

**UNITE HERE LOCAL 25 AND
HOTEL ASSOCIATION OF WASHINGTON, D.C.
HEALTH AND WELFARE FUND
THIRD QUARTER
2013**

ADMINISTRATIVE MANAGER'S REPORT

THIRD QUARTER 2013
DENTAL AND OPTICAL CONTRIBUTIONS

COMPANY	RATE	CBA EXP DATE	PARTICIPANTS	CONTRIBUTIONS	HOURS
HOTEL ASSOCIATION CONTRACTS					
BEACON HOTEL	\$0.3710	09-15-17	33	\$5,351	14,422
CAPITAL HILTON	0.3710	09-15-17	251	38,736	104,411
CAPITOL SKYLINE HOTEL	0.3710	09-15-17	59	8,388	22,610
EMBASSY SUITES WASHINGTON D.C.-CONV. CTR	0.3710	09-15-17	134	23,014	62,032
FAIRFAX AT EMBASSY ROW	0.3710	09-15-17	116	16,524	44,539
FOUR POINTS HOTEL BY SHERATON	0.3710	09-15-17	44	6,567	17,702
HAY-ADAMS HOTEL	0.3710	09-15-17	145	21,754	58,635
HILTON WASH. EMBASSY ROW HOTEL	0.3710	09-15-17	56	9,151	24,665
HOLIDAY INN GEORGETOWN	0.3710	09-15-17	37	5,812	15,667
HYATT REGENCY WASHINGTON ON CAPITOL HILL	0.3710	09-15-17	367	56,000	150,943
JEFFERSON HOTEL	0.3710	09-15-17	71	10,548	28,431
L'ENFANT PLAZA HOTEL	0.3710	09-15-17	178	25,474	68,662
LIAISON CAPITOL HILL	0.3710	09-15-17	152	24,404	65,778
MARRIOTT WARDMAN PARK	0.3710	09-15-17	610	86,329	232,693
MADISON HOTEL	0.3710	09-15-17	156	25,058	67,543
MANDARIN ORIENTAL HOTEL	0.3710	09-15-17	225	34,717	93,576
OMNI-SHOREHAM HOTEL	0.3710	09-15-17	381	57,532	155,073
PHOENIX PARK HOTEL	0.3710	09-15-17	33	5,026	13,548
RENAISSANCE MAYFLOWER HOTEL	0.3710	09-15-17	274	42,558	114,711
ST. REGIS WASHINGTON, D.C	0.3710	09-15-17	141	19,816	53,413
WASHINGTON COURT HOTEL	0.3710	09-15-17	122	18,362	49,492
WASHINGTON HILTON HOTEL & TOWERS	0.3710	09-15-17	595	76,047	204,978
W HOTEL	0.3710	09-15-17	215	33,587	90,532
SIGNATORY TO HOTEL ASSOCIATION CONTRACT					
HARRINGTON HOTEL	0.3710	09-15-17	30	4,399	11,857
HILTON CRYSTAL CITY@REAGAN NATL	0.3710	11-14-17	107	16,542	44,587
POWERSCOURT RESTAURANT	0.3710	09-15-17	15	1,070	2,885
INDEPENDENTS					
ARAMARK @ VERIZON CENTER	0.5250	12-02-13	186	7,788	14,834
CENTERPLATE @ WASHINGTON CONV. CTR	0.3600	10-31-14	209	15,121	42,003
CHARLIE PALMER'S STEAK:DC	0.3710	06-30-15	20	2,753	7,421
DOUBLETREE HOTEL CRYSTAL CITY-AIRPORT	0.3710	10-15-10	206	38,299	103,232
EMBASSY SUITES CRYSTAL CITY-NATL. AIRPORT	0.3710	10-15-10	70	12,013	32,381
GAYLORD NATL.RESORT AND CONFERENCE CTR.	0.3710	10-31-13	1,021	141,997	382,741
GUEST SERVICES INC. ¹	0.3250	07-31-16	13	1,365	4,200
HAUTE ON THE HILL	0.3700	04-30-14	30	2,339	6,321
HILTON MCLEAN TYSONS CORNER	0.3710	10-15-10	188	27,486	74,087
LEVY RESTAURANTS AT VERIZON CENTER	0.5250	12-02-12	150	10,135	19,305
NATIONAL PRESS CLUB	0.3650	10-15-14	85	10,166	27,851
NATIONALS BALLPARK	0.5250	12-31-12	693	96,723	184,235
QUANTUM SERVICES @ HAY ADAMS	0.3710	09-15-17	7	1,062	2,862
RESTAURANT ASSOC./KENNEDY CENTER ²	0.3750	07-15-16	114	15,700	42,061
SHERATON PREMIERE HOTEL AT TYSONS CORNER	0.3710	11-15-17	127	18,655	50,282
UNITE HERE LOCAL 23	0.3710		2	392	1,056
UNITE HERE LOCAL 25	0.3710		21	3,229	8,704
WOODNER HOTEL	0.3760	11-30-17	8	1,393	3,704
COBRA	VARIABLE		9	882	N/A
TOTALS			7,706	\$1,080,264	2,820,665

