

## Balance Sheet as at May 31st

### ASSETS

#### Cash & Investments

	2020	2021	% off Prior	2021 B	% off Budget
Cash	5,976,876	6,965,346	16.5%	7,362,938	-5.4%
Accrued Interest	150,605	228,053	51.4%	197,536	15.4%
Investments @ Cost	42,446,361	47,469,018	11.8%	48,640,163	-2.4%
Change in Market Value	<u>1,046,762</u>	<u>3,216,382</u>	207.3%	<u>1,082,311</u>	197.2%
	<b>49,620,604</b>	<b>57,878,798</b>	<b>16.6%</b>	<b>57,282,948</b>	<b>1.0%</b>

#### Accounts Receivable

Policyholders	8,548,385	8,154,490	-4.6%	7,819,141	4.3%
Due from Facility	<u>395,472</u>	<u>431,138</u>	9.0%	<u>378,995</u>	13.8%
	<b>8,943,856</b>	<b>8,585,627</b>	<b>-4.0%</b>	<b>8,198,136</b>	<b>4.7%</b>

#### Reinsurance

Due from FM Re - Catastrophe Claims	1,046,951	735,502	-29.7%	471,527	56.0%
Due from FM Re - Paid Claims	18,100	229,430	1167.6%	0	0.0%
Reinsurance Claims Reserves	(3,354,217)	4,892,291	-245.9%	5,263,938	-7.1%
Reinsurance Claims IBNR	<u>8,261,356</u>	<u>2,148,839</u>	-74.0%	<u>2,148,839</u>	0.0%
	<b>5,972,190</b>	<b>8,006,061</b>	<b>34.1%</b>	<b>7,884,304</b>	<b>1.5%</b>

#### Broker Acquisition

Broker Purchase	511,200	568,000	11.1%	568,000	0.0%
Broker Acquisition - Amortization	<u>(66,267)</u>	<u>(227,467)</u>	243.3%	<u>(226,767)</u>	0.3%
	<b>444,933</b>	<b>340,533</b>	<b>-23.5%</b>	<b>341,233</b>	<b>-0.2%</b>

#### 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>435,688</u>	<u>575,272</u>	32.0%	<u>576,572</u>	-0.2%
	<b>5,199,638</b>	<b>5,060,054</b>	<b>-2.7%</b>	<b>5,058,754</b>	<b>0.0%</b>
Building Components	645,705	645,705	0.0%	645,705	0.0%
Building Components - Accum. Depreciation	<u>99,594</u>	<u>131,829</u>	32.4%	<u>131,879</u>	0.0%
	<b>546,111</b>	<b>513,875</b>	<b>-5.9%</b>	<b>513,825</b>	<b>0.0%</b>
Office Equipment	731,040	764,308	4.6%	764,308	0.0%
Office Equipment - Accum. Depreciation	<u>225,444</u>	<u>301,556</u>	33.8%	<u>301,586</u>	0.0%
	<b>505,596</b>	<b>462,752</b>	<b>-8.5%</b>	<b>462,722</b>	<b>0.0%</b>
Computer Equipment	781,240	796,730	2.0%	786,441	1.3%
Computer Equipment - Accum. Depreciation	<u>478,966</u>	<u>572,639</u>	19.6%	<u>584,890</u>	-2.1%
	<b>302,273</b>	<b>224,091</b>	<b>-25.9%</b>	<b>201,552</b>	<b>11.2%</b>

#### Other Assets

Deferred Policy Acquisition Expenses	2,822,458	2,974,201	5.4%	3,136,424	-5.2%
Prepaid Expenses	341,704	97,445	-71.5%	341,704	-71.5%
Employee Payroll Deductions	<u>(3,743)</u>	<u>869</u>	-123.2%	<u>(1,938)</u>	-144.9%
	<b>3,160,419</b>	<b>3,072,515</b>	<b>-2.8%</b>	<b>3,476,190</b>	<b>-11.6%</b>
	<b><u>\$75,735,220</u></b>	<b><u>\$85,183,907</u></b>	<b>12.5%</b>	<b><u>\$84,459,266</u></b>	<b>0.9%</b>

