

**UNITE HERE LOCAL 25 AND
HOTEL ASSOCIATION OF WASHINGTON, D.C.
HEALTH AND WELFARE FUND
FIRST QUARTER
2021**

ADMINISTRATIVE MANAGER'S REPORT

FIRST QUARTER 2021
DENTAL AND OPTICAL CONTRIBUTIONS

COMPANY	RATE	CBA EXP DATE	PARTICIPANTS	CONTRIBUTIONS	HOURS
HOTEL ASSOCIATION CONTRACTS					
BEACON HOTEL	\$0.4410	09-15-22	0	\$0	0
CAPITAL HILTON	0.4410	09-15-22	25	2,954	6,698
CAPITOL SKYLINE HOTEL	0.4410	09-15-22	1	222	504
CONRAD HOTEL	0.4410	09-15-22	52	7,841	17,781
EMBASSY SUITES WASHINGTON D.C.-CONV. CTR	0.4410	09-15-22	26	3,625	8,219
FAIRFAX AT EMBASSY ROW	0.4410	09-15-22		-	
HAY-ADAMS HOTEL	0.4410	09-15-22	34	5,103	11,572
HILTON NATIONAL MALL	0.4410	09-15-22	15	2,803	6,355
HILTON WASH. EMBASSY ROW HOTEL	0.4410	09-15-22	15	2,518	5,709
HYATT REGENCY WASHINGTON ON CAPITOL HILL	0.4410	09-15-22	27	2,786	6,317
JEFFERSON HOTEL	0.4410	09-15-22		-	
MARRIOTT MARQUIS	0.4410	09-15-22		-	
MARRIOTT WARDMAN PARK	0.4410	09-15-22		-	
MANDARIN ORIENTAL HOTEL	0.4410	09-15-22	50	7,923	17,967
OMNI-SHOREHAM HOTEL	0.4410	09-15-22	18	1,892	4,290
PHOENIX PARK HOTEL	0.4410	09-15-22	7	902	2,045
RENAISSANCE MAYFLOWER HOTEL	0.4410	09-15-22	44	4,652	10,549
ST. REGIS WASHINGTON, D.C	0.4410	09-15-22		-	
THE MADISON WASH. DC, A HILTON HOTEL	0.4410	09-15-22	1	64	144
WASHINGTON COURT HOTEL ¹	0.4410	09-15-22	14	1,607	3,643
HILTON WASHINGTON DC CAPITOL HILL	0.4410	09-15-22		-	
WASHINGTON HILTON HOTEL & TOWERS	0.4410	09-15-22	24	1,560	3,538
W HOTEL	0.4410	09-15-22	52	6,099	13,829
YOTEL	0.4410	09-15-22		-	
SIGNATORY TO HOTEL ASSOCIATION CONTRACT					
HARRINGTON HOTEL	0.4410	09-15-22	14	2,130	4,829
POWERSCOURT RESTAURANT	0.4410	09-15-22		-	
HILTON CRYSTAL CITY@REAGAN NATL	0.4410	11-15-22	14	3,499	7,935
INDEPENDENTS					
AC HOTEL NATIONAL HARBOR	0.4410	11-01-22	19	2,325	5,273
CHARLIE PALMER'S STEAK:DC	0.4410	06-30-21		-	
COURTYARD RESIDENCE INN	0.4410	09-15-22	26	3,883	8,805
DOUBLETREE HOTEL CRYSTAL CITY-AIRPORT	0.4410	10-15-22	45	5,230	11,859
EATON HOTEL	0.4410	09-15-22	10	1,651	3,744
EMBASSY SUITES CRYSTAL CITY-NATL. AIRPORT	0.4410	10-15-22	14	2,007	4,552
EMBASSY SUITES @ CHEVY CHASE	0.4410	03-15-24	15	2422	5,493
GAYLORD NATL.RESORT AND CONFERENCE CTR.	0.4410	11-01-22	6	235	533
HILTON MCLEAN TYSONS CORNER	0.4410	10-15-22		-	
MGM RESORTS INT.	0.4410	10-31-22	516	80,295	182,075
MONACO	0.4410	09-15-22	5	299	679
NATIONAL DEMOCRATIC CLUB	0.0750	04-30-20	7	130	1,734
NATIONAL PRESS CLUB	0.4416	10-15-22	14	1,196	2,709
QUANTUM SERVICES@HAY ADAMS	0.4410	09-15-22	4	310	704
SHERATON PREMIERE HOTEL AT TYSONS CORNER	0.4410	11-15-22	53	6,651	15,082
TRUMP INTL	0.4410	09-15-22	79	7,274	16,495
UNITE HERE LOCAL 25	0.4410	09-15-22	15	2,888	6,548
WOODNER HOTEL	0.4410	05-31-22	8	1,493	3,386
COBRA	VARIABLE		81	15,001	N/A
TOTALS			1,350	\$191,470	401,595

