

Balance Sheet as at January 31st

ASSETS

Cash & Investments

	2020	2021	% off Prior	2021 B	% off Budget
Cash	4,995,341	4,753,149	-4.8%	8,736,147	83.8%
Accrued Interest	195,765	168,660	-13.8%	165,997	-1.6%
Investments @ Cost	41,966,564	47,171,754	12.4%	47,165,086	0.0%
Change in Market Value	<u>1,355,908</u>	<u>2,683,706</u>	97.9%	<u>847,951</u>	-68.4%
	48,513,578	54,777,270	12.9%	56,915,181	3.9%

Accounts Receivable

Policyholders	7,744,310	9,061,441	17.0%	7,303,481	-19.4%
Due from Facility	<u>358,518</u>	<u>429,030</u>	19.7%	<u>349,256</u>	-18.6%
	8,102,828	9,490,471	17.1%	7,652,738	-19.4%

Reinsurance

Due from FM Re - Catastrophe Claims	1,046,951	868,931	-17.0%	1,046,951	20.5%
Due from FM Re - Paid Claims	1,117	17,875	1499.8%	0	-100.0%
Reinsurance Claims Reserves	(3,433,613)	5,185,872	-251.0%	5,263,938	1.5%
Reinsurance Claims IBNR	<u>8,261,356</u>	<u>2,148,839</u>	-74.0%	<u>2,148,839</u>	0.0%
	5,875,811	8,221,517	39.9%	8,459,729	2.9%

Broker Acquisition

Broker Purchase	568,000	568,000	0.0%	568,000	0.0%
Broker Acquisition - Amortization	<u>(66,267)</u>	<u>(180,267)</u>	172.0%	<u>(189,567)</u>	5.2%
	501,733	387,733	-22.7%	378,433	-2.4%

Building and Equipment

Land	1,039,600	1,039,600	0.0%	1,039,600	0.0%
Building	5,635,326	5,635,326	0.0%	5,635,326	0.0%
Building - Accumulated Depreciation	<u>387,688</u>	<u>528,312</u>	36.3%	<u>528,572</u>	0.0%
	5,247,638	5,107,014	-2.7%	5,106,754	0.0%
Building Components	645,705	645,705	0.0%	645,705	0.0%
Building Components - Accum. Depreciation	<u>88,794</u>	<u>121,069</u>	36.3%	<u>121,079</u>	0.0%
	556,911	524,635	-5.8%	524,625	0.0%
Office Equipment	731,040	764,308	4.6%	764,308	0.0%
Office Equipment - Accum. Depreciation	<u>201,044</u>	<u>276,080</u>	37.3%	<u>276,086</u>	0.0%
	529,996	488,228	-7.9%	488,222	0.0%
Computer Equipment	488,864	786,441	60.9%	786,441	0.0%
Computer Equipment - Accum. Depreciation	<u>418,966</u>	<u>539,571</u>	28.8%	<u>542,021</u>	0.5%
	69,898	246,870	253.2%	244,420	-1.0%

Other Assets

Deferred Policy Acquisition Expenses	2,866,330	2,991,538	4.4%	3,166,962	5.9%
Prepaid Expenses	104,312	91,507	-12.3%	104,312	14.0%
Employee Payroll Deductions	<u>(2,561)</u>	<u>(42)</u>	-98.4%	<u>(335)</u>	697.3%
	2,968,081	3,083,003	3.9%	3,270,939	6.1%
	<u>\$73,406,073</u>	<u>\$83,366,342</u>	13.6%	<u>\$84,080,642</u>	0.9%

