

**UNITE HERE LOCAL 25 AND
HOTEL ASSOCIATION OF WASHINGTON, D.C.
HEALTH AND WELFARE FUND
FIRST QUARTER
2017**

ADMINISTRATIVE MANAGER'S REPORT

FIRST QUARTER 2017
DENTAL AND OPTICAL CONTRIBUTIONS

COMPANY	RATE	CBA EXP DATE	PARTICIPANTS	CONTRIBUTIONS	HOURS
HOTEL ASSOCIATION CONTRACTS					
BEACON HOTEL	\$0.4410	09-15-17	33	\$5,722	12,976
CAPITAL HILTON	0.4410	09-15-17	280	45,522	103,225
CAPITOL SKYLINE HOTEL	0.4410	09-15-17	46	7,279	16,505
EMBASSY SUITES WASHINGTON D.C.-CONV. CTR	0.4410	09-15-17	118	21,301	48,302
FAIRFAX AT EMBASSY ROW	0.4410	09-15-17	69	13,296	30,149
HAY-ADAMS HOTEL	0.4410	09-15-17	151	26,330	59,706
HILTON WASH. EMBASSY ROW HOTEL	0.4410	09-15-17	69	14,039	31,834
HYATT REGENCY WASHINGTON ON CAPITOL HILL	0.4410	09-15-17	347	55,904	126,790
JEFFERSON HOTEL	0.4410	09-15-17	72	13,545	30,714
LIAISON CAPITOL HILL	0.4410	09-15-17	117	21,848	49,543
MARRIOTT MARQUIS	0.4410	09-15-17	539	101,001	229,028
MARRIOTT WARDMAN PARK	0.4410	09-15-17	552	95,578	216,731
MADISON HOTEL	0.4410	09-15-17	158	29,213	66,243
MANDARIN ORIENTAL HOTEL	0.4410	09-15-17	214	43,303	98,192
OMNI-SHOREHAM HOTEL	0.4410	09-15-17	414	63,440	143,856
PHOENIX PARK HOTEL	0.4410	09-15-17	26	5,468	12,398
RENAISSANCE MAYFLOWER HOTEL	0.4410	09-15-17	293	57,356	130,060
ST. REGIS WASHINGTON, D.C	0.4410	09-15-17	136	21,595	48,969
WASHINGTON COURT HOTEL	0.4410	09-15-17	116	18,385	41,690
WASHINGTON HILTON HOTEL & TOWERS	0.4410	09-15-17	623	85,068	192,898
W HOTEL	0.4410	09-15-17	193	33,521	76,012
SIGNATORY TO HOTEL ASSOCIATION CONTRACT					
HARRINGTON HOTEL	0.4410	09-15-17	31	5,103	11,572
HILTON CRYSTAL CITY@REAGAN NATL	0.4410	11-14-17	113	20,616	46,748
POWERSCOURT RESTAURANT	0.4410	09-15-17	12	1,689	3,831
INDEPENDENTS					
AC HOTEL NATIONAL HARBOR	0.4410	10-31-19	36	5,752	13,076
ARAMARK/VERIZON CENTER	0.5600	12-02-17	266	37,044	66,150
CENTERPLATE/WASHINGTON CONV. CTR ¹	0.4510	03-01-19	248	25,819	60,250
CHARLIE PALMER'S STEAK:DC	0.4410	06-30-18	23	4,611	10,456
DOUBLETREE HOTEL CRYSTAL CITY-AIRPORT	0.4410	10-15-17	180	35,180	79,773
EMBASSY SUITES CRYSTAL CITY-NATL. AIRPORT	0.4410	10-15-17	71	13,597	30,832
GAYLORD NATL.RESORT AND CONFERENCE CTR.	0.4410	10-31-17	1,073	171,864	389,715
HILTON MCLEAN TYSONS CORNER	0.4410	10-15-17	192	31,875	72,280
LEVY RESTAURANTS@VERIZON CENTER	0.5600	12-02-15	197	33,779	60,320
NATIONAL DEMOCRATIC CLUB	0.0750	04-30-17	12	449	5,980
NATIONAL PRESS CLUB	0.4416	10-15-17	83	10,129	22,937
NATIONALS BALLPARK	0.5600	12-31-16	233	9,600	17,143
QUANTUM SERVICES@HAY ADAMS	0.4410	09-15-17	5	643	1,459
RESTAURANT ASSOC./KENNEDY CENTER	0.3950	07-15-16	105	16,804	42,543
SHERATON PREMIERE HOTEL AT TYSONS CORNER	0.4410	11-15-17	120	19,409	44,011
UNITE HERE LOCAL 25	0.4410		24	4,885	11,078
WOODNER HOTEL	0.4410	11-30-17	8	1,695	3,844
COBRA	VARIABLE		9	1,414	N/A
TOTALS			7,607	\$1,230,671	2,759,819

