

## Ohio Association of Health Underwriters Profit & Loss Prev Year Comparison January through August 2019

	Jan - Aug 19	Jan - Aug 18	\$ Change
<b>Income</b>			
4010 · NAHU Membership Dues	18,230.40	16,263.84	1,966.56
4050 · Consulting Fee			
4051 · Comm - Monthly Consulting Fee	1,003.95	2,577.69	-1,573.74
4052 · Annual Associate Dues	174,932.12	184,040.78	-9,108.66
<b>Total 4050 · Consulting Fee</b>	<b>175,936.07</b>	<b>186,618.47</b>	<b>-10,682.40</b>
4071 · Annual Meeting/Leadership			
4071.1 · Registration	0.00	1,015.00	-1,015.00
<b>Total 4071 · Annual Meeting/Leadership</b>	<b>0.00</b>	<b>1,015.00</b>	<b>-1,015.00</b>
4250 · Day at the Statehouse			
4250.1 · Registration	5,354.38	3,200.00	2,154.38
<b>Total 4250 · Day at the Statehouse</b>	<b>5,354.38</b>	<b>3,200.00</b>	<b>2,154.38</b>
4290 · Education	30.00	0.00	30.00
4410 · Interest Earned	859.74	1,289.17	-429.43
<b>Total Income</b>	<b>200,410.59</b>	<b>208,386.48</b>	<b>-7,975.89</b>
<b>Expense</b>			
<b>5000 · LEGISLATIVE ACTIVITIES</b>			
5004 · Leg Council Mtg Mileage Exp	0.00	0.00	0.00
5004.1 · Leg Chair/Co Travel & Relations	0.00	300.00	-300.00
5009 · Lobbyist Fees	26,666.64	26,666.64	0.00
5024 · CAP Conference			
5024.6 · Cap Conference Scholarship	3,587.58	4,246.02	-658.44
5024.9 · CAP Conference - Other	7,286.24	9,970.71	-2,684.47
<b>Total 5024 · CAP Conference</b>	<b>10,873.82</b>	<b>14,216.73</b>	<b>-3,342.91</b>
5091 · Day at the Statehouse Expense	7,074.25	6,933.00	141.25
5103 · OAHUPAC Accounting	750.00	900.00	-150.00
5106 · HUPAC	0.00	500.00	-500.00
5000 · LEGISLATIVE ACTIVITIES - Other	1,098.76	1,350.35	-251.59
<b>Total 5000 · LEGISLATIVE ACTIVITIES</b>	<b>46,463.47</b>	<b>50,866.72</b>	<b>-4,403.25</b>
5010 · OAHU-Admin.	26,666.64	29,333.30	-2,666.66
5017 · Website Hosting	1,579.68	911.15	668.53
5022 · Annual Mtg/Leadership Mtg Exp	628.80	2,884.25	-2,255.45
5023 · Leadership Meeting Expense			
5025 · NAHU Symposium			
5025.9 · NAHU Symposium - Other	11,956.32	6,110.95	5,845.37
<b>Total 5025 · NAHU Symposium</b>	<b>11,956.32</b>	<b>6,110.95</b>	<b>5,845.37</b>
5026 · Regional Meetings Reimbursement			
5026.2 · Columbus	354.50	0.00	354.50
5026.4 · Northwest	0.00	409.10	-409.10
5026.9 · Regional Meetings Reim - other	451.65	0.00	451.65
<b>Total 5026 · Regional Meetings Reimbursement</b>	<b>806.15</b>	<b>409.10</b>	<b>397.05</b>
5027 · OAHU-Meeting Reimbursement	994.40	545.73	448.67
<b>Total 5023 · Leadership Meeting Expense</b>	<b>13,756.87</b>	<b>7,065.78</b>	<b>6,691.09</b>
5029 · Local Sponsorships			

