



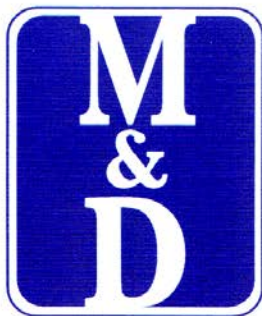
---

## **CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE SIX-MONTH PERIODS ENDED  
JUNE 30, 2013 AND 2012**



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



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

**INDEPENDENT ACCOUNTANTS' COMPILATION REPORT**

TO THE BOARD OF TRUSTEES  
OHIO PROVIDER RESOURCE ASSOCIATION

We have compiled the accompanying consolidated statements of financial position of Ohio Provider Resource Association (an Ohio nonprofit organization) as of June 30, 2013 and 2012 and the related consolidated statements of activities, changes in net assets, and cash flows for the six-month periods 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 and supplementary information 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 and supplementary information.

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 and supplementary information without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements or supplementary information.

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

*McManus, Dosen & Co.*

McMANUS, DOSEN & CO.

August 12, 2013

**OHIO PROVIDER RESOURCE ASSOCIATION****CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
JUNE 30, 2013 AND 2012**

	<b><u>2013</u></b>	<b><u>2012</u></b>
<b><u>ASSETS</u></b>		
CURRENT ASSETS:		
Cash and cash equivalents. . . . .	\$ 850,296	\$ 438,846
Accounts receivable, net of allowance . . . . .	335,276	339,872
Prepaid expenses. . . . .	706	8,526
Total current assets . . . . .	<u>1,186,278</u>	<u>787,244</u>
PROPERTY :		
Building. . . . .	513,087	513,087
Furniture and equipment. . . . .	84,926	83,203
Computer equipment . . . . .	35,421	35,726
Software . . . . .	16,087	16,087
Total . . . . .	<u>649,521</u>	<u>648,103</u>
Less accumulated depreciation . . . . .	<u>(133,333)</u>	<u>(101,444)</u>
Total property . . . . .	<u>516,188</u>	<u>546,659</u>
INVESTMENTS:		
Investments - Association . . . . .	1,555,922	2,130,555
Investments - Foundation. . . . .	325,090	299,677
Total investments . . . . .	<u>1,881,012</u>	<u>2,430,232</u>
TOTAL ASSETS. . . . .	<u><u>\$ 3,583,478</u></u>	<u><u>\$ 3,764,135</u></u>
<b><u>LIABILITIES AND NET ASSETS</u></b>		
CURRENT LIABILITIES:		
Line-of-credit. . . . .	\$ -	\$ 275,992
Current portion of capital lease obligation. . . . .	5,507	5,140
Accounts payable . . . . .	63,084	66,725
Deferred income. . . . .	629,877	622,796
Accrued expenses . . . . .	28,486	5,913
Accrued vacation . . . . .	45,611	38,408
Total current liabilities. . . . .	<u>772,565</u>	<u>1,014,974</u>
CAPITAL LEASE OBLIGATION. . . . .	<u>17,385</u>	<u>20,132</u>
NET ASSETS - UNRESTRICTED:		
Association . . . . .	2,461,696	2,417,431
Foundation . . . . .	331,832	311,598
Total net assets. . . . .	<u>2,793,528</u>	<u>2,729,029</u>
TOTAL LIABILITIES AND NET ASSETS. . . . .	<u><u>\$ 3,583,478</u></u>	<u><u>\$ 3,764,135</u></u>

*See Independent Accountants' Compilation Report*

**OHIO PROVIDER RESOURCE ASSOCIATION****CONSOLIDATED STATEMENTS OF ACTIVITIES  
FOR THE SIX-MONTH PERIODS ENDED JUNE 30, 2013 AND 2012**