¹RATE INCREASE MARCH 16, 2017

AVG. HR CONTRIBUTION \$0.4459

AVG. HRS PER MONTH PER
PARTICIPANT 120.93

FIRST QUARTER 2017
DENTAL AND OPTICAL

EXPENSES

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>AVERAGE HOURLY COST</u>
ADMINISTRATION	\$60,121	\$0.02178
GROUP DENTAL SERVICE	855,582	0.31001
GROUP VISION SERVICE	172,856	0.06263
MISCELLANEOUS	25,507	0.00924
TOTAL	\$1,114,066	\$0.40366

MISCELLANEOUS

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>AVERAGE HOURLY COST</u>
BREDHOFF & KAISER	\$7,165	\$0.00260
PAYROLL AUDITOR	2,365	0.00086
POSTAGE	8,673	0.00314
PRINTING	91	0.00003
SEYFARTH SHAW	7,213	0.00261
TOTAL	\$25,507	\$0.00924

FIRST QUARTER 2017
DENTAL AND OPTICAL
RECAP

	FIRST 2017	SECOND 2017	THIRD 2017	FOURTH 2017	TOTAL
CONTRIBUTIONS	\$1,230,671				\$1,230,671
MISCELLANEOUS INCOME	0				0
INTEREST & DIVIDENDS	0				0
INVESTMENT INCOME ¹	13,786				13,786

TOTAL INCOME	\$1,244,457				\$1,244,457
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EXPENSES					
ADMINISTRATION	\$60,121				\$60,121
GROUP DENTAL	855,582				855,582
GROUP VISION SERVICE	172,856				172,856
MISCELLANEOUS	25,507				25,507

TOTAL EXPENSES	\$1,114,066				\$1,114,066
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TOTAL INCOME	\$1,244,457				\$1,244,457
TOTAL EXPENSES	1,114,066				1,114,066
SURPLUS(DEFICIT)	\$130,391				\$130,391

TOTAL PARTICIPANTS	7,607			
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TOTAL "A" LIST PARTICIPANTS	53			
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¹ INVESTMENTS: HARBOR FUNDS \$9,008.11. DODGE AND COX FUNDS \$4,778.34.

2016
DENTAL AND OPTICAL
RECAP

	FIRST 2016	SECOND 2016	THIRD 2016	FOURTH 2016	TOTAL
CONTRIBUTIONS	\$1,106,629	\$1,408,904	\$1,337,565	\$1,281,372	\$5,134,470
MISCELLANEOUS INCOME	0	1,816	1,613	0	3,429
INTEREST & DIVIDENDS	0	0	0	0	0
INVESTMENT INCOME ²	21,950	22,901	15,331	(19,057)	41,125

TOTAL INCOME	\$1,128,579	\$1,433,621	\$1,354,509	\$1,262,315	\$5,179,024
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EXPENSES					
ADMINISTRATION	\$57,495	\$57,147	\$65,027	\$61,962	\$241,631
GROUP DENTAL	775,462	1,108,363	1,034,142	1,088,429	4,006,396
GROUP VISION SERVICE	157,716	226,305	209,658	222,343	816,022
MISCELLANEOUS	10,701	27,658	24,601	23,277	86,237

TOTAL EXPENSES	\$1,001,374	\$1,419,473	\$1,333,428	\$1,396,011	\$5,150,286
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TOTAL INCOME	\$1,128,579	\$1,433,621	\$1,354,509	\$1,262,315	\$5,179,024
TOTAL EXPENSES	1,001,374	1,419,473	1,333,428	1,396,011	5,150,286
SURPLUS(DEFICIT)	\$127,205	\$14,148	\$21,081	(\$133,696)	\$28,738

TOTAL PARTICIPANTS	7,285	8,030	7,760	7,660
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TOTAL "A" LIST PARTICIPANTS	56	54	53	55
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¹ INVESTMENTS: HARBOR FUNDS (\$13,978.15). DODGE AND COX FUNDS (\$5,078.40).

