

Northwest Ohio Association of Health Underwriters
2018 Budget

| | 2017 Actual | | Proposed 2018 Budget | | 2018 Actual thru 3Q2018 | |
|--------------------------------------|---------------------|---------------------|----------------------|---------------------|-------------------------|---------------------|
| General | Income | Expenses | Income | Expenses | Income | Expenses |
| J&M Admin | | \$ 7,777.05 | | \$ 7,700.00 | | \$ 5,246.99 |
| Tax Prep | | \$ 605.00 | | \$ 650.00 | | |
| NWOAHU & OAHU Board Meetings | | \$ 36.03 | | \$ 200.00 | | |
| CCI | \$ 8,838.57 | | \$ 8,800.00 | | \$ 10,197.62 | |
| Dues | \$ 4,405.57 | | \$ 4,000.00 | | \$ 3,149.13 | |
| Advertising | | | \$ 500.00 | \$ 1,000.00 | | |
| MISC | \$ 93.00 | \$ 250.70 | | \$ 200.00 | | \$ 504.95 |
| Credit Card & Ecommerce Fees | | \$ 1,508.90 | | \$ 1,850.00 | | \$ 1,232.35 |
| Web Domain + Hosting | | \$ 137.59 | | \$ 120.00 | | \$ 295.06 |
| TOTAL GENERAL | \$ 13,337.14 | \$ 10,315.27 | \$ 13,300.00 | \$ 11,720.00 | \$ 13,346.75 | \$ 7,279.35 |
| NWOAHU MEETINGS | | | | | | |
| Capitol Conference 2017 | \$ 2,259.71 | \$ 10,151.65 | | \$ 8,000.00 | \$ 2,623.36 | \$ 5,647.04 |
| Ken Hall Scholarship | \$ 531.62 | \$ 1,304.22 | \$ 400.00 | \$ 1,400.00 | \$ 278.00 | \$ 1,065.84 |
| National Convention 2017 | \$ 64.80 | \$ 4,431.06 | | \$ 5,000.00 | | \$ 4,144.46 |
| Region 3 Meeting 2017 | | \$ 724.83 | | \$ 700.00 | \$ 361.06 | \$ 1,193.73 |
| Ohio Annual Meeting 2017 | | \$ 233.83 | | \$ 400.00 | | \$ 35.00 |
| TOTAL MEETING | \$ 2,856.13 | \$ 16,845.59 | \$ 400.00 | \$ 15,500.00 | \$ 3,262.42 | \$ 12,086.07 |
| EVENTS | | | | | | |
| Products Fair | \$ 10,285.00 | \$ 1,552.70 | \$ 12,000.00 | \$ 1,700.00 | \$ 11,865.38 | \$ 847.98 |
| Sponsor | \$ 8,325.00 | | | | | |
| Attendee | \$ 1,960.00 | | | | | |
| Legislative Event/Member Recruitment | \$ 1,730.00 | \$ 1,307.00 | \$ 500.00 | | \$ 1,270.00 | \$ 1,338.00 |
| General Meetings | \$ 3,370.00 | \$ 1,175.79 | \$ 2,500.00 | \$ 800.00 | \$ 3,185.00 | \$ 1,915.06 * |
| Sponsors | \$ 2,750.00 | | | | | |
| Attendee | \$ 620.00 | | | | | |
| TOTAL EVENT | \$ 15,385.00 | \$ 4,035.49 | \$ 15,000.00 | \$ 2,500.00 | \$ 16,320.38 | \$ 4,101.04 |
| | Income | Expenses | Income | Expenses | Income | Expenses |
| GENERAL | \$ 13,337.14 | \$ 10,315.27 | \$ 13,300.00 | \$ 11,720.00 | \$ 13,346.75 | \$ 7,279.35 |
| NWOAHU MEETINGS | \$ 2,856.13 | \$ 16,845.59 | \$ 400.00 | \$ 15,500.00 | \$ 3,262.42 | \$ 12,086.07 |
| EVENTS | \$ 15,385.00 | \$ 4,035.49 | \$ 15,000.00 | \$ 2,500.00 | \$ 16,320.38 | \$ 4,101.04 |
| GRAND TOTALS | \$ 31,578.27 | \$ 31,196.35 | \$ 28,700.00 | \$ 29,720.00 | \$ 32,929.55 | \$ 23,466.46 |

| | | | |
|-------------------|--------------|---------------|--------------|
| | amts roll up | | amts roll up |
| Difference | \$ 381.92 | \$ (1,020.00) | \$ 9,463.09 |

Annual Due Breakdown: NW \$360/year: NWOAHU \$40, OAHU \$50 and NAHU \$270

Monthly dues are: \$3.33 NWOAHU, \$4.17 OAHU and \$22.50 NAHU

11/27/2018 BALANCE = \$19,088.82

| | |
|---------------|-----------------|
| Income | Expenses |
| \$3,000.00 | \$857.53 |