**Ohio Association of Health Underwriters**  
**Profit & Loss Prev Year Comparison**  
 January through August 2019

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5029.1 · Cincinnati	500.00	0.00	500.00
5029.2 · Columbus	500.00	500.00	0.00
<b>Total 5029 · Local Sponsorships</b>	<b>1,000.00</b>	<b>500.00</b>	<b>500.00</b>
5030 · Outreach Co-Op Match			
5030.2 · Columbus	3,000.00	2,096.25	903.75
5030.5 · Western Reserve	0.00	1,800.00	-1,800.00
<b>Total 5030 · Outreach Co-Op Match</b>	<b>3,000.00</b>	<b>3,896.25</b>	<b>-896.25</b>
5040 · Postage/Faxes/Copies	2,034.43	3,407.79	-1,373.36
5060 · Communication	315.00	215.00	100.00
5063 · Flowers, Gifts & Donations	369.80	115.25	254.55
5066 · Office Supplies	26.35	0.00	26.35
5067 · Ohio Department of Insurance	2,333.00	2,394.00	-61.00
5068 · Sircon Expense	1,000.00	1,000.00	0.00
5071 · Leading Producers Round Table	300.00	670.00	-370.00
5080 · Board Meetings	120.51	0.00	120.51
5092 · HPIO Sponsorship	1,000.00	0.00	1,000.00
5095 · Insurance			
5069.1 · D&O Insurance	2,942.00	2,226.00	716.00
<b>Total 5095 · Insurance</b>	<b>2,942.00</b>	<b>2,226.00</b>	<b>716.00</b>
5100 · Accounting	950.00	0.00	950.00
5120 · Membership Development	934.24	1,246.69	-312.45
5190 · Bank Service Charges	186.55	190.52	-3.97
5201 · Sponsorship	0.00	0.00	0.00
5860 · Workers Comp Sales Campaign	10,724.00	0.00	10,724.00
5870 · Workers' Comp. Local Reimburse	0.00	41,693.18	-41,693.18
<b>Total Expense</b>	<b>116,331.34</b>	<b>148,615.88</b>	<b>-32,284.54</b>
<b>Net Income</b>	<b>84,079.25</b>	<b>59,770.60</b>	<b>24,308.65</b>

**Ohio Association of Health Underwriters**  
**Profit & Loss Budget Performance**  
 January through August 2019

	<b>Jan - Aug 19</b>	<b>Annual Budget</b>
<b>Income</b>		
4010 - NAHU Membership Dues	18,230.40	26,000.00
4050 - Consulting Fee		
4051 - Comm - Monthly Consulting Fee	1,003.95	5,000.00
4052 - Annual Associate Dues	174,932.12	150,000.00
<b>Total 4050 - Consulting Fee</b>	<b>175,936.07</b>	<b>155,000.00</b>
4054 - CCI HR Program	0.00	5,000.00
4071 - Annual Meeting/Leadership		
4071.1 - Registration	0.00	1,200.00
<b>Total 4071 - Annual Meeting/Leadership</b>	<b>0.00</b>	<b>1,200.00</b>
4250 - Day at the Statehouse		
4250.1 - Registration	5,354.38	5,250.00
<b>Total 4250 - Day at the Statehouse</b>	<b>5,354.38</b>	<b>5,250.00</b>
4280 - Job Bank	0.00	200.00
4290 - Education	30.00	
4410 - Interest Earned	859.74	1,500.00
<b>Total Income</b>	<b>200,410.59</b>	<b>194,150.00</b>
<b>Expense</b>		
5000 - LEGISLATIVE ACTIVITIES		
5004 - Leg Council Mtg Mileage Exp	0.00	250.00
5004.1 - Leg Chair/Co Travel & Relations	0.00	1,000.00
5009 - Lobbyist Fees	26,666.64	40,000.00
5024 - CAP Conference		
5024.6 - Cap Conference Scholarship	3,587.58	5,000.00
5024.9 - CAP Conference - Other	7,286.24	10,000.00
<b>Total 5024 - CAP Conference</b>	<b>10,873.82</b>	<b>15,000.00</b>
5091 - Day at the Statehouse Expense	7,074.25	5,250.00
5103 - OAHUPAC Accounting	750.00	1,600.00
5105 - OAHUPAC Expenses	0.00	300.00
5106 - HUPAC	0.00	500.00
5000 - LEGISLATIVE ACTIVITIES - Other	1,098.76	
<b>Total 5000 - LEGISLATIVE ACTIVITIES</b>	<b>46,463.47</b>	<b>63,900.00</b>
5010 - OAHU-Admin.	26,666.64	40,000.00
5017 - Website Hosting	1,579.68	1,000.00
5022 - Annual Mtg/Leadership Mtg Exp	628.80	4,000.00
5023 - Leadership Meeting Expense		
5025 - NAHU Symposium		
5025.9 - NAHU Symposium - Other	11,956.32	11,000.00
<b>Total 5025 - NAHU Symposium</b>	<b>11,956.32</b>	<b>11,000.00</b>
5026 - Regional Meetings Reimbursement		
5026.2 - Columbus	354.50	
5026.9 - Regional Meetings Reim - other	451.65	
5026 - Regional Meetings Reimbursement - Other	0.00	1,000.00
<b>Total 5026 - Regional Meetings Reimbursement</b>	<b>806.15</b>	<b>1,000.00</b>