¹NO LONGER PARTICIPATING AS OF JULY 31, 2013

²RATE INCREASE JULY 15, 2013

AVG. HR CONTRIBUTION \$0.3830

AVG. HRS PER MONTH PER PARTICIPANT 122.01

THIRD QUARTER 2013
DENTAL AND OPTICAL

EXPENSES

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>AVERAGE HOURLY COST</u>
ADMINISTRATION	\$59,216	\$0.021
GROUP DENTAL SERVICE	907,162	0.322
GROUP VISION SERVICE	152,962	0.054
MISCELLANEOUS	33,310	0.012
TOTAL	\$1,152,650	\$0.409

MISCELLANEOUS

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>AVERAGE HOURLY COST</u>
AUDITOR	\$9,500	\$0.0034
BANK FEE	30	0.0000
BREDHOFF & KAISER	2,100	0.0007
FIDUCIARY LIAB. PREMIUM	12,480	0.0044
INSURANCE	500	0.0002
MEETING	400	0.0001
PAYROLL AUDITOR	3,996	0.0014
POSTAGE	573	0.0002
PRINTING	56	0.0000
SEYFARTH SHAW	3,675	0.0013
TOTAL	\$33,310	\$0.0117

THIRD QUARTER 2013
DENTAL AND OPTICAL
RECAP

	FIRST 2013	SECOND 2013	THIRD 2013	FOURTH 2013	TOTAL
CONTRIBUTIONS	\$970,987	\$1,204,899	\$1,080,264		\$3,256,150
MISCELLANEOUS INCOME ¹	28,722	2,109	1,553		32,384
INTEREST & DIVIDENDS	0	0	0		0
INVESTMENT INCOME ²	8,970	(36,497)	13,394		(14,133)

TOTAL INCOME	\$1,008,679	\$1,170,511	\$1,095,211		\$3,274,401
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EXPENSES					
ADMINISTRATION	\$48,913	\$52,043	\$59,216		\$160,172
GROUP DENTAL	834,259	978,965	907,162		2,720,386
GROUP VISION SERVICE	138,690	168,894	152,962		460,546
MISCELLANEOUS	13,054	14,387	33,310		60,751

TOTAL EXPENSES	\$1,034,916	\$1,214,289	\$1,152,650		\$3,401,855
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TOTAL INCOME	\$1,008,679	\$1,170,511	\$1,095,211		\$3,274,401
TOTAL EXPENSES	1,034,916	1,214,289	1,152,650		3,401,855
SURPLUS(DEFICIT)	(\$26,237)	(\$43,778)	(\$57,439)		(\$127,454)

TOTAL PARTICIPANTS	7,394	7,951	7,706	
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TOTAL "A" LIST PARTICIPANTS	48	50	50	
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¹ MISCELLANEOUS INCOME: UNITE HERE LOCAL 25 PAYROLL AUDIT \$27.17 AND INTEREST \$9.54.
WOODNER HOTEL PAYROLL AUDIT \$727.67 AND INTEREST \$787.67.

² INVESTMENTS: HARBOR FUNDS \$5,564.94. DODGE AND COX FUNDS \$7,828.72.

