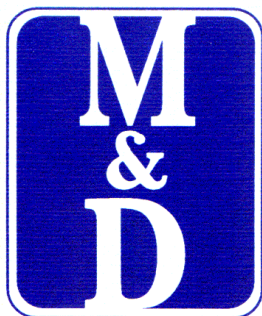




**CONSOLIDATED FINANCIAL STATEMENTS**  
**FOR THE THREE MONTH PERIOD ENDED**  
**MARCH 31, 2011**



**McMANUS, DOSEN & CO.**  
*Certified Public Accountants*



**McMANUS, DOSEN & CO.**  
*Certified Public Accountants*

**ACCOUNTANTS' COMPILATION REPORT**

TO THE BOARD OF TRUSTEES  
OHIO PROVIDER RESOURCE ASSOCIATION

We have compiled the accompanying consolidated balance sheet of Ohio Provider Resource Association (an Ohio nonprofit organization) as of March 31, 2011 and the related consolidated statements of activities, changes in net assets, and cash flows for the three month period then ended and the schedules of supplementary information, which are presented for supplementary analysis purposes. We have not audited or reviewed the accompanying financial statements and supplementary information and, accordingly, do not express an opinion or provide any assurance about whether the financial statements and supplementary information are in accordance with accounting principles generally accepted in the United States of America.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit certain disclosures required by generally accepted accounting principles. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Organization's financial position and changes in net assets. Accordingly, these financial statements are not designed for those who are not informed about such matters.

*McManus, Dosen & Co.*

McMANUS, DOSEN & CO.

May 17, 2011

**OHIO PROVIDER RESOURCE ASSOCIATION****CONSOLIDATED STATEMENT OF FINANCIAL POSITION  
MARCH 31, 2011**

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**ASSETS**

## CURRENT ASSETS:

Cash and cash equivalents. . . . .	\$ 1,182,612	
Accounts receivable:		
Member dues . . . . .	412,030	
Other . . . . .	35,158	
Prepaid expenses. . . . .	<u>3,087</u>	
Total current assets . . . . .		\$ 1,632,887

## PROPERTY :

Building. . . . .	513,087	
Furniture and equipment. . . . .	87,133	
Computer equipment . . . . .	27,886	
Software . . . . .	<u>16,087</u>	
Total . . . . .	644,193	
Less accumulated depreciation . . . . .	<u>(87,177)</u>	
Total property . . . . .		557,016

## INVESTMENTS:

Investments - Association . . . . .	1,837,287	
Investments - Foundation. . . . .	<u>294,066</u>	
Total investments . . . . .		<u>2,131,353</u>
TOTAL ASSETS. . . . .		<u><u>\$ 4,321,256</u></u>

**LIABILITIES AND NET ASSETS**

## CURRENT LIABILITIES:

Line of credit. . . . .	\$ 412,533	
Accounts payable . . . . .	88,149	
Deferred income. . . . .	941,507	
Accrued expenses . . . . .	55,367	
Accrued vacation . . . . .	38,965	
Capital lease obligation. . . . .	<u>537</u>	
Total current liabilities. . . . .		\$ 1,537,058

## NET ASSETS - UNRESTRICTED:

Association . . . . .	2,460,250	
Foundation . . . . .	<u>323,948</u>	
Total net assets. . . . .		<u>2,784,198</u>
TOTAL LIABILITIES AND NET ASSETS. . . . .		<u><u>\$ 4,321,256</u></u>

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*See Accountants' Compilation Report*

**OHIO PROVIDER RESOURCE ASSOCIATION****CONSOLIDATED STATEMENT OF ACTIVITIES  
FOR THE THREE MONTH PERIOD ENDED MARCH 31, 2011**