**Ohio Association of Health Underwriters**  
**Profit & Loss Budget Performance**  
 January through August 2019

	<b>Jan - Aug 19</b>	<b>Annual Budget</b>
5027 - OAHU-Meeting Reimbursement	994.40	2,000.00
<b>Total 5023 - Leadership Meeting Expense</b>	<b>13,756.87</b>	<b>14,000.00</b>
<b>5029 - Local Sponsorships</b>		
5029.1 - Cincinnati	500.00	500.00
5029.2 - Columbus	500.00	500.00
5029.3 - Northeast	0.00	500.00
5029.4 - Northwest	0.00	500.00
5029.5 - Western Reserve	0.00	500.00
<b>Total 5029 - Local Sponsorships</b>	<b>1,000.00</b>	<b>2,500.00</b>
<b>5030 - Outreach Co-Op Match</b>		
5030.1 - Cincinnati	0.00	2,500.00
5030.2 - Columbus	3,000.00	2,500.00
5030.3 - Northeast	0.00	2,500.00
5030.4 - Northwest	0.00	2,500.00
5030.5 - Western Reserve	0.00	2,500.00
<b>Total 5030 - Outreach Co-Op Match</b>	<b>3,000.00</b>	<b>12,500.00</b>
5040 - Postage/Faxes/Copies	2,034.43	2,500.00
5060 - Communication	315.00	500.00
5063 - Flowers, Gifts & Donations	369.80	1,000.00
5066 - Office Supplies	26.35	250.00
5067 - Ohio Department of Insurance	2,333.00	3,000.00
5068 - Sircon Expense	1,000.00	1,000.00
5071 - Leading Producers Round Table	300.00	500.00
5080 - Board Meetings	120.51	500.00
5085 - Awards	0.00	500.00
5092 - HPIO Sponsorship	1,000.00	
5093 - Outreach Sponsorships	0.00	1,000.00
<b>5095 - Insurance</b>		
5069 - E & O Insurance	0.00	1,000.00
5069.1 - D&O Insurance	2,942.00	2,500.00
<b>Total 5095 - Insurance</b>	<b>2,942.00</b>	<b>3,500.00</b>
5100 - Accounting	950.00	1,100.00
5120 - Membership Development	934.24	2,875.00
5190 - Bank Service Charges	186.55	300.00
5860 - Workers Comp Sales Campaign	10,724.00	250.00
5870 - Workers' Comp. Local Reimbusem	0.00	34,000.00
5871 - CCI HR Program Local Reim	0.00	1,000.00
<b>Total Expense</b>	<b>116,331.34</b>	<b>191,675.00</b>
	<b>84,079.25</b>	<b>2,475.00</b>