

**Ohio Provider Resource Association**  
**Consolidated Statement of Financial Position**  
**As of December 31, 2020**

	<u>Dec 31, 20</u>	<u>Dec 31, 19</u>	<u>\$ Change</u>	Comments
<b>ASSETS</b>				
Current Assets				
Checking/Savings				
1000 · Checking	43,750	77,687	(33,937)	OAAS Funds
1000 · Checking - Restricted	55,974	60,114	(4,140)	
1010 · Savings	500,732	100,530	400,202	
1030 · Petty Cash	150	150	0	
Total Checking/Savings	600,607	238,482	362,125	
Accounts Receivable				
1200 · Accounts Receivable	9,219	56,879	(47,660)	
Total Accounts Receivable	9,219	56,879	(47,660)	
Other Current Assets				
1400 · Prepaid Expenses	40,484	40,636	(152)	Prepaid Insurance and C3PO expense
1499 · Undeposited Funds	2,575	791	1,784	
Total Other Current Assets	43,059	41,427	1,632	
Total Current Assets	652,885	336,787	316,098	
Fixed Assets				
1510 · Building	522,951	522,951	0	
1520 · Furniture and Equipment	131,084	121,860	9,224	New Furnace and A/C
1530 · Software	22,308	21,609	699	Membership database
1540 · Computers	26,487	24,761	1,726	Added 1 computer
1610 · Accum Dep - Building	(143,710)	(130,301)	(13,409)	
1620 · Accum Dep - Furniture & Equip	(114,510)	(106,890)	(7,620)	
1630 · Accum Amort. - Software	(15,147)	(11,547)	(3,600)	
1640 · Accum Dep - Computers	(24,532)	(23,092)	(1,440)	
Total Fixed Assets	404,930	419,351	(14,421)	
Other Assets				
1700 · Investments	2,460,269	2,285,000	175,269	Up 7.7% from last year
1700 · Investments - Foundation	373,326	352,541	20,785	Up 5.9% from last year
1800 · Intercompany - OPRA Foundation	0	0	0	
1810 · Intercompany - OPRA Properties	0	0	0	
Total Other Assets	2,833,596	2,637,542	196,054	
<b>TOTAL ASSETS</b>	<b>3,891,410</b>	<b>3,393,679</b>	<b>497,731</b>	
<b>LIABILITIES &amp; EQUITY</b>				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 · A/P - Trade	9,726	3,144	6,582	
Total Accounts Payable	9,726	3,144	6,582	
Credit Cards				
2100 · Credit Card	2,581	16,182	(13,601)	
Total Credit Cards	2,581	16,182	(13,601)	
Other Current Liabilities				
2200 · Accrued Payroll	4,825	0	4,825	
2210 · Accrued Vacation	30,657	25,640	5,017	
2310 · Accrued Legal Expense	18,333	18,333	0	
2320 · Accrued Real Estate Taxes	14,857	13,644	1,213	
2400 · Capital Lease Payable - Current	6,433	5,744	689	
2600 · Deferred Revenue - Dues	7,030	34,537	(27,507)	2021 Dues received in 2020
2610 · Deferred Revenue - Conferences	1,970	11,035	(9,065)	
2620 · Deferred Revenue - Other	58,510	81,445	(22,936)	2020 DSPOhio and C3PO (Spring 2021)
Total Other Current Liabilities	142,615	190,378	(47,763)	
Total Current Liabilities	154,921	209,704	(54,783)	
Long Term Liabilities				
2900 · Capital Lease Payable	1,730	8,163	(6,433)	
Total Long Term Liabilities	1,730	8,163	(6,433)	
Total Liabilities	156,651	217,867	(61,216)	
Equity				
3000 · Net Assets	3,115,698	2,634,696	481,002	
3010 · Restricted Net Assets	55,299	60,114	(4,815)	
Net Income	563,762	481,002	82,760	
Total Equity	3,734,759	3,175,812	558,947	
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,891,410</b>	<b>3,393,679</b>	<b>497,731</b>	