Balance Sheet as at January 31st

	2020	2021	% off Prior	2021 B	% off Budget
LIABILITIES					
Accounts Payable					
Expenses Due & Accrued	401,301	489,905	22.1%	408,174	-16.7%
Reinsurance Premiums Due	330,000	501,966	52.1%	332,309	-33.8%
Employee Payroll Deductions	<u>(176)</u>	<u>0</u>	-100.0%	<u>(176)</u>	0.0%
	731,125	991,871	35.7%	740,308	-25.4%
Due to Brokers					
Contingent Profit Sharing	55,561	392,201	605.9%	483,582	23.3%
Marketing Program	0	120,000	0.0%	127,000	5.8%
Commissions	<u>342,952</u>	<u>356,146</u>	3.8%	<u>370,017</u>	3.9%
	398,513	868,347	117.9%	980,599	12.9%
Outstanding Claims					
Facility Claims	0	0	0.0%	0	0.0%
Gross Claims Outstanding	11,581,509	19,798,259	70.9%	20,482,315	3.5%
Gross Claims IBNR	<u>10,182,264</u>	<u>5,835,042</u>	-42.7%	<u>5,840,042</u>	0.1%
	21,763,774	25,633,301	17.8%	26,322,357	2.7%
Taxes Due					
Income Taxes	150,628	1,068,333	609.3%	1,008,191	-5.6%
RST & HST	<u>111,544</u>	<u>118,332</u>	6.1%	<u>120,379</u>	1.7%
	262,171	1,186,665	352.6%	1,128,570	-4.9%
UEP & Other Liabilities					
Miscellaneous	0	0	0.0%	0	0.0%
Premium Deficiency	0	0	0.0%	0	0.0%
Unearned Premiums	<u>15,819,122</u>	<u>16,860,607</u>	6.6%	<u>17,208,404</u>	2.1%
	15,819,122	16,860,607	6.6%	17,208,404	2.1%
	38,974,705	45,540,791	16.8%	46,380,237	1.8%
SURPLUS					
Opening Balance	33,159,806	37,640,360	13.5%	37,640,365	0.0%
Earnings during the Period	<u>1,271,562</u>	<u>185,191</u>	-85.4%	<u>60,040</u>	-67.6%
Ending Surplus	34,431,368	37,825,551	9.9%	37,700,405	-0.3%
	<u>\$73,406,073</u>	<u>\$83,366,342</u>	13.6%	<u>\$84,080,642</u>	0.9%

Income Statement to January 31st

	2020	2021	% off Prior	2021 B	% off Budget
Premiums					
Premiums Written - Direct	2,332,078	2,335,517	0.1%	2,371,169	1.5%
Premiums Written - Facility/Other	0	16,059	0.0%	0	-100.0%
	2,332,078	2,351,576	0.8%	2,371,169	0.8%
Reinsurance Premiums					
Reinsurance Ceded - Direct	330,000	385,339	16.8%	311,690	-19.1%
Reinsurance Ceded - Other	0	37,907	0.0%	20,619	-45.6%
	330,000	423,246	28.3%	332,309	-21.5%
Change in Unearned Premium					
Increase / (Decrease in UEP)	(342,052)	(533,008)	55.8%	(362,853)	-31.9%
	NET EARNED PREMIUM	2,344,130	5.0%	2,401,713	-2.4%
Policy Interest / Charges					
Pre-authorized Payment Revenue	37,462	40,646	8.5%	39,616	-2.5%
NSF Fees	1,225	0	-100.0%	838	0.0%
	TOTAL INCOME	<u>2,382,817</u>	5.0%	<u>2,442,167</u>	-2.4%
Gross Claims Incurred					
Gross Claims and External Adjusting	768,201	807,403	5.1%	1,668,931	106.7%
Claims - Salaries	30,123	28,215	-6.3%	27,536	-2.4%
Claims - Benefits	0	6,547	0.0%	7,520	14.9%
Other Internal Claims Costs	82	1,004	1119.6%	165	-83.6%
Facility & Other Claims Cost	6,571	1,476	-77.5%	15,574	955.1%
	804,978	844,644	4.9%	1,719,726	103.6%
Reinsurance Recoveries	27,330	(41,632)	-252.3%	225,000	-640.5%
	NET CLAIMS INCURRED	<u>777,648</u>	14.0%	<u>1,494,726</u>	68.7%
Policy Acquisition Expenses					
Commission Expense	415,361	417,873	0.6%	427,262	2.2%
Contingent Profit Sharing Commission (CPC)	0	0	0.0%	54,167	0.0%
Sales - Salaries / Remuneration	25,762	35,371	37.3%	18,694	-47.1%
Sales - Benefits	0	5,257	0.0%	4,400	-16.3%
Broker Promotion & Advertising	0	0	0.0%	4,167	0.0%
Agency Rent / Expenses / Promotion	321	1,084	237.5%	6,667	515.0%
Agency purchase amortization	0	0	0.0%	9,300	0.0%
Rating Costs / Broker Connectivity	488	513	5.0%	8,653	1587.7%
Less:					
Change in Deferred Policy Acquisition Expenses	(63,448)	(132,036)	108.1%	(72,070)	-45.4%
Facility & Other Commission Revenue	0	6,731	0.0%	10,691	58.8%
	NET COMMISSION EXPENSE	<u>505,380</u>	15.8%	<u>594,690</u>	1.6%

