

LeadingAge Ohio
Balance Sheet
December 31, 2020

| | This Year | Last Year | Difference | Comments |
|--|------------------|------------------|-----------------|-----------------------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking | 40,882 | 41,170 | (288) | |
| Savings | 527,117 | 351,670 | 175,446 | |
| Petty Cash | 300 | 300 | 0 | |
| Investments | 1,593,410 | 1,505,639 | 87,771 | Up 5.8% from 2019 to 2020 |
| A/R - Dues | 0 | 8,500 | (8,500) | |
| A/R - Misc. | 3,575 | 9,879 | (6,304) | |
| Prepaid Expenses | 10,238 | 433 | 9,805 | |
| Prepaid Conference Expenses | 2,500 | 0 | 2,500 | |
| Prepaid Seminar Expenses | 8,735 | 0 | 8,735 | |
| Total Current Assets | 2,186,757 | 1,917,592 | 269,165 | |
| Property and Equipment | | | | |
| Office Furniture & Equipment | 233,243 | 230,043 | 3,200 | Added a new office cubicle. |
| Leasehold Improvements | 204,688 | 204,688 | 0 | |
| A/D - Furniture & Equipment | (198,909) | (185,188) | (13,721) | |
| A/D - Leasehold Improvements | (204,688) | (204,688) | 0 | |
| Total Property and Equipment | 34,334 | 44,855 | (10,521) | |
| Other Assets | | | | |
| Interco Receivable | 0 | 0 | 0 | |
| Other Assets | 12,500 | 12,500 | 0 | |
| Total Other Assets | 12,500 | 12,500 | 0 | |
| Total Assets | 2,233,591 | 1,974,947 | 258,645 | |
| LIABILITIES AND CAPITAL | | | | |
| Current Liabilities | | | | |
| A/P - Trade | 66,104 | 18,263 | 47,841 | |
| A/P - LeadingAge National | 4,900 | 3,000 | 1,900 | |
| A/P - Foundation | 100 | 0 | 100 | |
| Credit Card | 2,254 | 4,368 | (2,115) | |
| Accrued Payroll | 0 | 4,400 | (4,400) | |
| Accrued Vacation | 86,908 | 78,345 | 8,563 | |
| Accrued Expenses | 9,500 | 9,500 | 0 | |
| Deferred Revenue - Dues | 9,310 | 13,125 | (3,815) | |
| Deferred Revenue - Seminar/Trn | 33,600 | 56,450 | (22,850) | |
| Total Current Liabilities | 212,675 | 187,450 | 25,225 | |
| Long-Term Liabilities | | | | |
| Interco Payables | 0 | 0 | 0 | |
| Total Long-Term Liabilities | 0 | 0 | 0 | |
| Total Liabilities | 212,675 | 187,450 | 25,225 | |
| Capital | | | | |
| Unrestricted | 1,812,983 | 1,456,601 | 356,383 | |
| Net Income | 207,933 | 330,896 | (122,963) | |
| Total Capital | 2,020,916 | 1,787,496 | 233,420 | |
| Total Liabilities & Capital | 2,233,591 | 1,974,947 | 258,645 | |

LeadingAge Ohio
Income Statement
Compared with Budget
For the Twelve Months Ending December 31, 2020