	<b>2013</b>		<b>2012</b>
	<b>Actual</b>	<b>Budget</b>	<b>Actual</b>
REVENUE:			
Membership dues . . . . .	\$ 629,877	607,450	\$ 652,665
Conference and training income. . . . .	135,813	120,601	125,761
Royalties, marketing fees, and publication sales. . . . .	17,844	12,571	12,099
Grant income. . . . .	38,535	58,840	-
Total revenue. . . . .	<u>822,069</u>	<u>799,462</u>	<u>790,525</u>
OPERATING EXPENSES:			
Salaries and wages. . . . .	297,237	297,533	316,795
Payroll taxes and fringe benefits . . . . .	67,818	67,793	61,445
Total payroll costs . . . . .	<u>365,055</u>	<u>365,326</u>	<u>378,240</u>
Professional fees . . . . .	284,805	179,286	167,386
Conference and training. . . . .	67,189	67,475	67,200
Lobbying and public relations . . . . .	31,154	31,439	35,567
Office supplies and expense. . . . .	40,575	34,412	32,054
Travel, meals and entertainment. . . . .	27,543	23,000	25,168
Depreciation. . . . .	16,635	15,854	18,151
Telephone. . . . .	8,024	9,290	14,249
Dues and subscriptions. . . . .	11,884	9,000	9,002
Interest expense . . . . .	356	-	6,304
Real estate tax. . . . .	6,584	6,304	6,100
Board expense. . . . .	258	2,500	4,351
Utilities expense. . . . .	4,613	4,558	1,947
Insurance . . . . .	2,009	1,954	1,645
Employee training expense. . . . .	2,675	2,216	1,474
Equipment leases. . . . .	1,538	1,859	143
Bad debt expense (recovery). . . . .	1,153	6,000	-
Grant expense. . . . .	27,436	54,420	-
Total expenses . . . . .	<u>899,486</u>	<u>814,893</u>	<u>768,981</u>
NET SURPLUS (DEFICIT) FROM OPERATIONS . . . . .	(77,417)	(15,431)	21,544
INVESTMENT INCOME, NET OF EXPENSE . . . . .	<u>32,252</u>	<u>47,500</u>	<u>75,174</u>
NET SURPLUS (DEFICIT). . . . .	<u>\$ (45,165)</u>	<u>\$ 32,069</u>	<u>\$ 96,718</u>

*See Independent Accountants' Compilation Report*

**OHIO PROVIDER RESOURCE ASSOCIATION**

**CONSOLIDATED STATEMENT OF CHANGES IN NET ASSETS  
FOR THE SIX-MONTH PERIODS ENDED JUNE 30, 2013 AND 2012**

	<b>2013</b>			<b>2012</b>		
	<u>Association</u>	<u>Foundation</u>	<u>Total</u>	<u>Association</u>	<u>Foundation</u>	<u>Total</u>
NET ASSETS AT BEGINNING OF PERIOD . . .	\$ 2,506,542	\$ 332,151	\$ 2,838,693	\$ 2,334,470	\$ 297,841	\$ 2,632,311
NET SURPLUS (DEFICIT) FOR THE PERIOD .	<u>(44,846)</u>	<u>(319)</u>	<u>(45,165)</u>	<u>82,961</u>	<u>13,757</u>	<u>96,718</u>
NET ASSETS AT END OF PERIOD . . . . .	<u>\$ 2,461,696</u>	<u>\$ 331,832</u>	<u>\$ 2,793,528</u>	<u>\$ 2,417,431</u>	<u>\$ 311,598</u>	<u>\$ 2,729,029</u>

*See Independent Accountants' Compilation Report*

**OHIO PROVIDER RESOURCE ASSOCIATION****CONSOLIDATED STATEMENTS OF CASH FLOWS  
FOR THE SIX-MONTH PERIODS ENDED JUNE 30, 2013 AND 2012**

	<b><u>2013</u></b>	<b><u>2012</u></b>
CASH FLOW FROM OPERATING ACTIVITIES:		
Net surplus (deficit) . . . . .	\$ (45,165)	\$ 96,718
Adjustments to reconcile net surplus (deficit) to net cash provided by operating activities:		
Depreciation. . . . .	16,635	18,151
Realized gain on investments . . . . .	(1,685)	(1,178)
Unrealized gain on investments . . . . .	(31,569)	(72,477)
(Increase) Decrease in current assets:		
Accounts receivable. . . . .	(289,866)	(316,198)
Prepaid expenses. . . . .	10,073	(5,904)
Increase (Decrease) in current liabilities:		
Accounts payable . . . . .	(37,973)	35,698
Accrued expenses . . . . .	10,679	(6,695)
Accrued vacation . . . . .	(14,842)	(10,646)
Deferred income . . . . .	582,985	558,682
Net cash provided by (used in) operating activities. . . . .	<u>199,272</u>	<u>296,151</u>
CASH FLOW FROM INVESTING ACTIVITIES:		
Purchase of fixed assets . . . . .	-	(903)
Purchase of investments . . . . .	(125,083)	(878,693)
Proceeds from sales or redemptions of investments . . . . .	400,471	595,446
Net cash provided by (used in) investing activities . . . . .	<u>275,388</u>	<u>(284,150)</u>
CASH FLOW FROM FINANCING ACTIVITIES:		
Payments on line of credit. . . . .	-	(960)
Payments on capital lease obligation. . . . .	(2,553)	(428)
Net cash used in financing activities . . . . .	<u>(2,553)</u>	<u>(1,388)</u>
NET INCREASE IN CASH AND CASH EQUIVALENTS. . . . .	472,107	10,613
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD . . . . .	<u>378,189</u>	<u>428,233</u>
CASH AND CASH EQUIVALENTS AT END OF PERIOD . . . . .	<u><u>\$ 850,296</u></u>	<u><u>\$ 438,846</u></u>