	<u>Actual</u>	<u>Budget</u>
REVENUE:		
Membership dues . . . . .	\$ 313,835	\$ 330,250
Conference and training income. . . . .	122,819	98,500
Royalty income, publication sales, sponsorship and marketing fees. . .	1,581	9,825
Total revenue. . . . .	<u>438,235</u>	<u>438,575</u>
OPERATING EXPENSES:		
Professional fees . . . . .	132,941	135,275
Salaries and wages. . . . .	126,541	140,750
Conference and training. . . . .	56,307	52,500
Payroll taxes and fringe benefits . . . . .	31,840	35,675
Office supplies and expense. . . . .	18,165	14,450
Lobbying and public relations . . . . .	15,432	16,000
Depreciation. . . . .	9,161	9,250
Dues and subscriptions. . . . .	8,585	5,000
Travel, meals and entertainment. . . . .	6,182	10,750
Telephone. . . . .	4,499	4,750
Interest expense . . . . .	3,725	4,000
Utilities expense. . . . .	2,481	2,000
Real estate tax. . . . .	2,194	2,050
Insurance . . . . .	1,716	1,000
Board expense. . . . .	676	1,250
Equipment leases. . . . .	607	600
Bad debt expense. . . . .	-	3,250
Employee training expense. . . . .	-	1,500
Grant expense. . . . .	-	1,250
Total expenses . . . . .	<u>421,054</u>	<u>441,300</u>
NET SURPLUS (DEFICIT) FROM OPERATIONS . . . . .	17,181	(2,725)
INVESTMENT INCOME, NET OF EXPENSE . . . . .	<u>49,697</u>	<u>24,750</u>
NET SURPLUS. . . . .	<u>\$ 66,878</u>	<u>\$ 22,025</u>

*See Accountants' Compilation Report*

**OHIO PROVIDER RESOURCE ASSOCIATION**

**CONSOLIDATED STATEMENT OF CHANGES IN NET ASSETS  
FOR THE THREE MONTH PERIOD ENDED MARCH 31, 2011**

	<u>Association</u>	<u>Foundation</u>	<u>Total</u>
NET ASSETS AT BEGINNING OF PERIOD . .	\$ 2,404,869	\$ 312,451	\$ 2,717,320
NET SURPLUS FOR THE PERIOD . . . . .	<u>55,381</u>	<u>11,497</u>	<u>66,878</u>
NET ASSETS AT END OF PERIOD . . . . .	<u>\$ 2,460,250</u>	<u>\$ 323,948</u>	<u>\$ 2,784,198</u>

**OHIO PROVIDER RESOURCE ASSOCIATION****CONSOLIDATED STATEMENT OF CASH FLOWS  
FOR THE THREE MONTH PERIOD ENDED MARCH 31, 2011**

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**CASH FLOW FROM OPERATING ACTIVITIES:**

Net surplus . . . . .	\$ 66,878	
Adjustments to reconcile net surplus to net cash provided by operating activities:		
Depreciation. . . . .	9,161	
Realized gain on investments . . . . .	(12,014)	
Unrealized gain on investments . . . . .	(35,254)	
(Increase) Decrease in current assets:		
Accounts receivable. . . . .	(422,148)	
Prepaid expenses. . . . .	5,419	
Increase (Decrease) in current liabilities:		
Accounts payable . . . . .	23,041	
Accrued expenses . . . . .	23,523	
Accrued vacation . . . . .	(19,755)	
Deferred income . . . . .	925,713	
Net cash provided by operating activities. . . . .		\$ 564,564

**CASH FLOW FROM INVESTING ACTIVITIES:**

Purchase of fixed assets . . . . .	(1,642)	
Purchase of investments . . . . .	(543,822)	
Proceeds from sales or redemptions of investments . . . . .	544,364	
Net cash provided by investing activities . . . . .		(1,100)

**CASH FLOW FROM FINANCING ACTIVITIES:**

Payments on capital lease obligation. . . . .		(1,608)
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NET INCREASE IN CASH AND CASH EQUIVALENTS. . . . .	561,856
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CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD . . .	620,756
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CASH AND CASH EQUIVALENTS AT END OF PERIOD . . . . .	<u>\$ 1,182,612</u>
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**OHIO PROVIDER RESOURCE ASSOCIATION****CONSOLIDATED SCHEDULE OF SUPPLEMENTARY INFORMATION  
FOR THE THREE MONTH PERIOD ENDED MARCH 31, 2011**

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## NET INCOME FROM CONFERENCES AND TRAINING:

	<u>Actual</u>	<u>Budget</u>
Income:		
Spring conference . . . . .	\$ 120,488	\$ 96,000
Fall conference. . . . .	-	-
Training sessions . . . . .	2,332	2,500
Total conferences and training income. . . . .	<u>\$ 122,819</u>	<u>\$ 98,500</u>
Expense:		
Spring conference . . . . .	\$ 55,609	\$ 51,000
Fall conference. . . . .	198	-
Training sessions . . . . .	500	1,500
Total conferences and training expense. . . . .	<u>\$ 56,307</u>	<u>\$ 52,500</u>
Net Income:		
Spring conference . . . . .	\$ 64,878	\$ 45,000
Fall conference. . . . .	(198)	-
Training sessions . . . . .	1,832	1,000
Net income from conferences and training. . . . .	<u>\$ 66,512</u>	<u>\$ 46,000</u>