2012
DENTAL AND OPTICAL
RECAP

	FIRST 2012	SECOND 2012	THIRD 2012	FOURTH 2012	TOTAL
CONTRIBUTIONS	\$871,730	\$1,078,603	\$1,019,018	\$999,728	\$3,969,079
MISCELLANEOUS INCOME ¹	4,858	1,842	17,492	3,313	27,505
INTEREST & DIVIDENDS	35	36	36	7	114
INVESTMENT INCOME ²	39,622	24,372	40,366	14,236	118,596

TOTAL INCOME	\$916,245	\$1,104,853	\$1,076,912	\$1,017,284	\$4,115,294
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EXPENSES					
ADMINISTRATION	\$46,588	\$46,835	\$58,105	\$53,228	\$204,756
GROUP DENTAL	749,345	926,380	864,040	813,497	3,353,262
GROUP VISION SERVICE	130,945	159,758	148,242	140,629	579,574
MISCELLANEOUS	16,776	14,992	41,836	13,790	87,394

TOTAL EXPENSES	\$943,654	\$1,147,965	\$1,112,223	\$1,021,144	\$4,224,986
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TOTAL INCOME	\$916,245	\$1,104,853	\$1,076,912	\$1,017,284	\$4,115,294
TOTAL EXPENSES	943,654	1,147,965	1,112,223	1,021,144	4,224,986
SURPLUS(DEFICIT)	(\$27,409)	(\$43,112)	(\$35,311)	(\$3,860)	(\$109,692)

TOTAL PARTICIPANTS	7,156	8,023	7,693	7,379
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TOTAL "A" LIST PARTICIPANTS	50	48	47	50
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¹ MISCELLANEOUS INCOME: FOUR POINTS HOTEL BY SHERATON PAYROLL AUDIT \$1,094.35 AND INTEREST \$154.88. MAYFLOWER HOTEL PAYROLL AUDIT \$660.77 AND INTEREST \$172.02. CAPITOL SKYLINE HOTEL PAYROLL AUDIT \$1,230.92.

² INVESTMENTS: HARBOR FUNDS \$4,874.76. DODGE AND COX FUNDS \$9,361.56.

THIRD QUARTER 2013
DENTAL AND OPTICAL
HOURLY RECAP

	FIRST 2013	SECOND 2013	THIRD 2013	FOURTH 2013	AVERAGE TOTAL
HOURLY CONTRIBUTIONS	\$0.3752	\$0.3834	\$0.3830		\$0.3805
MISCELLANEOUS INCOME	0.0111	0.0007	0.0006		0.0041
INTEREST & DIVIDENDS	0.0000	0.0000	0.0000		0.0000

TOTAL INCOME	\$0.3863	\$0.3841	\$0.3836		\$0.3846
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EXPENSES					
ADMINISTRATION	\$0.0189	\$0.0166	\$0.0210		\$0.0188
GROUP DENTAL SERVICE	0.3224	0.3115	0.3216		0.3185
GROUP VISION SERVICE	0.0536	0.0537	0.0542		0.0538
MISCELLANEOUS	0.0050	0.0046	0.0118		0.0071

TOTAL EXPENSES	\$0.3999	\$0.3864	\$0.4086		\$0.3982
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TOTAL INCOME	\$0.3863	\$0.3841	\$0.3836		\$0.3846
TOTAL EXPENSES	0.3999	0.3864	0.4086		0.3982
SURPLUS(DEFICIT)	(\$0.0136)	(\$0.0023)	(\$0.0250)		(\$0.0136)

THIRD QUARTER 2013
TRAINING
RECAP

	FIRST 2013	SECOND 2013	THIRD 2013	FOURTH 2013	TOTAL
CONTRIBUTIONS	\$0	\$0	\$0		\$0
MISCELLANEOUS INCOME	0	0	0		0
TOTAL INCOME	\$0	\$0	\$0		\$0
EXPENSES					
PROVIDER	\$0	\$0	\$0		\$0
MISCELLANEOUS	0	0	0		0
TOTAL EXPENSES	\$0	\$0	\$0		\$0
TOTAL INCOME	\$0	\$0	\$0		\$0
TOTAL EXPENSES	0	0	0		0
SURPLUS (DEFICIT)	\$0	\$0	\$0		\$0
RESERVES	\$542,197	\$542,197	\$542,197		

2012 TRAINING RECAP

	FIRST 2012	SECOND 2012	THIRD 2012	FOURTH 2012	TOTAL
CONTRIBUTIONS	\$0	\$0	\$0	\$0	\$0
MISCELLANEOUS INCOME	0	0	0	0	0

TOTAL INCOME	\$0	\$0	\$0	\$0	\$0
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EXPENSES					
PROVIDER	\$0	\$0	\$0	\$0	\$0
MISCELLANEOUS	0	0	0	0	0

TOTAL EXPENSES	\$0	\$0	\$0	\$0	\$0
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TOTAL INCOME	\$0	\$0	\$0	\$0	\$0
TOTAL EXPENSES	0	0	0	0	0
SURPLUS (DEFICIT)	\$0	\$0	\$0	\$0	\$0

