Ohio Provider Resource Association
2020 Budget Detail

	Jan - Sept 19	2018 Budget	2019 Budget	2020 Budget	Comments
4000 · Membership Dues	1,157,596	1,430,000	1,460,000	1,460,000	2018 Budget (Actual $1,563,000 before rebates)
4010 · Associate Dues	34,622	22,000	25,000	34,000	2019 Actual
4100 · Seminars & Education	20,796	96,700	50,000	20,000	Reduced Seminars & Education to match 2019 actual.
August Symposium	0	6,700			
Advance Training	600				
Training	20,196	90,000	50,000	20,000	
4110 · Spring Conference Registration	81,330	67,000	69,000	80,000	2019 Actual
4115 · Spring Conference Sponsorship	65,635	60,000	68,000	65,000	2019 Actual
4120 · Fall Conference Registration	0	85,200	80,000	79,000	2019 Actual
4125 · Fall Conference Sponsorship	0	56,500	75,000	78,000	2019 Actual
4200 · Grant Income	0				
4210 · Advocacy Awareness Day Income	35,222	40,000	32,500	32,500	Legislative Advocacy Day
4270 · DSPOhio Income	60,424	160,000	0	20,000	
4280 · Provider Guide +	0	9,000	9,000	6,000	
4300 · Consulting Revenue	2,200	0	0	0	
4420 · C3P(O) Income	120,573	182,500	150,000	58,400	Did not budget 2020/2021 school year
2018-2019 School Year		219,032			
Medina City Schools	26,705		53,410		
South-Western City Schools	21,155		42,310		
Vanguard-Sentinel CTC	10,578		21,155		
Westerville City Schools	2,375		4,750		
Marion City Schools	1,332		2,664		
2019-2020 School Year					
Vanguard-Sentinel Career	10,578			21,155	
Medina City School District	26,705			53,410	
South-Western City School District	21,155			42,310	
2020-2021 School Year (0% Growth)			176,000	0	
4700 · Other Income	1,008	300	0	0	
4710 · CompManagement Revenue	3,935	4,000	4,000	4,000	2019 Actual
4715 · My HIPPA	0	3,000	1,000	0	Reduction to match 2019 actual
4720 · Unemployment Service Trust	4,604	7,500	7,500	9,000	2018 Actual
4730 · Philadelphia Insurance Revenue	0	4,000	3,500	4,000	2018 Actual
4740 · Publication Sales	1,235	2,000	500	500	Salary Survey and other
4750 · Wells Fargo Revenue	3,300	6,600	6,600	0	
4760 · Open Online Revenue	784	1,600	1,600	1,500	2018 Actual
4770 · Buren Insurance	1,500	7,500	7,500	1,500	2019 Actual
4780 · Enterprise	0	1,000	1,000	0	
4790 · Gallagher	0	4,000	4,000	0	
4810 · CERIIDD	0	2,400	2,400	0	
Total Income	1,594,761	2,252,800	2,058,100	1,953,400	