Income Statement to January 31st

	2020	2021	% off Prior	2021 B	% off Budget
Directors Fees and Benefits					
Directors Fees	7,200	12,830	78.2%	14,642	14.1%
Benefits	<u>0</u>	<u>4,458</u>	0.0%	<u>3,582</u>	-19.6%
	7,200	17,287	140.1%	18,224	5.4%
Professional Fees					
Audit Fees	0	3,000	0.0%	4,500	50.0%
Legal Fees, Office Related	0	0	0.0%	0	0.0%
Professional Fees	<u>2,953</u>	<u>2,373</u>	-19.6%	<u>846</u>	-64.3%
	2,953	5,373	81.9%	5,346	-0.5%
Salaries and Benefits					
Underwriting / Admin - Salaries	118,924	103,062	-13.3%	107,078	3.9%
Underwriting / Admin - Benefits	<u>32,219</u>	<u>74,324</u>	130.7%	<u>28,933</u>	-61.1%
	151,143	177,386	17.4%	136,011	-23.3%
Travel Expenses & Meals					
Travelling Expense	370	0	-100.0%	51	0.0%
Travel Directors	1,076	0	-100.0%	776	0.0%
Meals Expenses	<u>678</u>	<u>0</u>	-100.0%	<u>765</u>	0.0%
	2,124	0	-100.0%	1,592	0.0%
Advertising & Donations					
Advertising	750	0	-100.0%	1,778	0.0%
Donations	<u>250</u>	<u>80</u>	-68.0%	<u>2,041</u>	2451.3%
	1,000	80	-92.0%	3,819	4673.8%
Conventions & Annual Meeting					
Non-OMIA Conferences	300	0	-100.0%	143	0.0%
OMIA Conferences	<u>0</u>	<u>0</u>	0.0%	<u>0</u>	0.0%
	300	0	-100.0%	143	0.0%
Education					
Education - Staff	0	950	0.0%	0	-100.0%
Education - Directors	<u>0</u>	<u>0</u>	0.0%	<u>0</u>	0.0%
	0	950	0.0%	0	-100.0%
Depreciation					
Depreciation Expense - Building & Equipment	<u>33,300</u>	<u>29,066</u>	-12.7%	<u>21,075</u>	-27.5%
	33,300	29,066	-12.7%	21,075	-27.5%
Sundry / Other					
Sundry	1,125	239	-78.7%	1,170	389.1%
Bad Debts	467	(25)	-105.4%	130	-614.2%
Insurance	0	0	0.0%	0	0.0%
Kitchen Expense	<u>0</u>	<u>23</u>	0.0%	<u>69</u>	197.2%
	1,592	237	-85.1%	1,369	477.3%