*See Independent Accountants' Compilation Report*

**OHIO PROVIDER RESOURCE ASSOCIATION****CONSOLIDATED SCHEDULES OF SUPPLEMENTARY INFORMATION  
FOR THE SIX-MONTH PERIODS ENDED JUNE 30, 2013 AND 2012**

	<b>2013</b>		<b>2012</b>
	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>
NET INCOME FROM CONFERENCES AND TRAINING:			
Income:			
Spring conference . . . . .	\$ 135,808	\$ 119,861	\$ 121,686
Fall conference. . . . .	(295)	-	4,170
Training sessions . . . . .	300	740	(95)
Total conferences and training income. . . . .	<u>\$ 135,813</u>	<u>\$ 120,601</u>	<u>\$ 125,761</u>
Expense:			
Spring conference . . . . .	\$ 65,506	\$ 66,965	\$ 66,820
Fall conference. . . . .	6	-	(69)
Training sessions . . . . .	1,677	510	449
Total conferences and training expense. . . . .	<u>\$ 67,189</u>	<u>\$ 67,475</u>	<u>\$ 67,200</u>
Net Income:			
Spring conference . . . . .	\$ 70,302	\$ 52,896	\$ 54,866
Fall conference. . . . .	(301)	-	4,239
Training sessions . . . . .	(1,377)	230	(544)
Net income from conferences and training. . . . .	<u>\$ 68,624</u>	<u>\$ 53,126</u>	<u>\$ 58,561</u>
DETAIL OF PROFESSIONAL FEES:			
Legal fees . . . . .	\$ 164,861	\$ 110,000	\$ 109,180
Other professional fees . . . . .	85,028	41,902	25,965
Accounting services. . . . .	25,225	15,000	20,085
Computer services . . . . .	9,691	12,384	12,156
Litigation fees . . . . .	-	-	-
Total professional fees. . . . .	<u>\$ 284,805</u>	<u>\$ 179,286</u>	<u>\$ 167,386</u>