## Balance Sheet as at May 31st

	2020	2021	% off Prior	2021 B	% off Budget
<b>LIABILITIES</b>					
<b>Accounts Payable</b>					
Expenses Due & Accrued	410,746	392,812	-4.4%	417,619	-5.9%
Reinsurance Premiums Due	660,000	180,192	-72.7%	454,644	-60.4%
Employee Payroll Deductions	<u>(176)</u>	<u>0</u>	-100.0%	<u>0</u>	0.0%
	<b>1,070,570</b>	<b>573,004</b>	<b>-46.5%</b>	<b>872,263</b>	<b>-34.3%</b>
<b>Due to Brokers</b>					
Contingent Profit Sharing	249,890	276,105	10.5%	250,000	10.4%
Marketing Program	0	117,000	0.0%	52,019	124.9%
Commissions	<u>492,606</u>	<u>497,188</u>	0.9%	<u>531,481</u>	-6.5%
	<b>742,496</b>	<b>890,293</b>	<b>19.9%</b>	<b>833,501</b>	<b>6.8%</b>
<b>Outstanding Claims</b>					
Facility Claims	0	0	0.0%	0	0.0%
Gross Claims Outstanding	11,389,791	18,719,502	64.4%	21,602,180	-13.3%
Gross Claims IBNR	<u>10,307,264</u>	<u>5,935,042</u>	-42.4%	<u>5,960,042</u>	-0.4%
	<b>21,697,055</b>	<b>24,654,544</b>	<b>13.6%</b>	<b>27,562,222</b>	<b>-10.5%</b>
<b>Taxes Due</b>					
Income Taxes	505,434	571,002	13.0%	(483,922)	-218.0%
RST & HST	<u>122,120</u>	<u>130,219</u>	6.6%	<u>131,757</u>	-1.2%
	<b>627,553</b>	<b>701,221</b>	<b>11.7%</b>	<b>(352,165)</b>	<b>-299.1%</b>
<b>UEP &amp; Other Liabilities</b>					
Miscellaneous	0	0	0.0%	0	0.0%
Premium Deficiency	0	0	0.0%	0	0.0%
Unearned Premiums	<u>15,827,391</u>	<u>16,669,061</u>	5.3%	<u>17,042,468</u>	-2.2%
	<b>15,827,391</b>	<b>16,669,061</b>	<b>5.3%</b>	<b>17,042,468</b>	<b>-2.2%</b>
	<b><u>39,965,065</u></b>	<b><u>43,488,123</u></b>	<b>8.8%</b>	<b><u>45,958,289</u></b>	<b>-5.4%</b>
<b>SURPLUS</b>					
Opening Balance	33,159,806	37,640,360	13.5%	37,640,365	0.0%
Earnings during the Period	<u>2,610,349</u>	<u>4,055,425</u>	55.4%	<u>860,612</u>	371.2%
Ending Surplus	35,770,155	41,695,785	16.6%	38,500,977	8.3%
	<b><u>\$75,735,220</u></b>	<b><u>\$85,183,907</u></b>	<b>12.5%</b>	<b><u>\$84,459,266</u></b>	<b>0.9%</b>

