

WISCONSIN ASSOCIATION OF MUTUAL INSURANCE COMPANIES, INC.

DeForest, Wisconsin

STATEMENTS OF FINANCIAL POSITION December 31, 2019 and 2018

	2019	2018
ASSETS		
Current assets		
Cash	\$ 257,884	\$ 122,263
Certificates of deposit	30,139	29,740
Accounts receivable	918	1,480
Inventory	3,946	5,270
Prepaid expense	16,131	6,595
Total current assets	309,018	165,348
Office equipment, net	2,127	2,803
TOTAL ASSETS	\$ 311,145	\$ 168,151
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable	\$ 6,675	\$ 35,097
Accrued payroll and benefits	8,108	7,635
Deferred membership revenue	140,600	-
Total current liabilities	155,383	42,732
Net assets - without donor restrictions	155,762	125,419
TOTAL LIABILITIES AND NET ASSETS	\$ 311,145	\$ 168,151

See independent accountant's compilation report.

STATEMENTS OF ACTIVITIES For the Years Ended December 31, 2019 and 2018

	2019	2018
REVENUE		
Membership dues and AAIS licensing	\$ 391,726	\$ 376,625
Program revenue		
WAMIC convention	124,569	113,442
Schools and seminars	61,171	56,725
Forms, rate manual and brochure sales	2,922	3,244
Investment return, net	554	535
Miscellaneous income	9,189	4,580
Total revenue	590,131	555,151
EXPENSES		
Program services		
AAIS licensing and forms	133,762	143,358
Schools and seminars	77,732	57,449
Annual convention	132,251	107,251
Support services		
Management and general	216,043	237,381
Total expenses	559,788	545,439
INCREASE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	30,343	9,712
NET ASSETS, BEGINNING OF YEAR	125,419	115,707
NET ASSETS, END OF YEAR	\$ 155,762	\$ 125,419

See independent accountant's compilation report.

SUPPLEMENTAL SCHEDULE OF RELATED REVENUES AND EXPENSES For the Years Ended December 31, 2019 and 2018

	2019	2018
MEMBERSHIP		
Dues revenue	\$ 391,726	\$ 376,625
AAIS copyright fee	(125,999)	(135,927)
Membership expenses	(222,482)	(244,143)
Net membership revenue	43,245	(3,445)
FORMS, RATE MANUALS, BROCHURES AND LICENSING		
Sales	2,922	3,244
Cost of sales	(1,324)	(669)
Net forms brochures and licensing	1,598	2,575
WAMIC ANNUAL CONVENTION		
Revenue	124,569	113,442
Direct expenses	(80,388)	(69,325)
Allocated expenses	(51,863)	(37,926)
Net convention revenue	(7,682)	6,191
SCHOOLS AND SEMINARS		
Revenue	61,171	56,725
Expenses	(46,615)	(38,487)
Allocated expenses	(31,117)	(18,962)
Net seminar revenue	(16,561)	(724)
INVESTMENT AND OTHER INCOME	9,743	5,115
INCREASE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	\$ 30,343	\$ 9,712

See independent accountant's compilation report.

SUPPLEMENTAL SCHEDULE OF EXPENSES
For the Years Ended December 31, 2019 and 2018



2019

INDEPENDENT ACCOUNTANT'S COMPILATION REPORT

	<u>2019</u>	<u>2018</u>
AAIS copyright fees	\$ 125,999	\$ 135,927
Audit and accounting	9,260	8,789
Boards, bureaus and associations	7,663	7,243
Committee and district meetings	21,208	17,997
Cost of forms	1,324	669
Contributions	-	135
Congressional contact program & Mutual Day	25,948	31,696
Depreciation	676	477
Directors' fees and expenses	10,391	11,290
Insurance	6,505	5,054
Legal and other professional fees	3,433	-
Manager's auto and travel	7,736	8,882
Marketing	6,245	18,890
Office supplies and maintenance	29,019	18,669
Payroll taxes	10,351	9,515
Pension and employee benefits	34,892	32,419
Postage and shipping	931	814
Rent	10,800	10,800
Salaries	122,505	119,237
Schools and seminars	33,722	28,700
Telephone	2,016	2,005
NAMIC convention	8,776	6,906
WAMIC convention	80,388	69,325
TOTAL EXPENSES INCURRED	<u>\$ 559,788</u>	<u>\$ 545,439</u>
EXPENSES ALLOCATED TO		
AAIS licensing and forms	133,762	143,358
Schools and seminars	77,732	57,449
Annual convention	132,251	107,251
Management and general	216,043	237,381
TOTAL EXPENSES INCURRED	<u>\$ 559,788</u>	<u>\$ 545,439</u>

To the Board of Directors
Wisconsin Association of Mutual Insurance Companies, Inc.
DeForest, Wisconsin

Management is responsible for the accompanying financial statements of Wisconsin Association of Mutual Insurance Companies (the Association), which comprise the statement of financial position as of December 31, 2019, and the related statements of activities for the year then ended in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

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

The accompanying supplemental schedule of related revenues and expenses and supplemental schedule of expenses are presented for purposes of additional analysis and are not a required part of the basic financial statements. This supplementary information has been compiled from information that is the representation of management. We have not audited or reviewed the supplementary information, and accordingly, do not express an opinion or provide any assurance on such supplementary information.

The financial statements of Wisconsin Association of Mutual Insurance Companies as of December 31, 2018 were subjected to a compilation engagement by other accountants, whose report dated March 4, 2019 stated that they have not audited or reviewed the 2018 financial statements, and accordingly, do not express an opinion, a conclusion, nor provide any assurance about whether the financial statements are in accordance with generally accepted accounting principles.

CarlsonSV JH

Amery, Wisconsin
February 19, 2020



ANNUAL REPORT TO THE MEMBERS

(Unaudited)

**For the Year Ended
December 31, 2019**

OFFICERS

Lois Wiedenhoft Chairman
Scott Krum Vice Chairman
Paul Rosenow Secretary/Treasurer

DIRECTORS

Adam Reed District 1
Sonia DeBoer District 2
Peggy Sue Langer District 3
Lois Wiedenhoft District 4
Karen Smith District 5
Scott Krum District 6
Darren Reoh District 7
Paul Rosenow District 8

STAFF

Patrick Laws President
Jody Simon Administrative Assistant

See independent accountant's compilation report.