

**UNITE HERE LOCAL 25 AND
HOTEL ASSOCIATION OF WASHINGTON, D.C.
HEALTH AND WELFARE FUND
SECOND QUARTER
2020**

ADMINISTRATIVE MANAGER'S REPORT

SECOND QUARTER 2020
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	0	0	0
CAPITOL SKYLINE HOTEL	0.4410	09-15-22	2	174	394
EMBASSY SUITES WASHINGTON D.C.-CONV. CTR	0.4410	09-15-22	16	2479	5,622
FAIRFAX AT EMBASSY ROW	0.4410	09-15-22	0	0	0
HAY-ADAMS HOTEL	0.4410	09-15-22	0	0	0
HILTON NATIONAL MALL	0.4410	09-15-22	0	0	0
HILTON WASH. EMBASSY ROW HOTEL	0.4410	09-15-22	6	741	1,681
HYATT REGENCY WASHINGTON ON CAPITOL HILL ¹	0.4410	09-15-22	82	24474	55,497
JEFFERSON HOTEL	0.4410	09-15-22	0	0	0
LIAISON CAPITOL HILL ²	0.4410	09-15-22	0	0	0
MARRIOTT MARQUIS	0.4410	09-15-22	26	789	1,789
MARRIOTT WARDMAN PARK ¹	0.4410	09-15-22	145	22631	51,318
MANDARIN ORIENTAL HOTEL	0.4410	09-15-22	0	0	0
OMNI-SHOREHAM HOTEL	0.4410	09-15-22	26	1573	3,566
PHOENIX PARK HOTEL ¹	0.4410	09-15-22	13	1834	4,158
RENAISSANCE MAYFLOWER HOTEL	0.4410	09-15-22	1	85	192
ST. REGIS WASHINGTON, D.C	0.4410	09-15-22	16	2626	5,954
THE MADISON WASH. DC, A HILTON HOTEL	0.4410	09-15-22	1	92	208
WASHINGTON COURT HOTEL	0.4410	09-15-22	30	2631	5,966
WASHINGTON HILTON HOTEL & TOWERS	0.4410	09-15-22	24	1232	2,793
W HOTEL	0.4410	09-15-22	6	643	1,459
YOTEL HOTEL ³	0.4410	09-15-22	6	103	234
SIGNATORY TO HOTEL ASSOCIATION CONTRACT					
HARRINGTON HOTEL	0.4410	09-15-22	14	2123	4,815
POWERSCOURT RESTAURANT ¹	0.4410	09-15-22	3	228	517
HILTON CRYSTAL CITY@REAGAN NATL	0.4410	11-15-22	5	412	935
INDEPENDENTS					
AC HOTEL NATIONAL HARBOR	0.4410	11-01-22	8	635	1,441
AVALON CATERERS	0.4410	07-31-20	0	0	0
CHARLIE PALMER'S STEAK:DC	0.4410	06-30-21	0	0	0
COURTYARD RESIDENCE INN	0.4410	09-15-22	19	1619	3,672
DOUBLETREE HOTEL CRYSTAL CITY-AIRPORT	0.4410	10-15-22	69	7011	15,898
EATON HOTEL ¹	0.4410	09-15-22	20	2408	5,460.00
EMBASSY SUITES CRYSTAL CITY-NATL. AIRPORT ¹	0.4410	10-15-22	20	3319	7,527
GAYLORD NATL.RESORT AND CONFERENCE CTR. ^{1, 4}	0.4410	11-01-22	215	21732	49,279
HILTON MCLEAN TYSONS CORNER	0.4410	10-15-22	47	4784	10,849
MGM RESORTS INT.	0.4410	10-31-22	3	376	853
MONACO	0.4410	09-15-22	0	0	0
NATIONAL DEMOCRATIC CLUB	0.0750	04-30-20	8	183	2,440
NATIONAL PRESS CLUB	0.4416	10-15-22	6	587	1,330
QUANTUM SERVICES@HAY ADAMS	0.4410	09-15-22	1	1	3
SHERATON PREMIERE HOTEL AT TYSONS CORNER ²	0.4410	11-15-22	0	0	0
TRUMP INTL	0.4410	09-15-22	40	2135	4,841
UNITE HERE LOCAL 25	0.4410	09-15-22	26	5719	12,969
WOODNER HOTEL	0.4410	05-31-22	8	1615	3,661
COBRA	VARIABLE		33	5,740	N/A
TOTALS			945	\$122,734	267,321