## Income Statement to May 31st

	2020	2021	% off Prior	2021 B	% off Budget
<b>Premiums</b>					
Premiums Written - Direct	12,967,402	13,392,326	3.3%	13,700,727	-2.3%
Premiums Written - Facility/Other	<u>115,927</u>	<u>79,244</u>	-31.6%	<u>98,894</u>	-19.9%
	<b>13,083,329</b>	<b>13,471,570</b>	<b>3.0%</b>	<b>13,799,622</b>	<b>-2.4%</b>
<b>Reinsurance Premiums</b>					
Reinsurance Ceded - Direct	1,650,000	1,550,307	-6.0%	1,805,060	-14.1%
Reinsurance Ceded - Other	<u>612</u>	<u>193,079</u>	31471.6%	<u>115,808</u>	66.7%
	<b>1,650,612</b>	<b>1,743,386</b>	<b>5.6%</b>	<b>1,920,869</b>	<b>-9.2%</b>
<b>Change in Unearned Premium</b>					
Increase / (Decrease) in UEP	<u>(333,783)</u>	<u>(724,554)</u>	117.1%	<u>(528,788)</u>	37.0%
<b>NET EARNED PREMIUM</b>	<b>11,766,500</b>	<b>12,452,737</b>	<b>5.8%</b>	<b>12,407,542</b>	<b>0.4%</b>
<b>Policy Interest / Charges</b>					
Pre-authorized Payment Revenue	189,714	204,157	7.6%	200,637	1.8%
NSF Fees	<u>3,254</u>	<u>0</u>	-100.0%	<u>3,219</u>	-100.0%
<b>TOTAL INCOME</b>	<b><u>11,959,468</u></b>	<b><u>12,656,894</u></b>	<b>5.8%</b>	<b><u>12,611,398</u></b>	<b>0.4%</b>
<b>Gross Claims Incurred</b>					
Gross Claims and External Adjusting	4,498,937	2,718,713	-39.6%	7,898,256	-65.6%
Claims - Salaries	134,804	132,623	-1.6%	137,680	-3.7%
Claims - Benefits	0	33,182	0.0%	37,598	-11.7%
Other Internal Claims Costs	3,571	1,883	-47.3%	76,833	-97.5%
Facility & Other Claims Cost	<u>75,978</u>	<u>83,008</u>	9.3%	<u>63,906</u>	29.9%
	<b>4,713,291</b>	<b>2,969,408</b>	<b>-37.0%</b>	<b>8,214,273</b>	<b>-63.9%</b>
<b>Reinsurance Recoveries</b>	<u>153,633</u>	<u>(107,626)</u>	-170.1%	<u>1,125,000</u>	-109.6%
<b>NET CLAIMS INCURRED</b>	<b><u>4,559,657</u></b>	<b><u>3,077,035</u></b>	<b>-32.5%</b>	<b><u>7,089,273</u></b>	<b>-56.6%</b>
<b>Policy Acquisition Expenses</b>					
Commission Expense	2,264,816	2,348,977	3.7%	2,445,548	-3.9%
Contingent Profit Sharing Commission (CPC)	200,000	262,500	31.3%	270,835	-3.1%
Sales - Salaries / Remuneration	67,756	94,921	40.1%	93,470	1.6%
Sales - Benefits	0	23,232	0.0%	22,005	5.6%
Broker Promotion & Advertising	7,500	0	-100.0%	20,835	-100.0%
Agency Rent / Expenses / Promotion	3,192	9,686	203.5%	33,335	-70.9%
Agency purchase amortization	0	47,200	0.0%	46,500	1.5%
Rating Costs / Broker Connectivity	977	9,173	839.3%	40,797	-77.5%
<b>Less:</b>					
Change in Deferred Policy Acquisition Expenses	(107,320)	(147,228)	37.2%	(102,073)	44.2%
Facility & Other Commission Revenue	<u>(8,119)</u>	<u>26,362</u>	-424.7%	<u>53,455</u>	-50.7%
<b>NET COMMISSION EXPENSE</b>	<b><u>2,659,678</u></b>	<b><u>2,916,555</u></b>	<b>9.7%</b>	<b><u>3,021,943</u></b>	<b>-3.5%</b>