**Ohio Provider Resource Association  
Consolidated Statement of Activities  
January through December 2020**

	<b>Jan - Dec 20</b>	<b>Jan - Dec 19</b>	<b>\$ Change</b>	<b>Comments</b>
Ordinary Income/Expense				
Income				
4000 · Membership Dues	1,503,084	1,462,345	40,739	Most of the dues increase due to an increase in the recurring members EGR revenue.
4010 · Associate Dues	34,452	34,587	(135)	
4100 · Seminars & Education	37,878	30,871	7,007	
4110 · Spring Conference Registration	0	81,330	(81,330)	No Spring Conference (2020)
4115 · Spring Conference Sponsorship	0	65,635	(65,635)	No Spring Conference (2020)
4120 · Fall Conference Registration	38,322	86,750	(48,428)	Virtual Fall Conference (2020)
4125 · Fall Conference Sponsorship	55,678	79,285	(23,608)	Virtual Fall Conference (2020)
4210 · Advocacy Awareness Day Income	33,052	32,340	712	
4270 · DSPOhio Income	51,848	112,322	(60,474)	Revenues will match expenses.
4280 · Provider Guide +	8,000	6,000	2,000	
4300 · Consulting Revenue	0	2,200	(2,200)	
4420 · C3P(O) Income	110,788	120,573	(9,785)	
4700 · Other Income	7,712	1,343	6,368	
4710 · CompManagement Revenue	4,319	3,935	385	
4720 · Unemployment Service Trust	6,905	9,207	(2,302)	
4730 · Philadelphia Insurance Revenue	0	7,000	(7,000)	Need to follow up on the \$3,500 annual payment.
4740 · Publication Sales	2,475	1,535	940	
4750 · Wells Fargo Revenue	0	3,300	(3,300)	
4760 · Open Online Revenue	782	1,507	(725)	Waiting on 2nd half of 2020 payment
4770 · Buren Insurance	0	1,500	(1,500)	
4780 · Enterprise	2,490	0	2,490	No longer a vendor partner.
4790 · Gallagher	4,000	0	4,000	
Total Income	<u>1,901,783</u>	<u>2,143,563</u>	<u>(241,780)</u>	
Gross Profit	<u>1,901,783</u>	<u>2,143,563</u>	<u>(241,780)</u>	
Expense				
5100 · Seminars & Education Expense	14,824	17,853	(3,029)	
5110 · Spring Conference Expense	0	71,322	(71,322)	No Spring Conference (2020)
5120 · Fall Conference Expense	37,821	98,328	(60,507)	Virtual Fall Conference (2020)
5210 · Advocacy Awareness Day Expense	11,437	12,766	(1,329)	
5270 · DSPOhio Expense	51,848	112,322	(60,474)	Revenues will match expenses
5280 · Provider Guide + Expenses	12,000	12,000	0	
5300 · Consulting Expense	2,500	0	2,500	
5420 · C3P(O) Expense	73,313	92,722	(19,409)	
6000 · Salary & Wages	576,943	627,513	(50,570)	Reduced staffing as compared to 2019
6020 · Employer Taxes	40,126	49,307	(9,181)	
6090 · Payroll Service Fees	4,015	4,086	(71)	
6100 · Employee Insurance	68,994	103,008	(34,014)	Reduced staffing as compared to 2019
6110 · Employee Retirement	21,901	27,212	(5,311)	
6120 · Employee Car Allowance	11,371	4,968	6,403	
6190 · Staff Development	1,227	2,596	(1,369)	
6200 · Professional Fees	71,218	107,391	(36,173)	Swing State Strategies and Yunker (2019)
6220 · Legal Fees	233,784	237,374	(3,590)	
6230 · Accounting	43,288	59,985	(16,698)	
6240 · Lobbying	61,011	70,987	(9,976)	
6300 · Office Expenses	4,089	10,466	(6,377)	
6320 · Telecommunications	34,192	12,694	21,499	Conference Calling has increase dramatically in 2020.
6330 · Utilities	6,867	8,070	(1,203)	
6340 · Postage & Shipping	2,344	626	1,718	
6350 · Repairs & Maintenance	2,844	13,873	(11,029)	Conference Room Construction and LED lights (2019)
6360 · Office Equipment Rental	4,226	4,226	0	
6370 · Office Cleaning	3,685	3,779	(94)	
6380 · Marketing	5,306	0	5,306	Includes the purchase and sales of sanitizer, thermometers and masks.
6390 · Security System	508	486	22	
6400 · Contributions/Donations	1,700	10,959	(9,259)	CERIIDD Donation (2019)
6410 · Sponsorship Expenses	9,500	4,750	4,750	
6420 · Charitable Registration Fee	100	100	0	
6500 · IT Support	33,121	31,374	1,747	Arnet Technologies
6510 · Website	7,260	1,294	5,966	
6520 · Software Expenses	9,138	8,597	541	
6540 · Other IT Expenses	493	703	(209)	
6600 · Insurance	1,368	9,309	(7,941)	
6700 · Committee Expenses	1,455	16,711	(15,256)	Meetings held virtually in 2020.
6800 · Dues & Subscriptions	12,986	14,203	(1,217)	
6900 · Travel Expense	1,368	18,563	(17,195)	

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Consolidated Statement of Activities  
January through December 2020**

