

**SUPPLEMENTAL ANALYSIS OF MEMBER SERVICES
AND GENERAL ADMINISTRATION EXPENSES**
See Independent Accountant's Compilation Report
For the Years Ended December 31,

| | 2013 | 2012 |
|--------------------------------------|-------------------|-------------------|
| Audit and accounting | \$ 6,008 | \$ 5,705 |
| Boards, bureaus and associations | 5,111 | 3,352 |
| Committee and district meetings | 10,450 | 7,170 |
| Contributions | 50 | 203 |
| Conventions and workshops | 7,204 | 7,098 |
| Depreciation | 304 | 304 |
| Directors' fees and expenses | 9,174 | 10,026 |
| Insurance | 4,339 | 4,489 |
| Legal and lobbying | 2,609 | 7,734 |
| Manager's auto and travel | 712 | 1,281 |
| Office supplies, maintenance & misc. | 14,102 | 15,623 |
| Payroll taxes | 9,742 | 9,543 |
| Pension and employee benefits | 29,768 | 30,014 |
| Postage and shipping | 3,417 | 4,112 |
| Printing and stationary | 0 | 250 |
| Rent | 11,600 | 18,000 |
| Salaries | 129,320 | 123,837 |
| Telephone | 4,824 | 4,734 |
| Total expenses incurred | <u>\$ 248,734</u> | <u>\$ 253,475</u> |



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Independent Accountant's Compilation Report

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

We have compiled the accompanying statements of financial position of Wisconsin Association of Mutual Insurance Companies, Inc. (the Association) as of December 31, 2013 and 2012, and the related statements of activities and changes in net assets, and supplemental analyses of revenues and expenses for the years then ended. We have not audited or reviewed the accompanying financial statements, and accordingly, do not express an opinion or provide any assurance about whether the financial statements 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 the 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 the statements of cash flows and substantially all disclosures required by accounting principles generally accepted in the United States of America. If the statements of cash flows and omitted disclosures 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 statements are not designed for those who are not informed about such matters.

The supplemental analysis of related revenues and expenses, and supplemental analysis of member services and general administrative 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.

Erickson & Associates, S.C.

March 10, 2014

2013

**Wisconsin Association
of Mutual Insurance
Companies, Inc.**

**Annual Report
to the Members
(Unaudited)**

OFFICERS

Patrick Laws - Chairman
Gregg Westigard - Vice Chairman
Judy Bickel - Secretary/Treasurer

DIRECTORS

| | |
|----------------------------------|------------------------------|
| Charles Schriber - District 1 | Gregg Westigard - District 5 |
| Dennis Fuerstenberg - District 2 | Sandy Siefert - District 6 |
| Penny Boyle - District 3 | Patrick Laws - District 7 |
| Judy Bickel - District 4 | Gary Krumenauer - District 8 |

STAFF

Jim Tlusty - President
Jody Simon - Administrative Assistant

STATEMENTS OF FINANCIAL POSITION
See Independent Accountant's Compilation Report
December 31,

**STATEMENTS OF ACTIVITIES AND
CHANGES IN NET ASSETS**
See Independent Accountant's Compilation Report
For the Years Ended December 31,

**SUPPLEMENTAL ANALYSIS
OF RELATED REVENUES AND EXPENSES**
See Independent Accountant's Compilation Report
For the Years Ended December 31,

| | 2013 | 2012 |
|--|-------------------|-------------------|
| ASSETS | | |
| Current assets: | | |
| Cash | \$ 43,854 | \$ 49,081 |
| Certificates of deposit | 46,590 | 45,135 |
| Accounts receivable: | | |
| Trade | 56 | 828 |
| Other | 6,597 | 1,374 |
| Prepaid expenses | 4,309 | 13,521 |
| Inventory | 4,084 | 4,032 |
| | | |
| Total current assets | 105,490 | 113,971 |
| | | |
| Office equipment, net | 605 | 759 |
| Certificates of deposit - deferred comp. | 44,410 | 36,151 |
| | | |
| Total assets | <u>\$ 150,505</u> | <u>\$ 150,881</u> |
| | | |
| LIABILITIES AND NET ASSETS | | |
| Current liabilities: | | |
| Accounts payable | \$ 2,902 | \$ 6,327 |
| Accrued payroll and benefits | 34,847 | 30,602 |
| Other accrued expenses | 245 | 2,926 |
| Deferred revenue | 0 | 0 |
| | | |
| Total current liabilities | 37,994 | 39,855 |
| | | |
| Deferred compensation | 49,155 | 41,610 |
| | | |
| Total liabilities | 87,149 | 81,465 |
| | | |
| Net assets - unrestricted | 63,356 | 69,416 |
| | | |
| Total liabilities and net assets | <u>\$ 150,505</u> | <u>\$ 150,881</u> |

| | 2013 | 2012 |
|--|------------------|------------------|
| REVENUE | | |
| Membership dues | \$ 279,633 | \$ 276,864 |
| Forms, rate manual and brochure sales | 18,067 | 29,102 |
| Rent subsidy | 6,160 | 12,000 |
| Investment income | 2,414 | 2,732 |
| Other income | 1,414 | 1,000 |
| Program revenue: | | |
| WAMIC convention | 113,877 | 109,543 |
| Schools and seminars | 35,135 | 28,290 |
| | | |
| Total revenue | <u>456,700</u> | <u>459,531</u> |
| | | |
| EXPENSES | | |
| Member services & general administration | 248,734 | 253,475 |
| AAIS copyright fee | 99,786 | 92,596 |
| Cost of sales | 5,344 | 9,750 |
| Program costs: | | |
| WAMIC convention | 78,227 | 69,053 |
| Schools and seminars | 20,152 | 16,338 |
| 100th anniversary commemorative book (net) | 10,517 | 0 |
| | | |
| Total expenses | <u>462,760</u> | <u>441,212</u> |
| | | |
| Increase (decrease) in unrestricted net assets | (6,060) | 18,319 |
| | | |
| Net assets, beginning of year | 69,416 | 51,097 |
| | | |
| Net assets, end of year | <u>\$ 63,356</u> | <u>\$ 69,416</u> |

| | 2013 | 2012 |
|---|-------------------|------------------|
| MEMBERSHIP | | |
| Dues revenue | \$ 279,633 | \$ 276,864 |
| AAIS copyright fee | 99,786 | 92,596 |
| Membership expenses | 198,788 | 198,774 |
| Net membership revenue | (18,941) | (14,506) |
| | | |
| FORMS, RATE MANUALS, BROCHURES AND LICENSING | | |
| Sales | 18,067 | 29,102 |
| Cost of sales | 5,344 | 9,750 |
| Net forms brochures and licensing | 12,723 | 19,352 |
| | | |
| WAMIC ANNUAL CONVENTION | | |
| Revenue | 113,877 | 109,543 |
| Expenses | 103,791 | 93,520 |
| Net convention revenue | 10,086 | 16,023 |
| | | |
| SCHOOLS AND SEMINARS | | |
| Revenue | 35,135 | 28,290 |
| Expenses | 32,934 | 28,572 |
| Net seminar revenue | 2,201 | (282) |
| | | |
| OFFICE SPACE | | |
| Revenue | 6,160 | 12,000 |
| Expenses | 11,600 | 18,000 |
| Net office space revenue | (5,440) | (6,000) |
| | | |
| 100th anniversary book (net) | (10,517) | 0 |
| Investment and other income | 3,828 | 3,732 |
| | | |
| Increase (decrease) in unrestricted net assets | <u>\$ (6,060)</u> | <u>\$ 18,319</u> |