¹WASHINGTON COURT HOTEL BOUGHT BY
HILTON WASHINGTON DC CAPITOL HILL FEB 2021

AVG. HR CONTRIBUTION \$0.4768

AVG. HRS PER MONTH PER
PARTICIPANT 99.16

FIRST QUARTER 2021 DENTAL AND OPTICAL
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EXPENSES

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>AVERAGE HOURLY COST</u>
ADMINISTRATION	\$45,000	\$0.1121
GROUP DENTAL SERVICE	177,837	0.4428
GROUP VISION SERVICE	28,407	0.0707
MISCELLANEOUS	1,180	0.0029
TOTAL	\$252,424	\$0.6285

MISCELLANEOUS

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>AVERAGE HOURLY COST</u>
BANK FEE	\$499	\$0.0012
BREDHOFF & KAISER	515	0.0013
POSTAGE	44	0.0001
PRINTING	122	0.0003
TOTAL	\$1,180	\$0.003

FIRST QUARTER 2021
DENTAL AND OPTICAL
RECAP

	FIRST 2021	SECOND 2021	THIRD 2021	FOURTH 2021	TOTAL
CONTRIBUTIONS	\$191,470				\$191,470
MISCELLANEOUS INCOME ¹	5,191				5,191
INTEREST & DIVIDENDS	7,883				7,883
INVESTMENT INCOME ²	(40,666)				(40,666)

TOTAL INCOME	\$163,878	\$0	\$0	\$0	\$163,878
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EXPENSES					
ADMINISTRATION	\$45,000				\$45,000
GROUP DENTAL	177,837				177,837
GROUP VISION SERVICE	28,407				28,407
MISCELLANEOUS	1,180				1,180

TOTAL EXPENSES	\$252,424	\$0	\$0	\$0	\$252,424
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TOTAL INCOME	\$163,878	\$0	\$0	\$0	\$163,878
TOTAL EXPENSES	252,424	0	0	0	252,424
SURPLUS(DEFICIT)	(\$88,546)	\$0	\$0	\$0	(\$88,546)

TOTAL PARTICIPANTS	1,350			
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TOTAL "A" LIST PARTICIPANTS	3			
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UNAUDITED CASH ASSETS AS OF SEPTEMBER 1, 2018 \$1,483,637.
UNAUDITED CASH ASSETS AS OF SEPTEMBER 30, 2018 \$1,886,017.

UNAUDITED CASH ASSETS AS OF SEPTEMBER 1, 2019 \$1,810,236.
UNAUDITED CASH ASSETS AS OF SEPTEMBER 30, 2019 \$1,854,482.