## Income Statement to May 31st

	2020	2021	% off Prior	2021 B	% off Budget
<b>Directors Fees and Benefits</b>					
Directors Fees	79,900	63,843	-20.1%	73,210	-12.8%
Benefits	<u>0</u>	<u>31,031</u>	0.0%	<u>17,910</u>	73.3%
	<b>79,900</b>	<b>94,874</b>	<b>18.7%</b>	<b>91,120</b>	<b>4.1%</b>
<b>Professional Fees</b>					
Audit Fees	18,000	15,000	-16.7%	22,500	-33.3%
Legal Fees, Office Related	0	0	0.0%	1,668	-100.0%
Professional Fees	<u>4,230</u>	<u>28,466</u>	573.0%	<u>10,846</u>	162.5%
	<b>22,230</b>	<b>43,466</b>	<b>95.5%</b>	<b>35,014</b>	<b>24.1%</b>
<b>Salaries and Benefits</b>					
Underwriting / Admin - Salaries	554,623	542,104	-2.3%	558,928	-3.0%
Underwriting / Admin - Benefits	<u>244,011</u>	<u>153,007</u>	-37.3%	<u>148,328</u>	3.2%
	<b>798,634</b>	<b>695,111</b>	<b>-13.0%</b>	<b>707,256</b>	<b>-1.7%</b>
<b>Travel Expenses &amp; Meals</b>					
Travelling Expense	4,961	0	-100.0%	4,624	-100.0%
Travel Directors	4,156	0	-100.0%	4,724	-100.0%
Meals Expenses	<u>9,101</u>	<u>550</u>	-94.0%	<u>7,649</u>	-92.8%
	<b>18,218</b>	<b>550</b>	<b>-97.0%</b>	<b>16,997</b>	<b>-96.8%</b>
<b>Advertising &amp; Donations</b>					
Advertising	22,071	25,939	17.5%	18,138	43.0%
Donations	<u>70,750</u>	<u>780</u>	-98.9%	<u>41,358</u>	-98.1%
	<b>92,821</b>	<b>26,719</b>	<b>-71.2%</b>	<b>59,496</b>	<b>-55.1%</b>
<b>Conventions &amp; Annual Meeting</b>					
Non-OMIA Conferences	18,937	0	-100.0%	19,601	-100.0%
OMIA Conferences	<u>0</u>	<u>1,141</u>	0.0%	<u>0</u>	0.0%
	<b>18,937</b>	<b>1,141</b>	<b>-94.0%</b>	<b>19,601</b>	<b>-94.2%</b>
<b>Education</b>					
Education - Staff	10,959	10,886	-0.7%	12,261	-11.2%
Education - Directors	<u>1,226</u>	<u>221</u>	-82.0%	<u>2,171</u>	-89.8%
	<b>12,185</b>	<b>11,107</b>	<b>-8.8%</b>	<b>14,432</b>	<b>-23.0%</b>
<b>Depreciation</b>					
Depreciation Expense - Building & Equipment	<u>233,300</u>	<u>103,995</u>	-55.4%	<u>105,375</u>	-1.3%
	<b>233,300</b>	<b>103,995</b>	<b>-55.4%</b>	<b>105,375</b>	<b>-1.3%</b>
<b>Sundry / Other</b>					
Sundry	5,622	3,139	-44.2%	9,023	-65.2%
Bad Debts	7,146	519	-92.7%	4,788	-89.2%
Insurance	0	90	0.0%	4,707	-98.1%
Kitchen Expense	<u>3,165</u>	<u>2,178</u>	-31.2%	<u>3,444</u>	-36.8%
	<b>15,934</b>	<b>5,926</b>	<b>-62.8%</b>	<b>21,962</b>	<b>-73.0%</b>