Ohio Provider Resource Association
2020 Budget Detail

	Jan - Sept 19	2018 Budget	2019 Budget	2020 Budget	Comments
5100 · Seminars & Education Expense	17,359	33,700	25,000	15,000	
August Symposium		6,700			
Training	17,359	27,000	25,000	15,000	75% of Training Revenue
5110 · Spring Conference Expense	71,322	67,000	68,000	71,000	2019 Actual
5120 · Fall Conference Expense	0	79,400	92,000	93,000	2019 Actual
5200 · Grant Expense	0		0	0	
5210 · Advocacy Awareness Day Expenses	12,766	15,000	15,000	15,000	2018 Budget
5270 · DSPOhio Expenses	60,424	160,000	5,000	20,000	DSP Expenses = DSP Revenues
5280 · Provider Guide + Expenses	12,000	18,000	18,000	12,000	Provider Search LLC Subscription
5300 · Consulting Expense	0	0	0	0	
5420 · C3P(O) Expense	49,981	150,000	117,000	45,000	Use half year for each school year
Current School Year Expenses					
OADSP	43,272	130,855	86,544	80,775	2019/20 Budget
Stipends	1,375	12,000	8,500	8,000	2019/20 Budget
First Aid/CPR Training	0	1,436	1,100	1,100	2019/20 Budget
Travel	5,333	9,000	9,000	0	2019/20 Budget
2019-2020 School Year (0% Growth)			129,180	0	
6000 · Salary & Wages	464,470	800,000	658,000	682,000	See Payroll Tab
6020 · Employer Taxes	36,835	73,200	53,200	54,900	8% of Salaries Expense & Car Allowance
6090 · Payroll Service Fees	3,002	2,700	3,600	3,900	2018 Actual
6100 · Employee Insurance	81,741	120,000	87,000	76,500	See Payroll Tab
6110 · Employee Retirement	21,099	33,000	30,000	24,000	See Payroll Tab
6120 · Employee Car Allowance	5,400	12,920	7,000	4,000	AA
6190 · Staff Development	2,320	7,500	8,000	8,000	Per person allowance ($2k each) 10k?
ANCOR Conferences	1,700	4,000	1,500	1,500	
ARC - Disability Policy Seminar		500	500	500	
ASAE	410				
HCBS		1,200	1,200	1,200	
IARF	0				
NASDDS		1,200	1,200	1,200	
Staff Training			3,000	3,000	
Other	210	600	600	600	
6200 · Professional Fees	81,675	76,000	176,000	94,000	
401k Fees	1,634	1,680	2,000	2,000	
Barry & Associates & Shamrock Company	0	20,000		22,000	
Bradyware	37,482	1,000	18,000	25,000	
CT Corporation	206				
Grass Roots Consulting Firm	0		30,000	0	
ICF Media		4,000		0	
Mary Guiher	0	7,875	0	0	
Swing State Strategies	20,000		0	0	No longer going to use
Than Johnson	0			30,000	
Viaduct Consulting LLC	0	36,000	0	0	
Vorys Health Care Advisors, LLC	0	5,000	5,000	0	
Yunker Group - CEO Search	6,000			0	
Yunker Group - BOD Expense	27,500			0	
Other	2,603	445	121,000	15,000	
6220 · Legal Fees	190,054	228,000	238,000	238,000	
James E. Arnold & Associates, LPA	0				
Outside Legal Assistance	0		10,000	10,000	
Vorys, Sater, Seymour and Pease - Intervene	11,271				
Vorys, Sater, Seymour and Pease LLP	178,784	228,000	228,000	228,000	Assume $19,000k/month
6230 · Accounting	46,815	48,000	49,000	45,000	
Pete Thompson	31,815	40,000	35,000	35,000	
Bodine	15,000	8,000	14,000	10,000	Review in 2020

Ohio Provider Resource Association
2020 Budget Detail

	Jan - Sept 19	2018 Budget	2019 Budget	2020 Budget	Comments
6240 · Lobbying	59,223	85,000	85,000	61,400	
Blazer	12,600	21,600	21,600	0	Has not invoiced us for 2019
Success Group	51,593	61,200	61,200	61,200	
JLEC	150	200	200	200	
Other		2,000	2,000	0	
6300 · Office Expenses	6,824	9,000	9,000	9,000	
Gordon Flesch		1,800			
Office Supplies	0	4,200	4,500	4,500	
Other	0	3,000	4,500	4,500	
6320 · Telecommunications	9,626	14,400	13,200	14,400	
Conference Group ($350/mo)	3,149	3,300	3,300	4,200	
Verizon ($450/mo)	2,634	5,400	4,200	4,200	
WOW! ($450/mo)	3,106	5,400	5,400	5,400	
Other		300	300	600	
6330 · Utilities	5,978	7,800	7,000	7,800	
American Electric Power	2,531		4,200	3,200	
Columbia Gas	3,035		2,200	4,000	
Columbus - City Treasurer	412		600	600	
6340 · Postage & Shipping	526	1,000	1,000	1,000	2018 Budget
6350 · Repairs & Maintenance	11,981	15,200	16,200	16,200	
Building Repairs	8,554	12,000	12,000	12,000	
Ohio Extermination	389	500	500	500	
Reneker	1,862	2,400	2,400	2,400	
US Heating & Air Conditioning	189		300	300	
Other	0	300	1,000	1,000	
6360 · Office Equipment Rental	3,351	4,200	4,200	4,200	New Copier in 2017
6370 · Office Cleaning	2,858	3,900	3,900	3,900	$307/mo
6380 · Marketing	0	0	3,000	10,000	Updating OPRA forms, etc.
6390 · Security System	360	450	450	450	2018 Budget
6400 · Contributions/Donations	10,959	7,000	7,500	1,600	
AOF	0	6,000	6,000	0	
ANCOR Foundation	1,600	1,000	1,500	1,600	
CERIIDD	9,000				
6410 · Sponsorship Expenses	4,000	5,000	5,000	6,000	
Ohio SIBS		1,000	1,000	0	
DSP Event	2,000	1,000	1,000	2,000	
Ancor Tech		1,000	1,000	0	
Bridge2Equality Rally	1,000			1,000	
Downs Syndrome Assoc.		750	750	0	
NADD	1,000			1,000	
Other	0	1,250	1,250	2,000	
6420 · Charitable Registration Fee	100	100	100	100	2018 Actual
6499 · Miscellaneous Expense	0	300	300	300	2018 Budget
6500 · IT Support	23,444	28,800	33,600	33,600	$2,800/month
6510 · Website	1,242	1,920	7,000	8,000	
Google ($8/mo)	77	96	100	100	
Ibackup		500			
TCS		50		6,000	$500/month
Park Bench Digital	1,165	1,200	6,000	1,000	
Other		74	900	900	