UNAUDITED CASH ASSETS AS OF SEPTEMBER 1, 2020 \$2,016,613.70
UNAUDITED CASH ASSETS AS OF SEPTEMBER 30, 2020 \$2,007,271.12

¹SHERATON PREMIER P/R AUDIT \$4,760.76 AND P/R AUDIT INTEREST \$429.87

²HARBOR FUND (\$22,442.21) AND DODGE & COX (\$18,224.17)

2020
DENTAL AND OPTICAL
RECAP

	FIRST 2020	SECOND 2020	THIRD 2020	FOURTH 2020	TOTAL
CONTRIBUTIONS	\$1,041,014	\$122,734	\$174,395	\$259,894	\$1,598,037
MISCELLANEOUS INCOME ¹	3,289	7,913	0	1,166	12,368
INTEREST & DIVIDENDS	0	0	0	24,984	24,984
INVESTMENT INCOME ²	9,575	55,947	17,846	(5,486)	77,882

TOTAL INCOME	\$1,053,878	\$186,594	\$192,241	\$280,558	\$1,713,271
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EXPENSES					
ADMINISTRATION	\$64,482	\$46,932	\$3,733	\$68,233	\$183,380
GROUP DENTAL	724,714	216,320	57,178	159,499	1,157,711
GROUP VISION SERVICE	145,649	43,414	12,099	21,145	222,307
MISCELLANEOUS	15,722	10,086	46,264	10,022	82,094

TOTAL EXPENSES	\$950,567	\$316,752	\$119,274	\$258,899	\$1,645,492
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TOTAL INCOME	\$1,053,878	\$186,594	\$192,241	\$280,558	\$1,713,271
TOTAL EXPENSES	950,567	316,752	119,274	258,899	1,645,492
SURPLUS(DEFICIT)	\$103,311	(\$130,158)	\$72,967	\$21,659	\$67,779

TOTAL PARTICIPANTS	6,722	945	1,286	1,626
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TOTAL "A" LIST PARTICIPANTS	39	29	20	16
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UNAUDITED CASH ASSETS AS OF SEPTEMBER 1, 2018 \$1,483,637.
UNAUDITED CASH ASSETS AS OF SEPTEMBER 30, 2018 \$1,886,017.

UNAUDITED CASH ASSETS AS OF SEPTEMBER 1, 2019 \$1,810,236.
UNAUDITED CASH ASSETS AS OF SEPTEMBER 30, 2019 \$1,854,482.

UNAUDITED CASH ASSETS AS OF SEPTEMBER 1, 2020 \$2,016,613.70
UNAUDITED CASH ASSETS AS OF SEPTEMBER 30, 2020 \$2,007,271.12

¹RESTAURANT ASSOC/KENNEDY CNTR P/R AUDIT \$889.97 AND P/R AUDIT INTEREST \$276.51

²HARBOR FUND (\$5193.42) AND DODGE & COX (\$292.46)

FIRST QUARTER 2021
DENTAL AND OPTICAL
HOURLY RECAP

	FIRST 2021	SECOND 2021	THIRD 2021	FOURTH 2021	AVERAGE TOTAL
HOURLY CONTRIBUTIONS	\$0.4768				\$0.4768
MISCELLANEOUS INCOME	0.0129				0.0129
INTEREST & DIVIDENDS	0.0196				0.0196

TOTAL INCOME	\$0.5093	\$0.0000	\$0.0000	\$0.0000	\$0.5093
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EXPENSES					
ADMINISTRATION	\$0.1121				\$0.1121
GROUP DENTAL SERVICE	0.4428				0.4428
GROUP VISION SERVICE	0.0707				0.0707
MISCELLANEOUS	0.0029				0.0029

TOTAL EXPENSES	\$0.6285	\$0.0000	\$0.0000	\$0.0000	\$0.6285
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TOTAL INCOME	\$0.5093	\$0.0000	\$0.0000	\$0.0000	\$0.5093
TOTAL EXPENSES	0.6285	-	-	-	0.6285
SURPLUS(DEFICIT)	(\$0.1192)	\$0.0000	\$0.0000	\$0.0000	(\$0.1192)