	<b>Jan - Dec 20</b>	<b>Jan - Dec 19</b>	<b>\$ Change</b>	<b>Comments</b>
6910 · Meals and Entertainment	2,071	4,059	(1,989)	
7000 · Credit Card Fees	9,403	9,895	(493)	
7010 · Bank Service Fees	0	15	(15)	
				Golf outing held in October 2020. The corporate sponsorship exceeded the cost of the golf outing.
7100 · PAC Expenses	410	6,751	(6,341)	
7400 · Interest Expense	1,289	1,904	(615)	
7410 · Late Fees	8	0	8	
7500 · Depreciation Expense	26,069	27,596	(1,527)	
8500 · Real Estate Taxes	14,857	13,644	1,213	
Total Expense	<u>1,534,278</u>	<u>1,946,386</u>	<u>(412,109)</u>	
Net Ordinary Income	367,505	197,177	170,329	
Other Income/Expense				
Other Income				
7700 · Gain/Loss on Sale of Asset	0	1,625	(1,625)	
9000 · Interest Income	202	418	(216)	
9010 · Interest and Dividends	112,385	139,327	(26,942)	
9020 · Realized gain (loss) on invest	(26,984)	(3,956)	(23,029)	
9030 · Unrealized inv gain (loss)	110,653	146,410	(35,757)	
Total Other Income	<u>196,256</u>	<u>283,825</u>	<u>(87,569)</u>	
Net Other Income	<u>196,256</u>	<u>283,825</u>	<u>(87,569)</u>	
<b>Net Income</b>	<b><u>563,762</u></b>	<b><u>481,002</u></b>	<b><u>82,760</u></b>	

**Ohio Provider Resource Association**  
**Profit & Loss Budget vs. Actual**  
**January through December 2020**

	Jan - Dec 20	Budget	\$ Over Budget	Comments
Ordinary Income/Expense				
Income				
4000 · Membership Dues	1,503,084	1,460,000	43,084	Most of the dues increase due to an increase in the recurring members EGR revenue.
4010 · Associate Dues	34,452	34,000	452	
4100 · Seminars & Education	37,878	20,000	17,878	
4110 · Spring Conference Registration	0	80,000	(80,000)	Spring Conference Cancelled
4115 · Spring Conference Sponsorship	0	65,000	(65,000)	Spring Conference Cancelled
4120 · Fall Conference Registration	38,322	79,000	(40,678)	Virtual Fall Conference
4125 · Fall Conference Sponsorship	55,678	78,000	(22,323)	Virtual Fall Conference
4210 · Advocacy Awareness Day Income	33,052	32,500	552	
4270 · DSPOhio Income	51,848	20,000	31,848	
4280 · Provider Guide +	8,000	6,000	2,000	
4420 · C3P(O) Income	110,788	58,400	52,388	
4700 · Other Income	7,712	0	7,712	Includes \$7,000 SBA Grant
4710 · CompManagement Revenue	4,319	4,000	319	
4720 · Unemployment Service Trust	6,905	9,000	(2,095)	
4730 · Philadelphia Insurance Revenue	0	4,000	(4,000)	
4740 · Publication Sales	2,475	500	1,975	
4760 · Open Online Revenue	782	1,500	(718)	
4770 · Buren Insurance	0	1,500	(1,500)	
4780 · Enterprise	2,490			
4790 · Gallagher	4,000			
Total Income	1,901,783	1,953,400	(51,617)	
Gross Profit	1,901,783	1,953,400	(51,617)	
Expense				
5100 · Seminars & Education Expense	14,824	15,000	(176)	
5110 · Spring Conference Expense	0	71,000	(71,000)	Spring Conference Cancelled
5120 · Fall Conference Expense	37,821	93,000	(55,179)	Virtual Conference
5210 · Advocacy Awareness Day Expense	11,437	15,000	(3,563)	
5270 · DSPOhio Expense	51,848	20,000	31,848	
5280 · Provider Guide + Expenses	12,000	12,000	0	
5300 · Consulting Expense	2,500			
5420 · C3P(O) Expense	73,313	45,000	28,313	
6000 · Salary & Wages	576,943	682,000	(105,057)	Open position not filled this year and PTO balances were reduced (AA).
6020 · Employer Taxes	40,126	54,900	(14,774)	
6090 · Payroll Service Fees	4,015	3,900	115	
6100 · Employee Insurance	68,994	76,500	(7,506)	
6110 · Employee Retirement	21,901	24,000	(2,099)	
6120 · Employee Car Allowance	11,371	4,000	7,371	
6190 · Staff Development	1,227	8,000	(6,773)	
6200 · Professional Fees	71,218	94,000	(22,782)	
6220 · Legal Fees	233,784	238,000	(4,216)	
6230 · Accounting	43,288	45,000	(1,713)	
6240 · Lobbying	61,011	61,400	(389)	
6300 · Office Expenses	4,089	9,000	(4,911)	
6320 · Telecommunications	34,192	14,400	19,792	Conference calling has increased significantly.
6330 · Utilities	6,867	7,800	(933)	
6340 · Postage & Shipping	2,344	1,000	1,344	
6350 · Repairs & Maintenance	2,844	16,200	(13,356)	
6360 · Office Equipment Rental	4,226	4,200	26	
6370 · Office Cleaning	3,685	3,900	(215)	
6380 · Marketing	5,306	10,000	(4,694)	
6390 · Security System	508	450	58	
6400 · Contributions/Donations	1,700	1,600	100	
6410 · Sponsorship Expenses	9,500	6,000	3,500	
6420 · Charitable Registration Fee	100	100	0	
6499 · Miscellaneous Expense	0	300	(300)	
6500 · IT Support	33,121	33,600	(479)	
6510 · Website	7,260	8,000	(740)	
6520 · Software Expenses	9,138	9,000	138	
6530 · BI Tool	0	5,000	(5,000)	
6540 · Other IT Expenses	493	1,000	(507)	
6600 · Insurance	1,368	6,000	(4,632)	
6700 · Committee Expenses	1,455	16,000	(14,545)	
6800 · Dues & Subscriptions	12,986	14,750	(1,764)	
6900 · Travel Expense	1,368	30,000	(28,632)	Travel as expected is down significantly.
6910 · Meals and Entertainment	2,071	6,000	(3,929)	
7000 · Credit Card Fees	9,403	9,600	(197)	
7100 · PAC Expenses	410	6,800	(6,390)	
7400 · Interest Expense	1,289	1,300	(11)	
7410 · Late Fees	8			