RESERVES	\$542,197	\$542,197	\$542,197	\$542,197	
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THIRD QUARTER 2013
A LIST
CONTRIBUTIONS

COMPANY	RATE	CONTRIBUTIONS	FUNCTIONS
CAPITAL HILTON	\$9.25	\$944	102
CAPITOL SKYLINE HOTEL	9.25	NONE REPORTED	
EMBASSY SUITES WASHINGTON D.C-CONV. CTR.	9.25	NONE REPORTED	
HAY-ADAMS HOTEL	9.25	NONE REPORTED	
HILTON WASH. EMBASSY ROW HOTEL	9.25	NONE REPORTED	
HYATT REGENCY WASHINGTON ON CAPITOL HILL	9.25	5,331	576
L'ENFANT PLAZA HOTEL	9.25	3,166	342
LIAISON CAPITOL HILL	9.25	1,711	185
MADISON HOTEL	9.25	NONE REPORTED	
MARRIOTT WARDMAN PARK	9.25	11,165	1,207
OMNI-SHOREHAM HOTEL	9.25	1,062	115
RENAISSANCE MAYFLOWER HOTEL	9.25	1,909	206
ST. REGIS WASHINGTON, D.C	9.25	93	10
W HOTEL	9.25	NONE REPORTED	
WASHINGTON COURT HOTEL	9.25	786	85
WASHINGTON HILTON HOTEL & TOWERS	9.25	17,168	1,856
A LIST SELF PAY INDIVIDUAL	105.00	15,120	
A LIST SELF PAY EMPLOYEE & SPOUSE	572.82	3,437	
A LIST SELF PAY EMPLOYEE & CHILD, CHILDREN	520.88		
A LIST SELF PAY FAMILY	961.96		
TOTAL		\$61,892	4,684
AVG. FUNCTION PER MONTH			1,561

THIRD QUARTER 2013 A LIST

EXPENSES

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>RATE</u>
KAISER	\$64,497	\$415.84/\$1,122.76
TOTAL	\$64,497	

2013
A LIST
QUARTERLY RECAP

	FIRST 2013	SECOND 2013	THIRD 2013	FOURTH 2013	TOTAL
CONTRIBUTIONS	\$70,465	\$85,427	\$61,892		\$217,784
MISCELLANEOUS INCOME	0	0	0		0

TOTAL INCOME	\$70,465	\$85,427	\$61,892		\$217,784
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EXPENSES					
PROVIDER	\$67,565	\$63,249	\$64,497		\$195,311
MISCELLANEOUS	0	0	0		0

TOTAL EXPENSES	\$67,565	\$63,249	\$64,497		\$195,311
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TOTAL INCOME	\$70,465	\$85,427	\$61,892		\$217,784
TOTAL EXPENSES	67,565	63,249	64,497		195,311
SURPLUS (DEFICIT)	\$2,900	\$22,178	(\$2,605)		\$22,473

RESERVES	\$256,249	\$278,427	\$275,822		
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2012
A LIST
QUARTERLY RECAP

	FIRST 2012	SECOND 2012	THIRD 2012	FOURTH 2012	TOTAL
CONTRIBUTIONS	\$66,349	\$84,165	\$56,283	\$86,145	\$292,942
MISCELLANEOUS INCOME	0	0	0	0	0

TOTAL INCOME	\$66,349	\$84,165	\$56,283	\$86,145	\$292,942
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EXPENSES					
PROVIDER	\$58,025	\$58,830	\$55,609	\$64,451	\$236,915
MISCELLANEOUS	0	0	0	0	0

TOTAL EXPENSES	\$58,025	\$58,830	\$55,609	\$64,451	\$236,915
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TOTAL INCOME	\$66,349	\$84,165	\$56,283	\$86,145	\$292,942
TOTAL EXPENSES	58,025	58,830	55,609	64,451	236,915
SURPLUS (DEFICIT)	\$8,324	\$25,335	\$674	\$21,694	\$56,027

RESERVES	\$205,646	\$230,981	\$231,655	\$253,349	
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THIRD QUARTER 2013
A LIST
FUNCTION RECAP