FIRST QUARTER 2021
TRAINING
RECAP

	FIRST 2021	SECOND 2021	THIRD 2021	FOURTH 2021	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				

2020 TRAINING RECAP
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	FIRST 2020	SECOND 2020	THIRD 2020	FOURTH 2020	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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FIRST QUARTER 2021
A LIST
CONTRIBUTIONS

COMPANY	RATE	CONTRIBUTIONS	FUNCTIONS
CAPITAL HILTON	\$10.16	NONE REPORTED	0
CAPITOL SKYLINE HOTEL	10.16	NONE REPORTED	0
EMBASSY SUITES WASHINGTON D.C-CONV. CTR.	10.16	NONE REPORTED	0
HAY-ADAMS HOTEL	10.16	NONE REPORTED	0
HILTON WASH. EMBASSY ROW HOTEL	10.16	NONE REPORTED	0
HYATT REGENCY WASHINGTON ON CAPITOL HILL	10.16	NONE REPORTED	0
LIAISON CAPITOL HILL	10.16	NONE REPORTED	0
MADISON HOTEL	10.16	NONE REPORTED	0
MARRIOTT WARDMAN PARK	10.16	NONE REPORTED	0
OMNI-SHOREHAM HOTEL	10.16	NONE REPORTED	0
RENAISSANCE MAYFLOWER HOTEL	10.16	NONE REPORTED	0
ST. REGIS WASHINGTON, D.C	10.16	NONE REPORTED	0
W HOTEL	10.16	NONE REPORTED	0
WASHINGTON COURT HOTEL	10.16	NONE REPORTED	0
WASHINGTON HILTON HOTEL & TOWERS	10.16	NONE REPORTED	0
¹ A LIST SELF PAY INDIVIDUAL	575.04	3,549	
¹ A LIST SELF PAY EMPLOYEE & SPOUSE	1,240.83	4,086	
¹ A LIST SELF PAY EMPLOYEE & CHILD, CHILDREN		0	
¹ A LIST SELF PAY FAMILY	1,850.30	0	
TOTAL		\$7,635	-

AVG. FUNCTION PER MONTH

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¹RATE INCREASE NOVEMBER 1, 2020

FIRST QUARTER 2021 A LIST

EXPENSES

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>RATE</u>
KAISER ¹	\$8,071	\$572.44/\$1,545.59
TOTAL	\$8,071	Individual/Family

¹RATE INCREASE NOVEMBER 1, 2020

2021
A LIST
QUARTERLY RECAP

	FIRST 2021	SECOND 2021	THIRD 2021	FOURTH 2021	TOTAL
CONTRIBUTIONS	\$7,635				\$7,635
MISCELLANEOUS INCOME					0

TOTAL INCOME	\$7,635	\$0	\$0	\$0	\$7,635
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EXPENSES					
PROVIDER	\$8,071				\$8,071
MISCELLANEOUS					0

TOTAL EXPENSES	\$8,071	\$0	\$0	\$0	\$8,071
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TOTAL INCOME	\$7,635	\$0	\$0	\$0	\$7,635
TOTAL EXPENSES	8,071	-	-	-	8,071
SURPLUS (DEFICIT)	(\$436)	\$0	\$0	\$0	(\$436)

RESERVES	\$88,779		\$0	\$0	
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\$89,215

2020
A LIST
QUARTERLY RECAP

	FIRST 2020	SECOND 2020	THIRD 2020	FOURTH 2020	TOTAL
CONTRIBUTIONS	\$53,567	\$15,843	\$16,719	\$9,695	\$95,824
MISCELLANEOUS INCOME	0	0	0	0	0

TOTAL INCOME	\$53,567	\$15,843	\$16,719	\$9,695	\$95,824
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EXPENSES					
PROVIDER	\$67,195	\$58,687	\$37,828	\$14,696	\$178,406
MISCELLANEOUS	0	0	0	0	0

