

WISCONSIN ASSOCIATION OF MUTUAL INSURANCE COMPANIES, INC.

DeForest, Wisconsin

STATEMENTS OF FINANCIAL POSITION December 31, 2020 and 2019

	2020	2019
ASSETS		
Current assets		
Cash	\$ 316,737	\$ 250,849
Certificates of deposit	37,625	37,174
Accounts receivable	428	918
Inventory	2,547	3,946
Prepaid expense	7,483	16,131
Total current assets	364,820	309,018
Office equipment, net	6,244	2,127
TOTAL ASSETS	\$ 371,064	\$ 311,145
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable	\$ 6,710	\$ 6,675
Accrued payroll and benefits	12,013	8,108
Deferred membership revenue	230,427	207,587
Total current liabilities	249,150	222,370
Net assets - without donor restrictions	121,914	88,775
TOTAL LIABILITIES AND NET ASSETS	\$ 371,064	\$ 311,145

See independent accountant's compilation report.

STATEMENTS OF ACTIVITIES For the Years Ended December 31, 2020 and 2019

	2020	2019
REVENUE		
Membership dues and AAIS licensing	\$ 407,266	\$ 390,276
Program revenue		
WAMIC convention	11,150	124,569
Schools and seminars	23,919	61,171
Forms, rate manual and brochure sales	1,891	2,922
Investment return, net	492	554
Miscellaneous income	5,178	3,189
Total revenue	449,896	582,681
EXPENSES		
Program services		
AAIS licensing and forms	152,095	133,762
Schools and seminars	28,967	77,732
Annual convention	58,799	132,251
Support services		
Management and general	176,896	216,043
Total expenses	416,757	559,788
INCREASE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	33,139	22,893
NET ASSETS, BEGINNING OF YEAR	88,775	125,419
PRIOR PERIOD ADJUSTMENT	-	(59,537)
NET ASSETS, BEGINNING OF YEAR, AS RESTATED	88,775	65,882
NET ASSETS, END OF YEAR	\$ 121,914	\$ 88,775

See independent accountant's compilation report.

SUPPLEMENTAL SCHEDULE OF RELATED REVENUES AND EXPENSES For the Years Ended December 31, 2020 and 2019

	2020	2019
MEMBERSHIP		
Dues revenue	\$ 407,266	\$ 390,276
AAIS copyright fee	(139,668)	(125,999)
Membership expenses	(187,924)	(222,482)
Net membership revenue	79,674	41,795
FORMS, RATE MANUALS, BROCHURES AND LICENSING		
Sales	1,891	2,922
Cost of sales	(1,399)	(1,324)
Net forms brochures and licensing	492	1,598
WAMIC ANNUAL CONVENTION		
Revenue	11,150	124,569
Direct expenses	(10,720)	(80,388)
Allocated expenses	(48,079)	(51,863)
Net convention revenue	(47,649)	(7,682)
SCHOOLS AND SEMINARS		
Revenue	23,919	61,171
Expenses	(9,735)	(46,615)
Allocated expenses	(19,232)	(31,117)
Net seminar revenue	(5,048)	(16,561)
INVESTMENT AND OTHER INCOME	5,670	3,743
INCREASE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	\$ 33,139	\$ 22,893

See independent accountant's compilation report.

SUPPLEMENTAL SCHEDULE OF EXPENSES
For the Years Ended December 31, 2020 and 2019



2020

INDEPENDENT ACCOUNTANT'S COMPILATION REPORT

	<u>2020</u>	<u>2019</u>
AAIS copyright fees	\$ 139,668	\$ 125,999
Audit and accounting	8,594	9,260
Boards, bureaus and associations	7,228	7,663
Committee and district meetings	10,514	21,208
Cost of forms	1,399	1,324
Congressional contact program & Mutual Day	582	25,948
Depreciation	1,088	676
Directors' fees and expenses	6,591	10,391
Insurance	5,387	6,505
Information technology	13,270	5,438
Legal and other professional fees	2,800	3,433
Manager's auto and travel	7,201	7,736
Marketing	60	6,245
Office supplies and maintenance	13,916	26,528
Payroll taxes	9,365	10,351
Pension and employee benefits	30,231	34,892
Rent	10,800	10,800
Salaries	131,603	122,505
Schools and seminars	5,740	33,722
NAMIC convention	-	8,776
WAMIC convention	<u>10,720</u>	<u>80,388</u>
TOTAL EXPENSES INCURRED	<u>\$ 416,757</u>	<u>\$ 559,788</u>
EXPENSES ALLOCATED TO		
AAIS licensing and forms	152,095	133,762
Schools and seminars	28,967	77,732
Annual convention	58,799	132,251
Management and general	<u>176,896</u>	<u>216,043</u>
TOTAL EXPENSES INCURRED	<u>\$ 416,757</u>	<u>\$ 559,788</u>

See independent accountant's compilation report.

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, 2020 and 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 2019 financial statements have been restated to reflect a correction to the treatment of unearned revenues related to forms fees.

CarlsonSV JHP

Amery, Wisconsin
 February 15, 2021



ANNUAL REPORT TO THE MEMBERS

(Unaudited)

**For the Year Ended
 December 31, 2020**

OFFICERS

Scott Krum Chairman
 Paul Rosenow Vice Chairman
 Darren Reoh 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