

OHIO PROVIDER RESOURCE ASSOCIATION**CONSOLIDATED OPERATING BUDGETS
FOR THE YEARS ENDING DECEMBER 31, 2013 AND 2012**

	1/1/12-9/30/12 Actual	2012 Annual Budget	2013 Annual Budget	2013 Bud vs. 2012 Bud \$ Incr (Decr)	% Incr (Decr)
REVENUE:					
Membership dues	\$ 1,012,768	\$ 1,351,000	\$ 1,215,000	\$(136,000)	-10.1%
Conference and training income	255,287	215,000	255,000	40,000	18.6%
Royalty income, publication sales and sponsorship	18,432	31,000	25,000	(6,000)	-19.4%
Grant income	-	-	9,000	9,000	0.0%
Total revenue.	<u>1,286,487</u>	<u>1,597,000</u>	<u>1,504,000</u>	<u>(93,000)</u>	<u>-5.8%</u>
OPERATING EXPENSES:					
Salaries and wages.	469,165	611,000	595,000	(16,000)	-2.6%
Health and life insurance.	30,200	46,000	54,000	8,000	17.4%
Retirement contributions.	20,553	32,000	31,000	(1,000)	-3.1%
Payroll taxes.	39,658	51,000	50,000	(1,000)	-2.0%
Total payroll expenses.	<u>559,575</u>	<u>740,000</u>	<u>730,000</u>	<u>(10,000)</u>	<u>-1.4%</u>
Professional fees	278,073	435,000	359,000	(76,000)	-17.5%
Conference and training.	143,885	107,500	144,000	36,500	34.0%
Office supplies and expense.	46,311	62,000	99,000	37,000	59.7%
Lobbying and public relations	47,158	62,000	63,000	1,000	1.6%
Travel, meals and entertainment.	36,279	46,000	46,000	-	0.0%
Depreciation.	26,477	35,500	32,000	(3,500)	-9.9%
Dues and subscriptions.	14,649	20,000	18,000	(2,000)	-10.0%
Telephone.	13,935	19,000	19,000	-	0.0%
Bad debt expense.	845	14,000	12,000	(2,000)	-14.3%
Real estate tax.	9,456	13,400	13,000	(400)	-3.0%
Grant expense and contributions.	-	7,000	9,000	2,000	28.6%
Utilities.	6,836	9,500	9,000	(500)	-5.3%
Board expense.	1,592	5,000	5,000	-	0.0%
Equipment leases.	4,662	2,200	4,000	1,800	81.8%
Employee training	3,323	6,000	4,000	(2,000)	-33.3%
Insurance	2,931	4,000	4,000	-	0.0%
Interest expense.	9,074	11,000	-	(11,000)	-100.0%
Total expenses	<u>1,205,062</u>	<u>1,599,100</u>	<u>1,570,000</u>	<u>(29,100)</u>	<u>-1.8%</u>
NET SURPLUS (DEFICIT) FROM OPERATIONS	81,425	(2,100)	(66,000)	(63,900)	3042.9%
INVESTMENT INCOME, NET OF EXPENSE	160,979	2,100	95,000	92,900	4423.8%
NET SURPLUS (DEFICIT)	<u>\$ 242,404</u>	<u>\$ -</u>	<u>\$ 29,000</u>	<u>\$ 29,000</u>	<u>#DIV/0!</u>

2013 OPRA Budget Assumptions:**REVENUE:**

Membership dues	Based on 2012 actual reduced by \$135,100 (10% reduction from prior year budget)
Conference and training income	Based on 2012 actual
Royalty income, publication sales and sponsorship	Based on 2012 actual, management expectations, and the Salary Survey.
Grant income	Based on management expectations

OPERATING EXPENSES:

Salaries and wages.	No annual raises. \$12,000 in vacation payouts in January 2013 for unused hours as of 12/31/12 in excess of annual amount earned.
Health and life insurance.	Health insurance increase of 20% at 7/1/13 renewal
Retirement contributions.	5.5% employer contribution
Payroll taxes.	Based on percent of wages

2013 OPRA Budget Assumptions:

Professional fees	Reduced \$76,000 from 2012 budget and based on 2012 actual and budget and anticipated initiatives for 2013
Conference and training	Based on 2012 actual
Office supplies and expense.	Based primarily on management expectations based on PY YTD expenses and \$30k for videoconferencing.
Lobbying and public relations	Based on 2012 actual
Travel, meals and entertainment.	Based on 2012 budget
Depreciation.	Based on assets owned at 12/31/12 with no additions anticipated
Dues and subscriptions.	Based on 2012 actual
Telephone.	Based on 2012 actual
Bad debt expense	1% of net dues
Real estate tax.	Based on 2012 actual
Grant expense.	Based on management expectations
Utilities.	Based on 2012 actual
Board expense.	Based on 2012 budget
Equipment leases.	Based on contracts
Employee training	Based on 2012 actual
Insurance	Based on policies
Interest.	No interest in 2013 as lines were paid off in October of 2012.
INVESTMENT INCOME, NET OF EXPENSE	Assumed minimal investment income 4% return based on September account balances