TOTAL EXPENSES	\$67,195	\$58,687	\$37,828	\$14,696	\$178,406
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TOTAL INCOME	\$53,567	\$15,843	\$16,719	\$9,695	\$95,824
TOTAL EXPENSES	67,195	58,687	37,828	14,696	178,406
SURPLUS (DEFICIT)	(\$13,628)	(\$42,844)	(\$21,109)	(\$5,001)	(\$82,582)

RESERVES	\$158,169	\$115,325	\$94,216	\$89,215	
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FIRST QUARTER 2021
A LIST
FUNCTION RECAP

	FIRST 2021	SECOND 2021	THIRD 2021	FOURTH 2021	AVG. TOTAL
CONTRIBUTIONS	\$0.00				\$0.00
MISCELLANEOUS INCOME	\$0.00				\$0.00
TOTAL INCOME	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
EXPENSES					
PROVIDER	\$0.00				\$0.00
MISCELLANEOUS	\$0.00				\$0.00
TOTAL EXPENSES	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL INCOME	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL EXPENSES	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SURPLUS (DEFICIT)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

FIRST QUARTER 2021
COMBINED
QUARTERLY RECAP

INCOME	FIRST 2021	SECOND 2021	THIRD 2021	FOURTH 2021	TOTAL
DENTAL/OPTICAL	\$163,878				\$163,878
A LIST	7,635				7,635
TRAINING	0	0	0	0	0

TOTAL INCOME	\$171,513	\$0	\$0	\$0	\$171,513
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EXPENSES	FIRST 2021	SECOND 2021	THIRD 2021	FOURTH 2021	TOTAL
DENTAL/OPTICAL	\$252,424				\$252,424
A LIST	8,071				8,071
TRAINING	0	0	0	0	0

TOTAL EXPENSES	\$260,495	\$0	\$0	\$0	\$260,495
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TOTAL INCOME	\$171,513	\$0	\$0	\$0	\$171,513
TOTAL EXPENSES	260,495	0	0	0	260,495
SURPLUS(DEFICIT)	(\$88,982)	\$0	\$0	\$0	(\$88,982)

UNAUDITED CASH ASSETS	\$1,880,971			
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2020
COMBINED
QUARTERLY RECAP

INCOME	FIRST 2020	SECOND 2020	THIRD 2020	FOURTH 2020	TOTAL
DENTAL/OPTICAL	\$1,053,878	\$186,594	\$192,241	\$280,558	\$1,713,271
A LIST	53,567	15,843	16,719	9,695	95,824
TRAINING	0	0	0	0	0

TOTAL INCOME	\$1,107,445	\$202,437	\$208,960	\$290,253	\$1,809,095
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EXPENSES					
DENTAL/OPTICAL	\$950,567	\$316,752	\$119,274	\$258,899	\$1,645,492
A LIST	67,195	58,687	37,828	14,696	178,406
TRAINING	0	0	0	0	0

TOTAL EXPENSES	\$1,017,762	\$375,439	\$157,102	\$273,595	\$1,823,898
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TOTAL INCOME	\$1,107,445	\$202,437	\$208,960	\$290,253	\$1,809,095
TOTAL EXPENSES	1,017,762	375,439	157,102	273,595	1,823,898
SURPLUS(DEFICIT)	\$89,683	(\$173,002)	\$51,858	\$16,658	(\$14,803)

UNAUDITED CASH ASSETS	\$1,955,473	\$1,954,025	\$2,007,271	\$2,099,168	
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2021 CONTRIBUTIONS AND HOURS RECAP
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	FIRST 2021	SECOND 2021	THIRD 2021	FOURTH 2021	AVG TOTAL
CONTRIBUTIONS	\$199,105				\$199,105
HOURS	401,595				401,595
TOTAL PARTICIPANTS	1,350				1,350
TOTAL "A" LIST PARTICIPANTS	3				3