## Income Statement to May 31st

	2020	2021	% off Prior	2021 B	% off Budget
<b>Membership Fees</b>					
Membership Fees	<u>60,951</u>	<u>58,875</u>	-3.4%	<u>59,346</u>	-0.8%
	<b>60,951</b>	<b>58,875</b>	<b>-3.4%</b>	<b>59,346</b>	<b>-0.8%</b>
<b>Government &amp; Regulatory</b>					
Premium Tax	58,475	46,256	-20.9%	45,962	0.6%
Facility Association	0	0	0.0%	0	0.0%
RST Income	0	(1,500)	0.0%	(500)	200.0%
Regulatory Assessments	<u>0</u>	<u>0</u>	0.0%	<u>400</u>	-100.0%
	<b>58,475</b>	<b>44,756</b>	<b>-23.5%</b>	<b>45,862</b>	<b>-2.4%</b>
<b>Building Expenses</b>					
Real Estate Taxes	43,972	43,279	-1.6%	40,358	7.2%
Fuel and Light	15,088	16,834	11.6%	23,821	-29.3%
Janitorial and Cleaning	11,022	16,404	48.8%	13,711	19.6%
Repair and Maintenance, Building	<u>10,118</u>	<u>8,035</u>	-20.6%	<u>9,055</u>	-11.3%
	<b>80,199</b>	<b>84,551</b>	<b>5.4%</b>	<b>86,945</b>	<b>-2.8%</b>
<b>Office Expenses</b>					
Postage	30,508	31,707	3.9%	30,010	5.7%
Telephone	22,198	18,877	-15.0%	26,515	-28.8%
Printing, Stationary and Office	<u>18,837</u>	<u>18,784</u>	-0.3%	<u>28,501</u>	-34.1%
	<b>71,543</b>	<b>69,368</b>	<b>-3.0%</b>	<b>85,026</b>	<b>-18.4%</b>
<b>Technology</b>					
OMIA - Stats - IT Costs	16,710	27,621	65.3%	16,078	71.8%
Insurance System Fees	246,418	242,974	-1.4%	195,834	24.1%
IT Contractors	0	15,893	0.0%	20,835	-23.7%
IT Supplies	0	2,733	0.0%	0	0.0%
Software and other License Fees	0	16,732	0.0%	0	0.0%
Depreciation Expense - Computer	<u>0</u>	<u>41,335</u>	0.0%	<u>53,585</u>	-22.9%
	<b>263,128</b>	<b>347,289</b>	<b>32.0%</b>	<b>286,332</b>	<b>21.3%</b>
<b>Risk Analysis &amp; Prevention</b>					
Loss Prevention - Salaries	147,128	158,949	8.0%	149,430	6.4%
Loss Prevention - Benefits	0	43,737	0.0%	41,038	6.6%
Purchase (Sales) of Fire Equipment	(67)	1,982	-3070.7%	(1,198)	-265.4%
External Inspection Expense	0	4,325	0.0%	0	0.0%
Inspection - Education	5,109	2,055	-59.8%	4,745	-56.7%
Policy Underwriting Information	19,131	16,501	-13.7%	36,648	-55.0%
Inspection - Travel / Expenses	<u>22,689</u>	<u>9,665</u>	-57.4%	<u>26,963</u>	-64.2%
	<b>193,990</b>	<b>237,215</b>	<b>22.3%</b>	<b>257,626</b>	<b>-7.9%</b>
<b>Bank Charges</b>					
Bank Charges	<u>50,664</u>	<u>61,321</u>	21.0%	<u>42,294</u>	45.0%
	<b>50,664</b>	<b>61,321</b>	<b>21.0%</b>	<b>42,294</b>	<b>45.0%</b>
<b>GENERAL EXPENSES</b>	<b><u>\$4,730,787</u></b>	<b><u>\$4,802,820</u></b>	<b>1.5%</b>	<b><u>\$4,956,628</u></b>	<b>-3.1%</b>
<b>Underwriting Profit / (Loss)</b>	<b><u>\$2,669,024</u></b>	<b><u>\$4,777,040</u></b>	<b>79.0%</b>	<b><u>\$565,497</u></b>	<b>744.8%</b>

## *Income Statement to May 31st*

	2020	2021	% off Prior	2021 B	% off Budget
<b>Investment Income</b>					
Investment Interest Earned	245,723	281,860	14.7%	191,639	47.1%
Dividend Income Earned	31,415	326,778	940.2%	8,098	3935.3%
Gain or Loss on Sale of Investments	278,629	(145,772)	-152.3%	307,500	-147.4%
Change in Market Value Investments	329,884	257,625	-21.9%	149,748	72.0%
Loss/Gain on Disposal of Assets	0	0	0.0%	0	0.0%
Portfolio Management Fees	<u>74,326</u>	<u>92,107</u>	23.9%	<u>75,000</u>	22.8%
	<b>811,325</b>	<b>628,385</b>	<b>-22.5%</b>	<b>581,985</b>	<b>8.0%</b>
 <b>Net Profit / (Loss) before Tax</b>	 <b>\$3,480,349</b>	 <b>\$5,405,425</b>	 <b>55.3%</b>	 <b>\$1,147,482</b>	 <b>371.1%</b>
<b>Income Tax Expense</b>					
Income Tax Expense - Current	870,000	1,350,000	55.2%	286,871	370.6%
 <b>Net Profit / (Loss)</b>	 <b>\$2,610,349</b>	 <b>\$4,055,425</b>	 <b>55.4%</b>	 <b>\$860,612</b>	 <b>371.2%</b>