

Ohio Association of Health Underwriters
Balance Sheet

As of August 31, 2016

Aug 31, 16

ASSETS

Current Assets

Checking/Savings

First Bank of Bexley CD	976.45
First Bank of Bexley Savings	11,067.83
First Merit Bank CD	172,092.48
1000 - Chase-Checking	104,461.28
1005 - Chase-Money Market	19,031.15

Total Checking/Savings 307,629.19

LIABILITIES & EQUITY

3900 - Retained Earnings	256,618.77
Net Income	51,010.42

Total Equity 307,629.19

TOTAL LIABILITIES & EQUITY 307,629.19

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

	Jan - Aug 16	Annual Budget
Income		
4010 · NAHU Membership Dues	19,069.52	35,000.00
4050 · Consulting Fee		
4051 · Comm - Monthly Consulting Fee	4,029.40	5,000.00
4052 · Annual Associate Dues	153,577.54	120,300.00
Total 4050 · Consulting Fee	157,606.94	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	3.28	1,506.00
Total Income	179,984.74	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	26,666.64	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	1,383.77	1,600.00
5105 · OAHUPAC Expenses	0.00	300.00
5106 · HUPAC	0.00	500.00
Total 5000 · LEGISLATIVE ACTIVITIES	42,917.62	59,300.00
5010 · OAHU-Admin.	26,666.64	40,000.00
5017 · Website Hosting	908.38	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	9,148.10	12,000.00
Total 5025 · NAHU Symposium	9,148.10	12,000.00
5026 · Regional Meetings Reimbursement		
5026.9 · Regional Meetings Reim - other	232.06	1,500.00
Total 5026 · Regional Meetings Reimbursement	232.06	1,500.00
5027 · OAHU-Meeting Reimbursement	958.55	2,500.00
Total 5023 · Leadership Meeting Expense	10,338.71	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 August 2016**

	Jan - Aug 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	199.69	1,000.00
5060 · Communication	190.00	500.00
5063 · Flowers & Gifts	0.00	400.00
5066 · Office Supplies	0.00	500.00
5067 · Ohio Department of Insurance	0.00	2,000.00
5068 · Sircon Expense	2,584.00	1,000.00
5071 · Leading Producers Round Table	370.00	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	734.02	1,600.00
5860 · Workers Comp Sales Campaign	240.00	100.00
5870 · Workers' Comp. Local Reimbusem	34,426.87	27,000.00
Total Expense	128,974.32	166,800.00
	51,010.42	6.00

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

	Jan - Aug 16	Jan - Aug 15	\$ Change	% Change
Income				
4010 · NAHU Membership Dues	19,069.52	20,407.28	-1,337.76	-6.56%
4050 · Consulting Fee				
4051 · Comm - Monthly Consulting Fee	4,029.40	5,595.04	-1,565.64	-27.98%
4052 · Annual Associate Dues	153,577.54	133,515.69	20,061.85	15.03%
Total 4050 · Consulting Fee	157,606.94	139,110.73	18,496.21	13.3%
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	200.00	-100.00	-50.0%
4410 · Interest Earned	3.28	5.96	-2.68	-44.97%
Total Income	179,984.74	163,003.97	16,980.77	10.42%
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	26,666.64	28,024.86	-1,358.22	-4.85%
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	1,383.77	1,293.43	90.34	6.99%
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	42,917.62	47,406.12	-4,488.50	-9.47%
5010 · OAHU-Admin.	26,666.64	29,999.97	-3,333.33	-11.11%
5017 · Website Hosting	908.38	616.80	291.58	47.27%
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	9,148.10	11,623.15	-2,475.05	-21.29%
Total 5025 · NAHU Symposium	9,148.10	11,623.15	-2,475.05	-21.29%
5026 · Regional Meetings Reimbursement				
5026.9 · Regional Meetings Reim - other	232.06	170.00	62.06	36.51%
Total 5026 · Regional Meetings Reimbursement	232.06	170.00	62.06	36.51%
5027 · OAHU-Meeting Reimbursement	958.55	1,680.51	-721.96	-42.96%
Total 5023 · Leadership Meeting Expense	10,338.71	13,473.66	-3,134.95	-23.27%

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

	Jan - Aug 16	Jan - Aug 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	199.69	738.15	-538.46	-72.95%
5060 - Communication	190.00	315.00	-125.00	-39.68%
5063 - Flowers & Gifts	0.00	290.13	-290.13	-100.0%
5066 - Office Supplies	0.00	295.72	-295.72	-100.0%
5068 - Sircon Expense	2,584.00	3,953.13	-1,369.13	-34.63%
5071 - Leading Producers Round Table	370.00	70.00	300.00	428.57%
5080 - Board Meetings	116.75	241.72	-124.97	-51.7%
5092 - HPIO Sponsorship	0.00	1,000.00	-1,000.00	-100.0%
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	734.02	971.80	-237.78	-24.47%
5860 - Workers Comp Sales Campaign	240.00	50.00	190.00	380.0%
5870 - Workers' Comp. Local Reimbusem	34,426.87	26,999.93	7,426.94	27.51%
Total Expense	128,974.32	131,438.34	-2,464.02	-1.88%
	51,010.42	31,565.63	19,444.79	61.6%