Ohio Provider Resource Association					
2020 Budget Detail					
	Jan - Sept 19	**2018 Budget**	**2019 Budget**	**2020 Budget**	**Comments**
6520 · Software Expenses	6,675	8,400	9,600	9,000	
Adobe	193	384	384	200	
Basecamp	899		1,200	1,200	
Constant Contact	817	1,200	1,224	600	Start using TCS
Docusign				600	
Dropbox	96	120	120	120	
GoToMeeting	2,283	3,050	3,050	3,050	
Microsoft	1,625	2,520	2,500	2,500	
Simplelists	349	600	600	0	Start using TCS
Survey Monkey	413	325	360	360	
Other		201	162	370	
6530 · BI Tool	0	5,000	5,000	5,000	Includes upgrading software, training and consulting
6540 · Other IT Expenses	93	1,000	1,000	1,000	2018 Budget
6600 · Insurance	6,981	6,200	6,200	6,000	2018 Actual
6700 · Committee Expenses	4,268	10,000	10,000	16,000	Board & Committee Meetings and Board Retreat
6800 · Dues & Subscriptions	14,139	17,500	14,750	14,750	
AAIDD	85	145	150	150	
Amazon	128			135	
ANCOR (Jan)	8,650	11,500	9,000	9,000	
APSE	595	120	120	600	
ASAE (May)	0	325	325	0	
Business First	90			90	
Columbus Chamber (Feb)	775	750	775	775	
Dispatch	66	100	100	100	
Gongwer ($1,500/half yr)	3,000	3,000	3,000	3,000	
OANO (July)	0	400	400	0	
Ohio Chamber (Feb)	450	450	450	450	
OSAE	300	290	300	300	
Other	0	420	130	150	
6900 · Travel Expense	10,481	37,500	22,000	30,000	2018 Budget
6910 · Meals and Entertainment	1,828	5,200	4,500	6,000	2018 Budget
7000 · Credit Card Fees	8,401	6,600	9,600	9,600	2018 Budget
7100 · PAC Expenses	6,751	5,000	6,000	6,800	2019 Actual
7400 · Interest Expense	1,500	2,200	1,900	1,300	2019 Projected
7500 · Depreciation Expense	22,827	20,000	30,000	30,000	2019 Projected
8500 · Real Estate Taxes	10,085	14,000	13,800	13,800	2019 Actual
Total Expense	1,391,762	2,247,090	1,980,600	1,828,500	
Net Operating Income	203,000	5,710	77,500	124,900	
9000 · Interest Income	327				
OPRA investment income	163,197	68,800	63,000	65,970	3% of Investments
Foundation investment income	20,077	16,250	16,600	17,150	5% of Investments
Total Other Income	183,600	85,050	79,600	83,120	
Net Income	**386,600**	**90,760**	**157,100**	**208,020**	

					2%		5.5%							
	SALARIES EXPENSE						**RETIREMENT**	**HEALTH INSURANCE**						
	Anniversay	**Bi-Monthly**	**Current**	**CERIIDD**	**Raise**	**Total**			**Principal**		**Employee**		**Health**	
Name	**Date**	**Salary**	**Annual**	**Comp**	**Prorated**	**Comp**	**401k**	**Medical**	**Financial**	**Vision**	**Deductions**	**Annual**	**Savings**	**Total**
Anita Allen	30-May	5,384	103,370		1,206	104,576	5,752	1,097	136	6		14,864	2,750	17,614
Rhonda Jacob	25-Sep	1,353	32,469		162	32,631	1,795	-				-	-	-
Scott Marks	3-Sep	3,750	90,000		600	90,600	4,983	-	-	-	-	-	-	-
Pete Moore	25-May	7,292	175,000		-	175,000	9,625	2,259			(1,162)	13,161	2,750	15,911
Shane Schaefer	1-May	1,240	29,754		397	30,151	1,658					-		
Sonya Summers	29-Apr	2,201	52,818	6,000	704	59,522	3,274	638	163	15		9,787	2,750	12,537
Christine Touvelle	13-Jun	2,413	57,907	7,500	676	66,083	3,635	390	113	6		6,118	2,750	8,868
New Employee	1-Aug	3,333	33,333			33,333		500	113	6		3,098	1,146	4,243
LM Replacement	1-Jan		90,000			90,000		500	113	6		7,434	2,750	10,184
			664,652		3,745	681,897	30,721	5,384	639	39	(1,162)	54,461	14,896	69,357
					rounded	682,000	24,000						10% Increase	76,500
					Part Time									
						682,000								