	FIRST 2013	SECOND 2013	THIRD 2013	FOURTH 2013	AVG. TOTAL
CONTRIBUTIONS	\$9.2495	\$9.2502	\$9.2517		\$9.2505
MISCELLANEOUS INCOME	0.0000	0.0000	0.0000		0.0000
TOTAL INCOME	\$9.2495	\$9.2502	\$9.2517		\$9.2505
EXPENSES					
PROVIDER	\$12.0394	\$8.7493	\$13.7696		\$11.5194
ADMINISTRATION	0.0000	0.0000	0.0000		0.0000
MISCELLANEOUS	0.0000	0.0000	0.0000		0.0000
TOTAL EXPENSES	\$12.0394	\$8.7493	\$13.7696		\$11.5194
TOTAL INCOME	\$9.2495	\$9.2502	\$9.2517		\$9.2505
TOTAL EXPENSES	12.0394	8.7493	13.7696		11.5194
SURPLUS (DEFICIT)	(\$2.7899)	\$0.5009	(\$4.5179)		(\$2.2689)

THIRD QUARTER 2013
COMBINED
QUARTERLY RECAP

INCOME	FIRST 2013	SECOND 2013	THIRD 2013	FOURTH 2013	TOTAL
DENTAL/OPTICAL	\$1,008,679	\$1,170,511	\$1,095,211		\$3,274,401
A LIST	70,465	85,427	61,892		217,784
TRAINING	0	0	0		0

TOTAL INCOME	\$1,079,144	\$1,255,938	\$1,157,103		\$3,492,185
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EXPENSES					
DENTAL/OPTICAL	\$1,034,916	\$1,214,289	\$1,152,650		\$3,401,855
A LIST	67,565	63,249	64,497		195,311
TRAINING	0	0	0		0

TOTAL EXPENSES	\$1,102,481	\$1,277,538	\$1,217,147		\$3,597,166
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TOTAL INCOME	\$1,079,144	\$1,255,938	\$1,157,103		\$3,492,185
TOTAL EXPENSES	1,102,481	1,277,538	1,217,147		3,597,166
SURPLUS(DEFICIT)	(\$23,337)	(\$21,600)	(\$60,044)		(\$104,981)

UNAUDITED CASH ASSETS	\$1,600,302	\$1,650,101	\$1,534,839	
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2012
COMBINED
QUARTERLY RECAP

INCOME	FIRST 2012	SECOND 2012	THIRD 2012	FOURTH 2012	TOTAL
DENTAL/OPTICAL	\$916,245	\$1,104,853	\$1,076,912	\$1,017,284	\$4,115,294
A LIST	66,349	84,165	56,283	86,145	292,942
TRAINING	0	0	0	0	0

TOTAL INCOME	\$982,594	\$1,189,018	\$1,133,195	\$1,103,429	\$4,408,236
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EXPENSES	FIRST 2012	SECOND 2012	THIRD 2012	FOURTH 2012	TOTAL
DENTAL/OPTICAL	\$943,654	\$1,147,965	\$1,112,223	\$1,021,144	\$4,224,986
A LIST	58,025	58,830	55,609	64,451	236,915
TRAINING	0	0	0	0	0

TOTAL EXPENSES	\$1,001,679	\$1,206,795	\$1,167,832	\$1,085,595	\$4,461,901
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TOTAL INCOME	\$982,594	\$1,189,018	\$1,133,195	\$1,103,429	\$4,408,236
TOTAL EXPENSES	1,001,679	1,206,795	1,167,832	1,085,595	4,461,901
SURPLUS(DEFICIT)	(\$19,085)	(\$17,777)	(\$34,637)	\$17,834	(\$53,665)

UNAUDITED CASH ASSETS	\$1,621,511	\$1,661,566	\$1,620,912	\$1,650,800
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THIRD QUARTER 2013 DELINQUENT EMPLOYERS
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EMPLOYER	CONTRIBUTION MONTH	FIRST LETTER SENT	REFERRED TO COUNSEL
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NONE TO REPORT			
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THIRD QUARTER 2013

ACCOUNTS

LOCAL 25 HEALTH & WELFARE

\$541,817.60	ACCT.# 29876568	HARBOR FUNDS MARKET VALUE AS OF SEPTEMBER 30, 2013
968,495.76	ACCT.# 300227564	DODGE & COX FUNDS MARKET VALUE AS OF SEPTEMBER 30, 2013
246.77	ACCT.# 12360805	CITIBANK MONEY MARKET ACCOUNT SEPTEMBER 30, 2013
24,278.90	ACCT.# 15458628	CITIBANK CHECKING ACCOUNT SEPTEMBER 30, 2013

TOTAL	\$1,534,839.03
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