## DETAIL OF PROFESSIONAL FEES:

Legal fees . . . . .	\$ 76,700	\$ 56,250
Other professional fees . . . . .	34,726	45,450
Litigation fees . . . . .	-	17,325
Accounting services. . . . .	16,147	10,000
Computer services . . . . .	5,368	6,250
Total professional fees. . . . .	<u>\$ 132,941</u>	<u>\$135,275</u>

# Ohio Provider Resource Association

## Profit & Loss Budget vs. Actual

January through March 2011

	Jan - Mar 11	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4100.0 • Member dues			
4100.1 • Membership Dues	328,639	330,250	(1,611)
4100.2 • Membership dues - discount	(14,804)		
<b>Total 4100.0 • Member dues</b>	<b>313,835</b>	<b>330,250</b>	<b>(16,415)</b>
4110.0 • Conference and training income			
4111.0 • Spring Conference			
4111.1 • Spring Conf Sponsorship	48,675	37,000	11,675.00
4111.0 • Spring Conference - Other	71,813	59,000	12,812.71
<b>Total 4111.0 • Spring Conference</b>	<b>120,488</b>	<b>96,000</b>	<b>24,488</b>
4113.0 • Training			
4113.1 • Training Sponsorship	1,000		
4113.0 • Training - Other	1,332	2,500	(1,168)
<b>Total 4113.0 • Training</b>	<b>2,332</b>	<b>2,500</b>	<b>(168)</b>
4115.0 • Membership Training	-		0
<b>Total 4110.0 • Conference and training income</b>	<b>122,819</b>	<b>98,500</b>	<b>24,319</b>
4200.0 • Royalties, pub sales, sponsors			
4204.0 • Royalty Income			
4204.1 • Comp Management	-	2,500	(2,500)
4204.2 • Open Online	-	250	(250)
4204.4 • Unemployment Service Trust	1,541	750	791
4204.5 • MRDD Solutions(Solana)	-	1,250	(1,250)
4204.7 • Royalty Inc - Philadelphia Ins.	-	250	(250)
4204.0 • Royalty Income - Other	36	200	(164)
<b>Total 4204.0 • Royalty Income</b>	<b>1,577</b>	<b>5,200</b>	<b>(3,623)</b>
4205.0 • Publication Sales	-	75	(75)
<b>Total 4200.0 • Royalties, pub sales, sponsors</b>	<b>1,577</b>	<b>5,275</b>	<b>(3,698)</b>
4300.0 • Marketing Fees			
4301.0 • Wells Fargo	-	3,000	(3,000)
4300.0 • Marketing Fees - Other	-	1,550	(1,550)
<b>Total 4300.0 • Marketing Fees</b>	<b>-</b>	<b>4,550</b>	<b>(4,550)</b>
4960.0 • Miscellaneous Income	4		
<b>Total Income</b>	<b>438,235</b>	<b>438,575</b>	<b>(340)</b>
<b>Expense</b>			
5200.0 • Security System	95	175	(80)
5201.0 • Employee Training Expense	-	1,500	(1,500)
5203.0 • Utilities	2,481	2,000	481
5205.0 • Real Estate Taxes	2,194	2,050	144
5600.0 • Payroll Expenses	226		226
5700.0 • Grant Exp	-	1,250	(1,250)
6200.0 • Insurance			
6202.0 • Liability Insurance Expense	1,716	1,000	716
<b>Total 6200.0 • Insurance</b>	<b>1,716</b>	<b>1,000</b>	<b>716</b>
6210.0 • Travel, meals and entertainment			
6211.0 • Business Travel	5,695	9,250	(3,555)
6212.0 • Meals and Entertainment	487	1,500	(1,013)