FIRST QUARTER 2017
DENTAL AND OPTICAL
HOURLY RECAP

	FIRST 2017	SECOND 2017	THIRD 2017	FOURTH 2017	AVERAGE TOTAL
HOURLY CONTRIBUTIONS	\$0.4459				\$0.4459
MISCELLANEOUS INCOME	0.0000				0.0000
INTEREST & DIVIDENDS	0.0000				0.0000

TOTAL INCOME	\$0.4459				\$0.4459
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EXPENSES					
ADMINISTRATION	\$0.0218				\$0.0218
GROUP DENTAL SERVICE	0.3100				0.3100
GROUP VISION SERVICE	0.0626				0.0626
MISCELLANEOUS	0.0092				0.0092

TOTAL EXPENSES	\$0.4036				\$0.4036
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TOTAL INCOME	\$0.4459				\$0.4459
TOTAL EXPENSES	0.4036				0.4036
SURPLUS(DEFICIT)	\$0.0423				\$0.0423

FOURTH QUARTER 2017 TRAINING RECAP

	FIRST 2017	SECOND 2017	THIRD 2017	FOURTH 2017	TOTAL
CONTRIBUTIONS	\$0				\$0
MISCELLANEOUS INCOME	0				0

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

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

RESERVES	\$542,197			
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2016
TRAINING
RECAP

	FIRST 2016	SECOND 2016	THIRD 2016	FOURTH 2016	TOTAL
CONTRIBUTIONS	\$0	\$0	\$0	\$0	\$0
MISCELLANEOUS INCOME	0	0	0	0	0
TOTAL INCOME	\$0	\$0	\$0	\$0	\$0
EXPENSES					
PROVIDER	\$0	\$0	\$0	\$0	\$0
MISCELLANEOUS	0	0	0	0	0
TOTAL EXPENSES	\$0	\$0	\$0	\$0	\$0
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	

FIRST QUARTER 2017
A LIST
CONTRIBUTIONS

COMPANY	RATE	CONTRIBUTIONS	FUNCTIONS
CAPITAL HILTON	\$10.16	\$3,658	360
CAPITOL SKYLINE HOTEL	10.16	NONE REPORTED	
EMBASSY SUITES WASHINGTON D.C-CONV. CTR.	10.16	NONE REPORTED	
HAY-ADAMS HOTEL	10.16	NONE REPORTED	
HILTON WASH. EMBASSY ROW HOTEL	10.16	NONE REPORTED	
HYATT REGENCY WASHINGTON ON CAPITOL HILL	10.16	2,987	294
LIAISON CAPITOL HILL	10.16	1,504	148
MADISON HOTEL	10.16	NONE REPORTED	
MARRIOTT WARDMAN PARK	10.16	16,784	1,652
OMNI-SHOREHAM HOTEL	10.16	3,241	319
RENAISSANCE MAYFLOWER HOTEL	10.16	2,245	221
ST. REGIS WASHINGTON, D.C	10.16	0	0
W HOTEL	10.16	NONE REPORTED	
WASHINGTON COURT HOTEL	10.16	559	55
WASHINGTON HILTON HOTEL & TOWERS	10.16	24,171	2,379
A LIST SELF PAY INDIVIDUAL	91.00	14,651	
A LIST SELF PAY EMPLOYEE & SPOUSE	601.00	1,803	
A LIST SELF PAY EMPLOYEE & CHILD, CHILDREN	530.15		
A LIST SELF PAY FAMILY	1,074.19		
TOTAL		\$71,603	5,428

AVG. FUNCTION PER MONTH

1,809

FIRST QUARTER 2017 A LIST

EXPENSES

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>RATE</u>
KAISER	\$74,362	\$447.70/\$1,208.78
TOTAL	\$74,362	

2017
A LIST
QUARTERLY RECAP

	FIRST 2017	SECOND 2017	THIRD 2017	FOURTH 2017	TOTAL
CONTRIBUTIONS	\$71,603				\$71,603
MISCELLANEOUS INCOME	0				0

TOTAL INCOME	\$71,603				\$71,603
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EXPENSES					
PROVIDER	\$74,362				\$74,362
MISCELLANEOUS	0				0

TOTAL EXPENSES	\$74,362				\$74,362
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TOTAL INCOME	\$71,603				\$71,603
TOTAL EXPENSES	74,362				74,362
SURPLUS (DEFICIT)	(\$2,759)				(\$2,759)

RESERVES	\$241,745				
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2016
A LIST
QUARTERLY RECAP