¹CONTRIBUTIONS INCLUDE MARCH 2020

² NO LONGER PARTICIPATING AS OF MARCH 31, 2020

³ NEW EMPLOYER AS OF APRIL 2020

⁴ DELINQUENT FOR JUNE 2020

AVG. HR CONTRIBUTION \$0.4591

AVG. HRS PER MONTH PER PARTICIPANT 94.29

SECOND QUARTER 2020 DENTAL AND OPTICAL

EXPENSES

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>AVERAGE HOURLY COST</u>
ADMINISTRATION	\$46,932	\$0.1756
GROUP DENTAL SERVICE	216,320	0.8092
GROUP VISION SERVICE	43,414	0.1624
MISCELLANEOUS	10,086	0.0377
TOTAL	\$316,752	\$1.1849

MISCELLANEOUS

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>AVERAGE HOURLY COST</u>
BREDHOFF & KAISER	\$5,665	\$0.0212
AUDITOR	448	0.0017
BANK FEES	202	0.0008
MEETING	128	0.0005
PAYROLL AUDITOR	1,500	0.0056
PRINTING	108	0.0004
POSTAGE	232	0.0009
SEYFARTH	1,803	0.0067
TOTAL	\$10,086	\$0.038

SECOND QUARTER 2020
DENTAL AND OPTICAL
RECAP

	FIRST 2020	SECOND 2020	THIRD 2020	FOURTH 2020	TOTAL
CONTRIBUTIONS	\$1,041,014	\$122,734			\$1,163,748
MISCELLANEOUS INCOME ¹	3,289	7,913			11,202
INTEREST & DIVIDENDS	0	0			0
INVESTMENT INCOME ²	9,575	55,947			65,522

TOTAL INCOME	\$1,053,878	\$186,594			\$1,240,472
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EXPENSES					
ADMINISTRATION	\$64,482	\$46,932			\$111,414
GROUP DENTAL	724,714	216,320			941,034
GROUP VISION SERVICE	145,649	43,414			189,063
MISCELLANEOUS	15,722	10,086			25,808

TOTAL EXPENSES	\$950,567	\$316,752			\$1,267,319
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TOTAL INCOME	\$1,053,878	\$186,594			\$1,240,472
TOTAL EXPENSES	950,567	316,752			1,267,319
SURPLUS(DEFICIT)	\$103,311	(\$130,158)			(\$26,847)

TOTAL PARTICIPANTS	6,722	945			
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TOTAL "A" LIST PARTICIPANTS	39	29			
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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.

¹MISCELLANEOUS INCOME:CAPITAL SKYLINE PAYROLL AUDIT \$6,577.70 AND INTEREST \$1,334.96.

²INVESTMENTS: HARBOR FUNDS \$28,617.56. DODGE & COX FUNDS \$27,329.06.

2019
DENTAL AND OPTICAL
RECAP

	FIRST 2019	SECOND 2019	THIRD 2019	FOURTH 2019	TOTAL
CONTRIBUTIONS	\$1,238,184	\$1,416,322	\$1,302,658	\$1,326,145	\$5,283,309
MISCELLANEOUS INCOME	6,839	5,971	11,335	0	24,145
INTEREST & DIVIDENDS	0	0	0	0	0
INVESTMENT INCOME ¹	33,982	31,670	24,406	2,683	92,741

TOTAL INCOME	\$1,279,005	\$1,453,963	\$1,338,399	\$1,328,828	\$5,400,195
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EXPENSES					
ADMINISTRATION	\$71,421	\$66,010	\$64,457	\$63,451	\$265,339
GROUP DENTAL	819,857	1,119,967	970,615	1,005,099	3,915,538
GROUP VISION SERVICE	180,306	228,185	198,092	207,319	813,902
MISCELLANEOUS	38,072	7,555	48,921	8,679	103,227

TOTAL EXPENSES	\$1,109,656	\$1,421,717	\$1,282,085	\$1,284,548	\$5,098,006
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TOTAL INCOME	\$1,279,005	\$1,453,963	\$1,338,399	\$1,328,828	\$5,400,195
TOTAL EXPENSES	1,109,656	1,421,717	1,282,085	1,284,548	5,098,006
SURPLUS(DEFICIT)	\$169,349	\$32,246	\$56,314	\$44,280	\$302,189

TOTAL PARTICIPANTS	7,634	7,675	7,452	7,575
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TOTAL "A" LIST PARTICIPANTS	45	42	41	40
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SECOND QUARTER 2020
DENTAL AND OPTICAL
HOURLY RECAP

	FIRST 2020	SECOND 2020	THIRD 2020	FOURTH 2020	AVERAGE TOTAL
HOURLY CONTRIBUTIONS	\$0.4405	\$0.4591			\$0.4498
MISCELLANEOUS INCOME	0.0014	0.0296			0.0155
INTEREST & DIVIDENDS	0.0000	0.0000			0.0000

