

Ohio Association of Health Underwriters
Balance Sheet

As of September 30, 2016

Sep 30, 16

ASSETS

Current Assets

Checking/Savings

First Bank of Bexley Savings 11,067.83

1000 - Chase-Checking 98,042.22

1005 - Chase-Money Market 192,839.12

Total Checking/Savings 301,949.17

LIABILITIES & EQUITY

Equity

3900 - Retained Earnings 256,618.77

Net Income 45,330.40

Total Equity 301,949.17

TOTAL LIABILITIES & EQUITY 301,949.17

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

	Jan - Sep 16	Annual Budget
Income		
4010 - NAHU Membership Dues	21,768.49	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	100.00	500.00
4410 - Interest Earned	1,718.77	1,506.00
Total Income	185,400.32	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	29,999.97	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	5,273.74	6,000.00
5103 - OAHUPAC Accounting	1,455.72	1,600.00
5105 - OAHUPAC Expenses	0.00	300.00
5106 - HUPAC	0.00	500.00
Total 5000 - LEGISLATIVE ACTIVITIES	46,322.90	59,300.00
5010 - OAHU-Admin.	29,999.97	40,000.00
5017 - Website Hosting	973.38	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	11,448.15	12,000.00
Total 5025 - NAHU Symposium	11,448.15	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	1,041.15	2,500.00
Total 5023 - Leadership Meeting Expense	13,157.74	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 September 2016**

	Jan - Sep 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	217.48	1,000.00
5060 · Communication	230.00	500.00
5063 · Flowers & Gifts	0.00	400.00
5066 · Office Supplies	0.00	500.00
5067 · Ohio Department of Insurance	2,000.00	2,000.00
5068 · Sircon Expense	1,000.00	1,000.00
5071 · Leading Producers Round Table	465.00	500.00
5080 · Board Meetings	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	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	608.18	2,000.00
5190 · Bank Service Charges	766.19	1,600.00
5860 · Workers Comp Sales Campaign	240.00	100.00
5870 · Workers' Comp. Local Reimburesem	34,426.87	27,000.00
Total Expense	140,069.92	166,800.00
	45,330.40	6.00

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

	Jan - Sep 16	Jan - Sep 15	\$ Change	% Change
Income				
4010 · NAHU Membership Dues	21,768.49	21,989.60	-221.11	-1.01%
4050 · Consulting Fee				
4051 · Comm - Monthly Consulting Fee	5,030.52	6,156.41	-1,125.89	-18.29%
4052 · Annual Associate Dues	153,577.54	133,515.69	20,061.85	15.03%
Total 4050 · Consulting Fee	158,608.06	139,672.10	18,935.96	13.56%
4054 · WRAHU-event	0.00	0.00	0.00	0.0%
4071 · Annual Meeting/Leadership				
4071.1 · Registration	865.00	1,050.00	-185.00	-17.62%
Total 4071 · Annual Meeting/Leadership	865.00	1,050.00	-185.00	-17.62%
4250 · Day at the Statehouse				
4250.1 · Registration	2,340.00	2,230.00	110.00	4.93%
4250.2 · Sponsors	0.00	0.00	0.00	0.0%
Total 4250 · Day at the Statehouse	2,340.00	2,230.00	110.00	4.93%
4260 · OAHU Legislative Mtg (panel)	0.00	0.00	0.00	0.0%
4280 · Job Bank	100.00	450.00	-350.00	-77.78%
4410 · Interest Earned	1,718.77	6.43	1,712.34	26,630.48%
Total Income	185,400.32	165,398.13	20,002.19	12.09%
Expense				
5000 · LEGISLATIVE ACTIVITIES				
5004 · Leg Council Mtg Mileage Exp	0.00	96.60	-96.60	-100.0%
5004.1 · Leg Chair/Co Travel & Relations	125.36	429.42	-304.06	-70.81%
5009 · Lobbyist Fees	29,999.97	31,358.19	-1,358.22	-4.33%
5024 · CAP Conference				
5024.2 · Columbus	0.00	1,275.00	-1,275.00	-100.0%
5024.9 · CAP Conference - Other	9,468.11	9,741.27	-273.16	-2.8%
Total 5024 · CAP Conference	9,468.11	11,016.27	-1,548.16	-14.05%
5091 · Day at the Statehouse Expense	5,273.74	6,039.97	-766.23	-12.69%
5103 · OAHUPAC Accounting	1,455.72	1,341.82	113.90	8.49%
5105 · OAHUPAC Expenses	0.00	5.57	-5.57	-100.0%
5106 · HUPAC	0.00	500.00	-500.00	-100.0%
Total 5000 · LEGISLATIVE ACTIVITIES	46,322.90	50,787.84	-4,464.94	-8.79%
5010 · OAHU-Admin.	29,999.97	29,999.97	0.00	0.0%
5017 · Website Hosting	973.38	823.54	149.84	18.2%
5022 · Annual Mtg/Leadership Mtg Exp	4,347.46	3,053.23	1,294.23	42.39%
5023 · Leadership Meeting Expense				
5025 · NAHU Symposium				
5025.9 · NAHU Symposium - Other	11,448.15	11,623.15	-175.00	-1.51%
Total 5025 · NAHU Symposium	11,448.15	11,623.15	-175.00	-1.51%
5026 · Regional Meetings Reimbursement				
5026.9 · Regional Meetings Reim - other	668.44	269.40	399.04	148.12%
Total 5026 · Regional Meetings Reimbursement	668.44	269.40	399.04	148.12%
5027 · OAHU-Meeting Reimbursement	1,041.15	1,823.11	-781.96	-42.89%
Total 5023 · Leadership Meeting Expense	13,157.74	13,715.66	-557.92	-4.07%

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

	Jan - Sep 16	Jan - Sep 15	\$ Change	% Change
5029 - Local Sponsorships				
5029.2 - Columbus	500.00	1,000.00	-500.00	-50.0%
5029.5 - Western Reserve	500.00	500.00	0.00	0.0%
Total 5029 - Local Sponsorships	1,000.00	1,500.00	-500.00	-33.33%
5040 - Postage/Faxes/Copies	217.48	892.57	-675.09	-75.63%
5060 - Communication	230.00	360.00	-130.00	-36.11%
5063 - Flowers & Gifts	0.00	290.13	-290.13	-100.0%
5066 - Office Supplies	0.00	295.72	-295.72	-100.0%
5067 - Ohio Department of Insurance	2,000.00	0.00	2,000.00	100.0%
5068 - Sircon Expense	1,000.00	3,512.13	-2,512.13	-71.53%
5071 - Leading Producers Round Table	465.00	70.00	395.00	564.29%
5080 - Board Meetings	116.75	367.88	-251.13	-68.26%
5092 - HPIO Sponsorship	0.00	1,000.00	-1,000.00	-100.0%
5095 - Insurance				
5069 - E & O Insurance	872.00	0.00	872.00	100.0%
5069.1 - D&O Insurance	2,226.00	0.00	2,226.00	100.0%
Total 5095 - Insurance	3,098.00	0.00	3,098.00	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	766.19	1,049.50	-283.31	-27.0%
5860 - Workers Comp Sales Campaign	240.00	50.00	190.00	380.0%
5870 - Workers' Comp. Local Reimburse	34,426.87	26,999.93	7,426.94	27.51%
Total Expense	140,069.92	135,231.08	4,838.84	3.58%
	45,330.40	30,167.05	15,163.35	50.27%