	FIRST 2016	SECOND 2016	THIRD 2016	FOURTH 2016	TOTAL
CONTRIBUTIONS	\$58,886	\$89,767	\$60,547	\$64,224	\$273,424
MISCELLANEOUS INCOME	0	0	0	0	0

TOTAL INCOME	\$58,886	\$89,767	\$60,547	\$64,224	\$273,424
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EXPENSES					
PROVIDER	\$74,529	\$72,574	\$75,293	\$72,425	\$294,821
MISCELLANEOUS	0	0	0	0	0

TOTAL EXPENSES	\$74,529	\$72,574	\$75,293	\$72,425	\$294,821
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TOTAL INCOME	\$58,886	\$89,767	\$60,547	\$64,224	\$273,424
TOTAL EXPENSES	74,529	72,574	75,293	72,425	294,821
SURPLUS (DEFICIT)	(\$15,643)	\$17,193	(\$14,746)	(\$8,201)	(\$21,397)

RESERVES	\$250,258	\$267,451	\$252,705	\$244,504	
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FIRST QUARTER 2017
A LIST
FUNCTION RECAP

	FIRST 2017	SECOND 2017	THIRD 2017	FOURTH 2017	AVG. TOTAL
CONTRIBUTIONS	\$10.1601				\$10.1601
MISCELLANEOUS INCOME	0.0000				0.0000
TOTAL INCOME	\$10.1601				\$10.1601
EXPENSES					
PROVIDER	\$13.6997				\$13.6997
MISCELLANEOUS	0.0000				0.0000
TOTAL EXPENSES	\$13.6997				\$13.6997
TOTAL INCOME	\$10.1601				\$10.1601
TOTAL EXPENSES	13.6997				13.6997
SURPLUS (DEFICIT)	(\$3.5396)				(\$3.5396)

FIRST QUARTER 2017
COMBINED
QUARTERLY RECAP

INCOME	FIRST 2017	SECOND 2017	THIRD 2017	FOURTH 2017	TOTAL
DENTAL/OPTICAL	\$1,244,457				\$1,244,457
A LIST	71,603				71,603
TRAINING	0				0

TOTAL INCOME	\$1,316,060				\$1,316,060
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EXPENSES					
DENTAL/OPTICAL	\$1,114,066				\$1,114,066
A LIST	74,362				74,362
TRAINING	0				0

TOTAL EXPENSES	\$1,188,428				\$1,188,428
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TOTAL INCOME	\$1,316,060				\$1,316,060
TOTAL EXPENSES	1,188,428				1,188,428
SURPLUS(DEFICIT)	\$127,632				\$127,632

UNAUDITED CASH ASSETS	\$1,059,645			
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2016
COMBINED
QUARTERLY RECAP

INCOME	FIRST 2016	SECOND 2016	THIRD 2016	FOURTH 2016	TOTAL
DENTAL/OPTICAL	\$1,128,579	\$1,433,621	\$1,354,509	\$1,262,315	\$5,179,024
A LIST	58,886	89,767	60,547	64,224	273,424
TRAINING	0	0	0	0	0

TOTAL INCOME	\$1,187,465	\$1,523,388	\$1,415,056	\$1,326,539	\$5,452,448
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EXPENSES	FIRST 2016	SECOND 2016	THIRD 2016	FOURTH 2016	TOTAL
DENTAL/OPTICAL	\$1,001,374	\$1,419,473	\$1,333,428	\$1,396,011	\$5,150,286
A LIST	74,529	72,574	75,293	72,425	294,821
TRAINING	0	0	0	0	0

TOTAL EXPENSES	\$1,075,903	\$1,492,047	\$1,408,721	\$1,468,436	\$5,445,107
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TOTAL INCOME	\$1,187,465	\$1,523,388	\$1,415,056	\$1,326,539	\$5,452,448
TOTAL EXPENSES	1,075,903	1,492,047	1,408,721	1,468,436	5,445,107
SURPLUS(DEFICIT)	\$111,562	\$31,341	\$6,335	(\$141,897)	\$7,341

UNAUDITED CASH ASSETS	\$1,333,020	\$1,045,009	\$1,100,620	\$1,463,710
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2017 CONTRIBUTIONS AND HOURS RECAP
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	FIRST 2017	SECOND 2017	THIRD 2017	FOURTH 2017	TOTAL
CONTRIBUTIONS	\$1,302,274				\$1,302,274
HOURS	2,759,819				2,759,819
TOTAL PARTICIPANTS	7,607				7,607
TOTAL "A" LIST PARTICIPANTS	53				53