*See Independent Accountants' Compilation Report*

# Ohio Provider Resource Association

## Profit & Loss Budget vs. Actual

January through June 2013

	Jan - Jun 13	Budget	Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4100.0 · Member dues</b>			
4100.1 · Membership Dues	658,762	632,450	26,312
4100.2 · Membership dues - discount	(28,885)	(25,000)	(3,885)
<b>Total 4100.0 · Member dues</b>	<b>629,877</b>	<b>607,450</b>	<b>22,427</b>
 <b>4110.0 · Conference and training income</b>			0
4111.0 · Spring Conference			0
4111.0 · Spring Conference - Other	73,850	64,255	9,595
4111.1 · Spring Conf Sponsorship	61,958	55,606	6,352
<b>Total 4111.0 · Spring Conference</b>	<b>135,808</b>	<b>119,861</b>	<b>15,947</b>
 4113.0 · Training	300	740	(440)
4112.0 · Fall Conference	(295)		(295)
<b>Total 4110.0 · Conference and training income</b>	<b>135,813</b>	<b>120,601</b>	<b>15,212</b>
 <b>4600.0 · Grant Income</b>			0
4600.0 · Grant Income - Other	29,822	50,000	(20,178)
4650.0 · DD Council Grant incom	8,713	8,840	(127)
<b>Total 4600.0 · Grant Income</b>	<b>38,535</b>	<b>58,840</b>	<b>(20,305)</b>
 <b>4400.0 · Royalties,mktg fees,pub sales,m</b>			0
4200.0 · Royalties, pub sales, sponsors			0
4204.0 · Royalty Income			0
4204.1 · Comp Management	5,701	3,071	2,630
4204.7 · Royalty Inc - Philadelphia Ins.	4,000	2,000	2,000
4204.4 · Unemployment Service Trust	1,442	1,485	(43)
4204.2 · Open Online	831	714	117
4204.5 · MRDD Solutions(Solana)	0	1,000	(1,000)
<b>Total 4204.0 · Royalty Income</b>	<b>11,974</b>	<b>8,270</b>	<b>3,704</b>
4205.0 · Publication Sales	1,820	1,000	820
<b>Total 4200.0 · Royalties, pub sales, sponsors</b>	<b>13,794</b>	<b>9,270</b>	<b>4,524</b>
 4300.0 · Marketing Fees			0
4301.0 · Wells Fargo	3,300	3,300	0
4300.0 · Marketing Fees - Other	50		50
<b>Total 4300.0 · Marketing Fees</b>	<b>3,350</b>	<b>3,300</b>	<b>50</b>
 <b>Total 4400.0 · Royalties,mktg fees,pub sales,m</b>	<b>17,144</b>	<b>12,570</b>	<b>4,574</b>
 4960.0 · Miscellaneous Income	700		700
<b>Total Income</b>	<b>822,069</b>	<b>799,461</b>	<b>22,608</b>



# Ohio Provider Resource Association

## Profit & Loss Budget vs. Actual

January through June 2013

	Jan - Jun 13	Budget	Over Budget
<b>Gross Profit</b>	822,069	799,461	22,608
<b>Expense</b>			0
<b>6290.0 · Payroll Expenses</b>			0
<b>6240.0 · Salaries Expense</b>	297,237	297,533	(296)
<b>6250.0 · Payroll taxes and fringes</b>			0
<b>6256.0 · Payroll Taxes - FICA</b>	22,727	22,621	106
<b>6252.0 · Employee Health Insurance</b>	21,267	22,500	(1,233)
<b>6254.0 · Retirement Plan Contributions</b>	14,303	15,643	(1,340)
<b>6257.0 · Payroll Taxes - SUTA</b>	4,525	1,136	3,389
<b>6253.0 · Life Insurance</b>	4,313	4,500	(187)
<b>6255.0 · Payroll Taxes - FUTA</b>	705	377	328
<b>6258.0 · Payroll Taxes-W/C</b>	(21)	1,017	(1,038)
<b>Total 6250.0 · Payroll taxes and fringes</b>	<u>67,819</u>	<u>67,794</u>	<u>25</u>
<b>Total 6290.0 · Payroll Expenses</b>	365,056	365,327	(271)
<b>6400.0 · Legal and professional fees</b>			0
<b>6430.0 · Legal Fees</b>			0
<b>6430.0 · Legal Fees - Other</b>	164,861	110,000	54,861
<b>6430.1 · Member Benefit Fees</b>	4,559	3,250	1,309
<b>Total 6430.0 · Legal Fees</b>	<u>169,420</u>	<u>113,250</u>	<u>56,170</u>
<b>6450.0 · Professional Fees</b>	79,113	37,500	41,613
<b>6410.0 · Accounting Services</b>	25,225	15,000	10,225
<b>6420.0 · Computer Services</b>	9,691	12,384	(2,693)
<b>6460.0 · Payroll Services</b>	1,356	1,152	204
<b>Total 6400.0 · Legal and professional fees</b>	<u>284,805</u>	<u>179,286</u>	<u>105,519</u>
<b>6310.0 · Conferences and training</b>			0
<b>6311.0 · Spring Conference Expense</b>	65,506	66,965	(1,459)
<b>6313.0 · Training Expense</b>	1,677	510	1,167
<b>6312.0 · Fall Conference Expense</b>	6		6
<b>Total 6310.0 · Conferences and training</b>	<u>67,189</u>	<u>67,475</u>	<u>(286)</u>
<b>6220.0 · Office supplies and expense</b>			0
<b>6223.0 · Office Expense</b>	13,404	7,500	5,904
<b>6222.0 · Miscellaneous Expense</b>	8,294	5,000	3,294
<b>6224.0 · Repairs &amp; Maintenance</b>	6,261	6,000	261
<b>6221.0 · Merchant bank fees</b>	5,808	3,000	2,808
<b>6229.0 · Contributions/Donations</b>	5,000	3,500	1,500
<b>6228.0 · Sponsorship Expenses</b>	1,500	2,500	(1,000)
<b>6226.0 · Security System</b>	199	200	(1)

