATIVE ACTIVITIES		
5004 - Leg Council Mtg Mileage Exp	400.00	250.00
5004.1 - Leg Chair/Co Travel & Relations	500.00	250.00
5009 - Lobbyist Fees	40,000.00	40,000.00
5024 - CAP Conference		
5024.9 - CAP Conference - Other	10,000.00	10,000.00
Total 5024 - CAP Conference	<u>10,000.00</u>	<u>10,000.00</u>
5091 - Day at the Statehouse Expense	6,000.00	5,500.00
5103 - OAHUPAC Accounting	1,600.00	1,600.00
5105 - OAHUPAC Expenses	300.00	300.00
5106 - HUPAC	500.00	500.00
Total 5000 - LEGISLATIVE ACTIVITIES	<u>59,300.00</u>	<u>58,400.00</u>
5010 - OAHU-Admin.	40,000.00	40,000.00
5017 - Website Hosting	800.00	1,000.00
5022 - Annual Mtg/Leadership Mtg Exp	2,000.00	4,000.00
5023 - Leadership Meeting Expense		
5025 - NAHU Symposium		
5025.9 - NAHU Symposium - Other	12,000.00	10,000.00
Total 5025 - NAHU Symposium	<u>12,000.00</u>	<u>10,000.00</u>
5026 - Regional Meetings Reimbursement		
5026.9 - Regional Meetings Reim - other	1,500.00	1,500.00
Total 5026 - Regional Meetings Reimbursement	<u>1,500.00</u>	<u>1,500.00</u>
5027 - OAHU-Meeting Reimbursement	2,500.00	2,000.00
Total 5023 - Leadership Meeting Expense	<u>16,000.00</u>	<u>13,500.00</u>
5029 - Local Sponsorships		
5029.1 - Cincinnati	500.00	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 August 2016

	<u>2016 Budget</u>	<u>2017 Proposed Budget</u>
5029.4 · Northwest	500.00	500.00
5029.5 · Western Reserve	500.00	500.00
Total 5029 · Local Sponsorships	<u>2,500.00</u>	<u>2,500.00</u>
5030- Outreach Co-Op Match		
5030.1 Cincinnati		4,000.00
5030.2 Columbus		4,000.00
5030.3 Northeast		4,000.00
5030.4 Northwest		4,000.00
5030.5 Western Reserve		4,000.00
Total 5030 Outreach Co-Op Match		<u>20,000.00</u>
5040 · Postage/Faxes/Copies	1,000.00	500.00
5060 · Communication	500.00	500.00
5063 · Flowers & Gifts	400.00	200.00
5066 · Office Supplies	500.00	250.00
5067 · Ohio Department of Insurance	2,000.00	3,000.00
5068 · Sircon Expense	1,000.00	1,000.00
5071 · Leading Producers Round Table	500.00	500.00
5080 · Board Meetings	1,000.00	500.00
5085 · Awards	1,000.00	500.00
5093 · Outreach Sponsorships	1,000.00	1,000.00
5095 · Insurance		
5069 · E & O Insurance	2,000.00	2,000.00
5069.1 · D&O Insurance	3,500.00	2,500.00
Total 5095 · Insurance	<u>5,500.00</u>	<u>4,500.00</u>
5100 · Accounting	1,100.00	1,100.00
5120 · Membership Development	2,000.00	1,000.00
5190 · Bank Service Charges	1,600.00	1,600.00
5860 · Workers Comp Sales Campaign	100.00	200.00
5870 · Workers' Comp. Local Reimburse	27,000.00	34,000.00
Total Expense	<u>166,800.00</u>	<u>189,750.00</u>
	<u><u>6.00</u></u>	<u><u>950.00</u></u>