# Ohio Provider Resource Association

## Profit & Loss Budget vs. Actual

January through March 2011

	Jan - Mar 11	Budget	\$ Over Budget
Total 6210.0 • Travel, meals and entertainment	6,182	10,750	(4,568)
6220.0 • Office supplies and expense			
6221.0 • Merchant bank fees	1,911	500	1,411
6222.0 • Miscellaneous Expense	1,447	4,000	(2,553)
6223.0 • Office Expense	4,542	4,500	42
6224.0 • Repairs & Maintenance	4,213	2,500	1,713
6225.0 • Postage	958	2,750	(1,792)
Total 6220.0 • Office supplies and expense	13,071	14,250	(1,179)
6250.0 • Payroll taxes and fringes			
6252.0 • Employee Health Insurance	9,670	14,250	(4,580)
6253.0 • Life Insurance	2,522	2,750	(228)
6254.0 • Retirement Plan Contributions	7,293	6,500	793
6255.0 • Payroll Taxes - FUTA	400	150	250
6256.0 • Payroll Taxes - FICA	9,711	10,575	(864)
6257.0 • Payroll Taxes - SUTA	1,385	1,175	210
6258.0 • Payroll Taxes-W/C	634	275	359
Total 6250.0 • Payroll taxes and fringes	31,614	35,675	(4,061)
6310.0 • Conferences and training			
6311.0 • Spring Conference Expense	55,609	51,000	
6312.0 • Fall Conference Expense	198		
6313.0 • Training Expense	500	1,500	(1,000)
Total 6310.0 • Conferences and training	56,307	52,500	3,807
6350.0 • Lobbying Expense	15,432	16,000	(568)
6360.0 • Publications Expense	-		
6390.0 • Contributions/Donations	5,000		
6400.0 • Legal and professional fees			
6410.0 • Accounting Services	16,147	10,000	6,147
6420.0 • Computer Services	5,368	6,250	(882)
6430.0 • Legal Fees			
6430.1 • Member Benefit Fees	3,324	11,250	(7,926)
6430.0 • Legal Fees - Other	73,376	45,000	28,376
Total 6430.0 • Legal Fees	76,700	56,250	20,450
6440.0 • Litigation Fees	-	17,325	(17,325)
6450.0 • Professional Fees	34,726	45,450	(10,724)
Total 6400.0 • Legal and professional fees	132,941	135,275	(2,334)
6510.0 • Salaries Expense	126,540	140,750	(14,210)
6520.0 • Board Expense	676	1,250	(574)
6530.0 • Depreciation Expense	9,161	9,250	(89)
6550.0 • Dues & Subscriptions	8,585	5,000	3,585
6560.0 • Equipment Lease	607	600	7
6610.0 • Telephone Expense	4,499	4,750	(251)
6690.0 • Reconciliation Discrepancies	-		
6850.0 • State Nonprofit tax	-	25	(25)
Total Expense	417,328	434,050	(16,722)
Net Ordinary Income	20,907	4,525	16,382
Other Income/Expense			
Other Income			
7200.0 • Inter-Agency Charges			

# Ohio Provider Resource Association

## Profit & Loss Budget vs. Actual

January through March 2011

	Jan - Mar 11	Budget	\$ Over Budget
7210.0 · Rent expense paid to LLC	(16,632)		
7220.0 · LLC Rent income	16,632		
<b>Total 7200.0 · Inter-Agency Charges</b>	<b>-</b>		
7300.0 · OPRA investment income			
7310.0 · Interest and Dividends	5,707	20,000	(14,293)
7315.0 · Foreign taxes paid	(3)		
7320.0 · Realized gain (loss) on invest	10,114		
7330.0 · Unrealized inv gain (loss)	25,840		
<b>Total 7300.0 · OPRA investment income</b>	<b>41,658</b>	<b>20,000</b>	<b>21,658</b>
7400.0 · Foundation investment income			
7410.0 · Interest and dividends	1,082	4,750	(3,668)
7415.0 · Foreign taxes paid	(2)		
7420.0 · Realized gain (loss) on invest	1,900		
7440.0 · Unrealized gain (loss) on inves	9,414		
<b>Total 7400.0 · Foundation investment income</b>	<b>12,394</b>	<b>4,750</b>	<b>7,644</b>
<b>Total Other Income</b>	<b>54,052</b>	<b>24,750</b>	<b>29,302</b>
<b>Other Expense</b>			
8200.0 · Loan Interest - LOC	3,725	4,000	(275)
8300.0 · Foundation expenses			
8310.0 · Brokerage and investment fees	932		
8330.0 · Taxes and licenses	(2)		
8340.0 · Interest expense	(33)		
<b>Total 8300.0 · Foundation expenses</b>	<b>897</b>		
8400.0 · Bad Debt (Recovery) Expense	-	3,250	(3,250)
8600.0 · Assoc Broker & Investment Fees	3,459		
<b>Total Other Expense</b>	<b>8,081</b>	<b>7,250</b>	<b>831</b>
<b>Net Other Income</b>	<b>45,971</b>	<b>17,500</b>	<b>28,471</b>
<b>Net Income</b>	<b>66,878</b>	<b>22,025</b>	<b>44,853</b>