# Ohio Provider Resource Association

## Profit & Loss Budget vs. Actual

January through June 2013

	Jan - Jun 13	Budget	Over Budget
6227.0 · Publications Expense	106	4,500	(4,394)
6225.0 · Postage	1	2,160	(2,159)
6220.0 · Office supplies and expense - Other	0	0	0
6230.0 · State Nonprofit tax	0	50	(50)
<b>Total 6220.0 · Office supplies and expense</b>	<b>40,573</b>	<b>34,410</b>	<b>6,163</b>
6350.0 · Lobbying Expense	31,154	31,439	(285)
6210.0 · Travel, meals and entertainment			0
6211.0 · Business Travel	20,881	21,500	(619)
6212.0 · Meals and Entertainment	6,662	1,500	5,162
<b>Total 6210.0 · Travel, meals and entertainment</b>	<b>27,543</b>	<b>23,000</b>	<b>4,543</b>
5700.0 · Grant Exp	24,049	50,000	(25,951)
6530.0 · Depreciation Expense	16,635	15,854	781
6550.0 · Dues & Subscriptions	11,884	9,000	2,884
6610.0 · Telephone Expense	8,024	9,290	(1,266)
5205.0 · Real Estate Taxes	6,584	6,304	280
5203.0 · Utilities	4,613	4,558	55
5650.0 · DD Council Grant expenses	3,388	4,420	(1,032)
5201.0 · Employee Training Expense	2,675	2,216	459
6200.0 · Insurance			0
6202.0 · Liability Insurance Expense	2,009	1,954	55
<b>Total 6200.0 · Insurance</b>	<b>2,009</b>	<b>1,954</b>	<b>55</b>
6560.0 · Equipment Lease	1,538	1,859	(321)
6800.0 · Bad Debt (Recovery) Expense	1,153	6,000	(4,847)
6700.0 · Loan Interest - LOC	356	0	356
6520.0 · Board Expense	258	2,500	(2,242)
<b>Total Expense</b>	<b>899,486</b>	<b>814,892</b>	<b>84,594</b>
<b>Net Ordinary Income</b>	<b>(77,417)</b>	<b>(15,431)</b>	<b>(61,986)</b>
<b>Other Income/Expense</b>			0
Other Income			0
7300.0 · OPRA investment income			0
7330.0 · Unrealized inv gain (loss)	33,552		33,552
7310.0 · Interest and Dividends	7,402		7,402
7300.0 · OPRA investment income - Other	0	41,000	(41,000)
8600.0 · Assoc Broker & Investment Fees	(8,383)		(8,383)
<b>Total 7300.0 · OPRA investment income</b>	<b>32,571</b>	<b>41,000</b>	<b>(8,429)</b>
7200.0 · Inter-Agency Charges			0
7220.0 · LLC Rent income	33,264		33,264
7200.0 · Inter-Agency Charges - Other	0	0	0

# Ohio Provider Resource Association

## Profit & Loss Budget vs. Actual

January through June 2013

	<u>Jan - Jun 13</u>	<u>Budget</u>	<u>Over Budget</u>
7210.0 · Rent expense paid to LLC	(33,264)		(33,264)
Total 7200.0 · Inter-Agency Charges	0	0	0
7400.0 · Foundation investment income			0
7410.0 · Interest and dividends	8,178		8,178
7420.0 · Realized gain (loss) on invest	1,685		1,685
7400.0 · Foundation investment income - Other	0	6,500	(6,500)
8300.0 · Foundation expenses			0
8310.0 · Brokerage and investment fees	(3,030)		(3,030)
Total 8300.0 · Foundation expenses	(3,030)		(3,030)
7440.0 · Unrealized gain (loss) on inves	(7,152)		(7,152)
Total 7400.0 · Foundation investment income	(319)	6,500	(6,819)
Total Other Income	32,252	47,500	(15,248)
Net Other Income	32,252	47,500	(15,248)
Net Income	<u>(45,165)</u>	<u>32,069</u>	<u>(77,234)</u>