TOTAL INCOME	\$0.4419	\$0.4887			\$0.4653
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EXPENSES					
ADMINISTRATION	\$0.0273	\$0.1756			\$0.1015
GROUP DENTAL SERVICE	0.3067	0.8092			0.5580
GROUP VISION SERVICE	0.0616	0.1624			0.1120
MISCELLANEOUS	0.0067	0.0377			0.0222

TOTAL EXPENSES	\$0.4023	\$1.1849			\$0.7937
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TOTAL INCOME	\$0.4419	\$0.4887			\$0.4653
TOTAL EXPENSES	0.4023	1.1849			0.7937
SURPLUS(DEFICIT)	\$0.0396	(\$0.6962)			(\$0.3284)

SECOND QUARTER 2020
TRAINING
RECAP

	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
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			

2019 TRAINING RECAP

	FIRST 2019	SECOND 2019	THIRD 2019	FOURTH 2019	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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SECOND QUARTER 2020
A LIST
CONTRIBUTIONS

COMPANY	RATE	CONTRIBUTIONS	FUNCTIONS
CAPITAL HILTON	\$10.16	\$0	
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	0	
LIAISON CAPITOL HILL	10.16	0	
MADISON HOTEL	10.16	NONE REPORTED	
MARRIOTT WARDMAN PARK	10.16	0	
OMNI-SHOREHAM HOTEL	10.16	NONE REPORTED	
RENAISSANCE MAYFLOWER HOTEL	10.16	244	24
ST. REGIS WASHINGTON, D.C	10.16	0	
W HOTEL	10.16	NONE REPORTED	
WASHINGTON COURT HOTEL	10.16	0	
WASHINGTON HILTON HOTEL & TOWERS	10.16	0	
A LIST SELF PAY INDIVIDUAL	242.88	13,845	
A LIST SELF PAY EMPLOYEE & SPOUSE	877.17	1,754	
A LIST SELF PAY EMPLOYEE & CHILD, CHILDREN	788.53	0	
A LIST SELF PAY FAMILY	1,074.19	0	
TOTAL		\$15,843	24

AVG. FUNCTION PER MONTH

8

SECOND QUARTER 2020 A LIST

EXPENSES

<u>CATEGORY</u>	<u>AMOUNT</u>	<u>RATE</u>
KAISER	\$58,687	\$563.76/\$1,522.15
TOTAL	\$58,687	

2020
A LIST
QUARTERLY RECAP

	FIRST 2020	SECOND 2020	THIRD 2020	FOURTH 2020	TOTAL
CONTRIBUTIONS	\$53,567	\$15,843			\$69,410
MISCELLANEOUS INCOME	0	0			0

TOTAL INCOME	\$53,567	\$15,843			\$69,410
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EXPENSES					
PROVIDER	\$67,195	\$58,687			\$125,882
MISCELLANEOUS	0	0			0

TOTAL EXPENSES	\$67,195	\$58,687			\$125,882
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TOTAL INCOME	\$53,567	\$15,843			\$69,410
TOTAL EXPENSES	67,195	58,687			125,882
SURPLUS (DEFICIT)	(\$13,628)	(\$42,844)			(\$56,472)

RESERVES	\$158,169	\$115,325			
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2019
A LIST
QUARTERLY RECAP

	FIRST 2019	SECOND 2019	THIRD 2019	FOURTH 2019	TOTAL
CONTRIBUTIONS	\$54,632	\$77,645	\$65,915	\$70,873	\$269,065
MISCELLANEOUS INCOME	0	0	0	0	0

TOTAL INCOME	\$54,632	\$77,645	\$65,915	\$70,873	\$269,065
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EXPENSES					
PROVIDER	\$71,341	\$68,779	\$67,241	\$68,102	\$275,463
MISCELLANEOUS	0	0	0	0	0

TOTAL EXPENSES	\$71,341	\$68,779	\$67,241	\$68,102	\$275,463
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TOTAL INCOME	\$54,632	\$77,645	\$65,915	\$70,873	\$269,065
TOTAL EXPENSES	71,341	68,779	67,241	68,102	275,463
SURPLUS (DEFICIT)	(\$16,709)	\$8,866	(\$1,326)	\$2,771	(\$6,398)

RESERVES	\$161,486	\$170,352	\$169,026	\$171,797	
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SECOND QUARTER 2020
A LIST
FUNCTION RECAP

	FIRST 2020	SECOND 2020	THIRD 2020	FOURTH 2020	AVG. TOTAL
CONTRIBUTIONS	\$10.16	\$10.17			\$10.17
MISCELLANEOUS INCOME	0.00	0.0000			0.00

TOTAL INCOME	\$10.16	\$10.17			\$10.17
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EXPENSES					
PROVIDER	\$26.85	\$2,445.29			\$1,236.07
MISCELLANEOUS	0.00	0.00			0.00