Income Statement to January 31st

	2020	2021	% off Prior	2021 B	% off Budget
Membership Fees					
Membership Fees	<u>54,521</u>	<u>48,625</u>	-10.8%	<u>35,538</u>	-26.9%
	54,521	48,625	-10.8%	35,538	-26.9%
Government & Regulatory					
Premium Tax	10,000	9,486	-5.1%	9,138	-3.7%
Facility Association	0	0	0.0%	0	0.0%
RST Income	0	0	0.0%	0	0.0%
Regulatory Assessments	<u>0</u>	<u>0</u>	0.0%	<u>0</u>	0.0%
	10,000	9,486	-5.1%	9,138	-3.7%
Building Expenses					
Real Estate Taxes	0	0	0.0%	0	0.0%
Fuel and Light	6,068	4,217	-30.5%	5,576	32.2%
Janitorial and Cleaning	1,624	4,765	193.4%	1,703	-64.3%
Repair and Maintenance, Building	<u>1,096</u>	<u>1,130</u>	3.1%	<u>1,558</u>	37.9%
	8,788	10,112	15.1%	8,837	-12.6%
Office Expenses					
Postage	5,398	6,607	22.4%	4,542	-31.3%
Telephone	3,709	5,586	50.6%	5,174	-7.4%
Printing, Stationary and Office	<u>4,099</u>	<u>2,562</u>	-37.5%	<u>4,616</u>	80.2%
	13,206	14,755	11.7%	14,332	-2.9%
Technology					
OMIA - Stats - IT Costs	0	6,782	0.0%	0	
Insurance System Fees	112,688	126,468	12.2%	39,167	-69.0%
IT Contractors	0	0	0.0%	4,167	0.0%
IT Supplies	0	0	0.0%	0	0.0%
Software and other License Fees	0	0	0.0%	0	0.0%
Depreciation Expense - Computer	<u>0</u>	<u>0</u>	0.0%	<u>10,717</u>	0.0%
	112,688	133,250	18.2%	54,051	-59.4%
Risk Analysis & Prevention					
Loss Prevention - Salaries	32,671	35,533	8.8%	29,886	-15.9%
Loss Prevention - Benefits & Pension	0	8,428	0.0%	8,209	-2.6%
Purchase of Fire Equipment	0	0	0.0%	0	0.0%
Fire Extinguisher Sales	(130)	0	-100.0%	(149)	0.0%
Inspection - Education	0	0	0.0%	0	0.0%
Policy Underwriting Information	3,632	1,578	-56.6%	5,513	249.4%
Inspection - Travel / Expenses	<u>3,789</u>	<u>3,066</u>	-19.1%	<u>5,914</u>	92.9%
	39,962	48,605	21.6%	49,373	1.6%
Bank Charges					
Bank Charges	<u>10,343</u>	<u>9,927</u>	-4.0%	<u>7,935</u>	-20.1%
	10,343	9,927	-4.0%	7,935	-20.1%
GENERAL EXPENSES	<u>\$954,499</u>	<u>\$1,090,542</u>	14.3%	<u>\$961,472</u>	-11.8%
Underwriting Profit / (Loss)	<u>\$650,670</u>	<u>\$525,167</u>	-19.3%	<u>(\$14,031)</u>	-102.7%

Income Statement to January 31st

	2020	2021	% off Prior	2021 B	% off Budget
Investment Income					
Investment Interest Earned	65,935	57,200	-13.2%	7,283	-87.3%
Dividend Income Earned	3,270	622	-81.0%	7,057	1034.9%
Gain or Loss on Sale of Investments	0	0	0.0%	(84)	0.0%
Change in Market Value Investments	639,029	(275,050)	-143.0%	117,329	-142.7%
Loss/Gain on Disposal of Assets	0	0	0.0%	0	0.0%
Portfolio Management Fees	<u>37,342</u>	<u>40,248</u>	7.8%	<u>37,500</u>	-6.8%
	670,892	(257,476)	-138.4%	94,085	-136.5%
Net Profit / (Loss) before Tax	\$1,321,562	\$267,691	-79.7%	\$80,054	-70.1%
Income Tax Expense					
Income Tax Expense - Current	50,000	82,500	65.0%	20,013	-75.7%
Net Profit / (Loss)	\$1,271,562	\$185,191	-85.4%	\$60,040	-67.6%