**Ohio Provider Resource Association  
Profit & Loss Budget vs. Actual  
January through December 2020**

	<b>Jan - Dec 20</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>Comments</b>
7500 · Depreciation Expense	26,069	30,000	(3,931)	
8500 · Real Estate Taxes	14,857	13,800	1,057	
Total Expense	1,534,278	1,828,500	(294,222)	
Net Ordinary Income	367,505	124,900	242,605	Ahead of Budget!
Other Income/Expense				
Other Income				
9000 · Interest Income	202	0	202	
9010 · Interest and Dividends	112,385	83,120	29,265	
9020 · Realized gain (loss) on invest	(26,984)	0	(26,984)	
9030 · Unrealized inv gain (loss)	110,653	0	110,653	
Total Other Income	196,256	83,120	113,136	
Net Other Income	196,256	83,120	113,136	
<b>Net Income</b>	<b>563,762</b>	<b>208,020</b>	<b>355,742</b>	

**Ohio Provider Resource Association**  
**Statement of Cash Flows**  
**January through December 2020**

	<b><u>Jan - Dec 20</u></b>
<b>OPERATING ACTIVITIES</b>	
Net Income	563,761.60
Adjustments to reconcile Net Income to net cash provided by operations:	
1200 · Accounts Receivable	47,659.75
1400 · Prepaid Expenses	151.80
1640 · Accum Dep - Computers	1,440.00
1630 · Accum Amort. - Software	3,600.00
1620 · Accum Dep - Furniture & Equip	7,620.00
1610 · Accum Dep - Building	13,409
2000 · A/P - Trade	6,582.02
2100 · Credit Card	(13,601.49)
2320 · Accrued Real Estate Taxes	1,213.40
2200 · Accrued Payroll	4,824.76
2210 · Accrued Vacation	5,016.70
2600 · Deferred Revenue - Dues	(27,506.53)
2620 · Deferred Revenue - Other	(22,935.50)
2610 · Deferred Revenue - Conferences	(9,065.00)
Net cash provided by Operating Activities	<u>582,170.55</u>
<b>INVESTING ACTIVITIES</b>	
1520 · Furniture and Equipment	(9,223.70)
1530 · Software	(698.75)
1540 · Computers	(1,726.01)
1700 · Investments	(196,054.07)
1800 · Intercompany - OPRA Foundation	0.00
1810 · Intercompany - OPRA Properties	0.00
Net cash provided by Investing Activities	<u>(207,702.53)</u>
<b>FINANCING ACTIVITIES</b>	
2400 · Capital Lease Payable - Current	689.00
2900 · Capital Lease Payable	(6,433.04)
3010 · Restricted Net Assets	(4,815)
Net cash provided by Financing Activities	<u>(10,558.90)</u>
Net cash increase for period	<u>363,909.12</u>
Cash at beginning of period	<u>239,272.75</u>
<b>Cash at end of period</b>	<b><u><u>603,181.87</u></u></b>