TOTAL EXPENSES	\$26.85	\$2,445.29			\$1,236.07
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TOTAL INCOME	\$10.16	\$10.17			\$10.17
TOTAL EXPENSES	26.85	2,445.29			1,236.07
SURPLUS (DEFICIT)	(\$16.69)	(\$2,435.12)			(\$1,225.90)

SECOND QUARTER 2020
COMBINED
QUARTERLY RECAP

INCOME	FIRST 2020	SECOND 2020	THIRD 2020	FOURTH 2020	TOTAL
DENTAL/OPTICAL	\$1,053,878	\$186,594			\$1,240,472
A LIST	53,567	15,843			69,410
TRAINING	0	0			0

TOTAL INCOME	\$1,107,445	\$202,437			\$1,309,882
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EXPENSES	FIRST 2020	SECOND 2020	THIRD 2020	FOURTH 2020	TOTAL
DENTAL/OPTICAL	\$950,567	\$316,752			\$1,267,319
A LIST	67,195	58,687			125,882
TRAINING	0	0			0

TOTAL EXPENSES	\$1,017,762	\$375,439			\$1,393,201
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TOTAL INCOME	\$1,107,445	\$202,437			\$1,309,882
TOTAL EXPENSES	1,017,762	375,439			1,393,201
SURPLUS(DEFICIT)	\$89,683	(\$173,002)			(\$83,319)

UNAUDITED CASH ASSETS	\$1,955,473	\$1,954,025		
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2019
COMBINED
QUARTERLY RECAP

INCOME	FIRST 2019	SECOND 2019	THIRD 2019	FOURTH 2019	TOTAL
DENTAL/OPTICAL	\$1,153,123	\$1,395,245	\$1,292,481	\$1,429,923	\$5,270,772
A LIST	59,599	73,018	56,776	67,492	256,885
TRAINING	0	0	0	0	0

TOTAL INCOME	\$1,212,722	\$1,468,263	\$1,349,257	\$1,497,415	\$5,527,657
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EXPENSES					
DENTAL/OPTICAL	\$999,018	\$1,401,666	\$1,246,891	\$1,334,749	\$4,982,324
A LIST	71,798	70,866	76,439	75,842	294,945
TRAINING	0	0	0	0	0

TOTAL EXPENSES	\$1,070,816	\$1,472,532	\$1,323,330	\$1,410,591	\$5,277,269
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TOTAL INCOME	\$1,212,722	\$1,468,263	\$1,349,257	\$1,497,415	\$5,527,657
TOTAL EXPENSES	1,070,816	1,472,532	1,323,330	1,410,591	5,277,269
SURPLUS(DEFICIT)	\$141,906	(\$4,269)	\$25,927	\$86,824	\$250,388

UNAUDITED CASH ASSETS	\$1,360,817	\$1,446,090	\$1,886,017	\$2,115,598	
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2020
CONTRIBUTIONS AND HOURS
RECAP

	FIRST 2020	SECOND 2020	THIRD 2020	FOURTH 2020	AVG TOTAL
CONTRIBUTIONS	\$1,094,581	\$138,577			\$616,579
HOURS	2,363,303	267,321			1,315,312
TOTAL PARTICIPANTS	6,722	945			3,834
TOTAL "A" LIST PARTICIPANTS	39	29			34

2019
CONTRIBUTIONS AND HOURS
RECAP

	FIRST 2019	SECOND 2019	THIRD 2019	FOURTH 2019	AVG TOTAL
CONTRIBUTIONS	\$1,292,816	\$1,493,967	\$1,368,573	\$1,326,145	\$1,370,375
HOURS	2,793,706	3,214,739	2,956,076	3,010,315	2,993,709
TOTAL PARTICIPANTS	7,634	7,675	7,452	7,575	7,584
TOTAL "A" LIST PARTICIPANTS	45	42	41	40	42

SECOND QUARTER 2020 DELINQUENT EMPLOYERS

EMPLOYER	CONTRIBUTION MONTH	FIRST LETTER SENT	REFERRED TO COUNSEL
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GAYLORD NATL.RESORT AND CONFERENCE CTR.	JUNE 2020	AUGUST 27, 2020	
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SECOND QUARTER 2020

ACCOUNTS

LOCAL 25 HEALTH & WELFARE

	\$709,638.56	ACCT.# 29876568	HARBOR FUNDS MARKET VALUE AS OF JUNE 30, 2020
	484,360.99	ACCT.# 300227564	DODGE & COX FUNDS MARKET VALUE AS OF JUNE 30, 2020
	760,025.18	ACCT.# 55-00333269	PNC CHECKING ACCOUNT JUNE 30, 2020
TOTAL	\$1,954,024.73		