| | Last Year Actual | This Year Actual | Budget | Difference | % | Comments |
|---------------------------------|---------------------|---------------------|------------------|------------------|-------------|---|
| Revenues | | | | | | |
| Membership Dues | 1,263,729 | 1,300,009 | 1,216,100 | 83,909 | 7% | |
| Associate Dues | 73,581 | 70,047 | 73,500 | (3,453) | -5% | |
| Partnership Income | 25,219 | 26,706 | 27,500 | (794) | -3% | |
| Seminars & Education Income | 326,885 | 187,430 | 265,000 | (77,570) | -29% | The net impact (when offset by reduction in expense) is approx \$30k. |
| Annual Conference | 323,323 | 99,463 | 320,000 | (220,538) | -69% | Reflects Fall Education Fest. |
| Event Income | 0 | 12,125 | 35,000 | (22,875) | -65% | 2020 events cancelled. |
| Golf Event Income | 0 | 200 | 0 | 200 | | |
| Advertising & Publications | 104 | 700 | 100 | 600 | 600% | |
| Consulting Income | 14,440 | 3,425 | 10,000 | (6,575) | -66% | |
| Donations/Public Support | 90 | 13,500 | 0 | 13,500 | | RedRock Media Campaign |
| Rental Income | 18,098 | 17,013 | 17,860 | (847) | -5% | |
| Interest Income | 842 | 446 | 0 | 446 | | |
| Dividends and Interest | 77,321 | 66,323 | 43,000 | 23,323 | 54% | |
| Other Income | 10,552 | 17,583 | 3,000 | 14,583 | 486% | Includes \$9k from EIDL from the SBA. |
| CompManagement Revenue | 1,941 | 4,099 | 2,000 | 2,099 | 105% | |
| UST Revenue | 2,630 | 2,577 | 2,500 | 77 | 3% | |
| MCE Management Fee Revenue | 0 | 0 | 0 | 0 | | |
| Total Revenues | 2,138,753 | 1,821,646 | 2,015,560 | (193,914) | -10% | |
| Expenses | | | | | | |
| Seminars & Education Expense | 150,996 | 66,616 | 115,000 | (48,384) | -42% | See Seminars & Education comment above. |
| Annual Conference Expense | 154,698 | 0 | 158,000 | (158,000) | -100% | Replaced with virtual Fall Educ Fest |
| Event Expense | 0 | 1,505 | 35,000 | (33,495) | -96% | 2020 Events cancelled |
| Advertising & Publications | 10,018 | 15,000 | 0 | 15,000 | | Salary & Benefits Study |
| Consulting Expense | 1,815 | 0 | 1,200 | (1,200) | -100% | |
| OAAC Expenses | 3,745 | 1,890 | 0 | 1,890 | | Includes the accrued vacation accrual adjustment. |
| Salary & Wages | 823,048 | 850,830 | 852,000 | (1,170) | 0% | |
| Employer Taxes | 58,444 | 54,532 | 68,000 | (13,468) | -20% | Includes refund/rebate checks of \$10k. |
| Payroll Service Fees | 2,181 | 2,164 | 2,500 | (336) | -13% | |
| Employee Insurance | 89,653 | 93,198 | 112,000 | (18,802) | -17% | Include cost sharing refund check for approximately \$4k. Using the prior year 401k forfeitures to fund 2020 contributions. |
| Employee Retirement | 63,300 | 43,848 | 70,000 | (26,152) | -37% | |
| Staff Development | 6,338 | 1,450 | 5,400 | (3,950) | -73% | |
| Professional Fees | 76,899 | 80,250 | 82,500 | (2,250) | -3% | |
| Statewide Service Project | 9,900 | 0 | 0 | 0 | | |
| Public Relations | 0 | 0 | 2,000 | (2,000) | -100% | |
| Legal Services | 1,540 | 2,729 | 9,000 | (6,271) | -70% | |
| Accounting | 54,065 | 44,985 | 57,000 | (12,015) | -21% | |
| Lobbying | 114,255 | 114,210 | 114,200 | 10 | 0% | |
| Data & Research | 8,000 | 8,800 | 8,000 | 800 | 10% | Quality Metrics and 5 Star tool |
| MA SNP | 48 | 0 | 0 | 0 | | |
| Office Expenses | 9,886 | 6,613 | 8,500 | (1,887) | -22% | |
| Telecommunications | 14,848 | 11,045 | 15,000 | (3,955) | -26% | |
| Utilities | 15,013 | 11,611 | 15,900 | (4,289) | -27% | |
| Postage & Shipping | 2,183 | 846 | 1,600 | (754) | -47% | |
| Repair & Maintenance-Building | 6,175 | 4,337 | 4,500 | (163) | -4% | |
| Office Equipment Rental | 23,610 | 2,173 | 2,300 | (127) | -6% | Copier lease expired in 2019. |
| Office Cleaning | 7,529 | 6,800 | 8,000 | (1,200) | -15% | |
| Marketing | 10,754 | 7,279 | 15,500 | (8,221) | -53% | |
| IT Support | 22,999 | 24,187 | 24,000 | 187 | 1% | Promethius Consulting |
| Website | 320 | 725 | 1,000 | (275) | -28% | |
| Database/Network | 17,347 | 15,190 | 15,000 | 190 | 1% | TCS No charge for Results Direct for 2020 as compared to 2019. |
| Other IT Expenses | 15,271 | 5,875 | 5,000 | 875 | 17% | |
| Insurance | 6,225 | 6,225 | 6,225 | 0 | 0% | |
| Committee Expenses | 7,189 | 1,666 | 6,000 | (4,334) | -72% | |
| Dues & Subscriptions | 6,392 | 6,763 | 11,000 | (4,237) | -39% | |
| Travel & Meals | 18,449 | 4,547 | 25,000 | (20,453) | -82% | |
| Credit Card Fees | 17,245 | 7,019 | 18,000 | (10,981) | -61% | |
| Bank Service Charges | 156 | 168 | 0 | 168 | | No investment service fees from Wells Fargo Advisors |
| Investment Service Charges | 4,283 | 0 | 6,000 | (6,000) | -100% | |
| Late Fees | 0 | 39 | 0 | 39 | | |
| Depreciation & Amortization | 14,535 | 13,721 | 14,200 | (479) | -3% | |
| Rent | 75,754 | 79,526 | 79,500 | 26 | 0% | |
| Total Expenses | 1,925,103 | 1,598,361 | 1,974,025 | (375,664) | -19% | |
| Operating Income | 213,650 | 223,285 | 41,535 | 181,750 | | |
| Grant Income | 61,355 | 0 | | | | |
| Grant Expense | (55,922) | 0 | | | | |
| Realized Gain/Loss | 71,744 | (55,114) | | | | |
| Unrealized Gain/Loss | 40,069 | 76,563 | | | | |
| Professional Fees - Cedar Grove | | (36,800) | | | | |
| Net Income | 330,896 | 207,933 | 41,535 | 181,750 | | |