

**ANNUAL REVENUE SUMMARY**

**Revenue pattern  
was a little unusual:**

<b>2007</b>	<b>\$1,074,787</b>
<b>2008</b>	<b>\$1,141,326</b>
<b>2009</b>	<b>\$499,382</b>
<b>2010</b>	<b>\$818,424</b>
<b>2011</b>	<b>\$1,005,950</b>

•If you asked the Executive Director, “Did you have a revenue decline in 2010?”, the answer would have been, “No, revenue went up 70% in 2010 over 2009”, and the opportunity would have been lost forever.

•By gathering the monthly income statements, ClaimsComp was able to analyze the fluctuation to determine that the magnitude of the drop compared to the like period in 2007-2009 was 53.90%

AGGREGATE DECLINE DATA SUMMARY						
	MAY - JULY	JUN - AUG	JUL - SEPT	AUG - OCT	SEP - NOV	OCT - DEC
<b>2010</b>	<b>156,216</b>	<b>163,976</b>	<b>191,579</b>	<b>173,451</b>	<b>260,033</b>	<b>274,970</b>
<b>2009 Only Result</b>	<b>88,245</b>	<b>139,309</b>	<b>140,375</b>	<b>169,598</b>	<b>133,671</b>	<b>140,815</b>
	<b>77.03%</b>	<b>17.71%</b>	<b>36.48%</b>	<b>2.27%</b>	<b>94.53%</b>	<b>95.27%</b>
<b>2008-2009</b>	<b>267,604</b>	<b>113,926</b>	<b>117,600</b>	<b>115,797</b>	<b>113,007</b>	<b>205,304</b>
<b>Result</b>	<b>-41.62%</b>	<b>43.93%</b>	<b>62.91%</b>	<b>49.79%</b>	<b>130.10%</b>	<b>33.93%</b>
<b>2007-2009 Results</b>	<b>338,873</b>	<b>121,762</b>	<b>92,624</b>	<b>141,589</b>	<b>145,099</b>	<b>231,764</b>
	<b>-53.90%</b>	<b>34.67%</b>	<b>106.84%</b>	<b>22.50%</b>	<b>79.21%</b>	<b>18.64%</b>

•Note that the revenue decrease occurred only in the May-June-July period and no others. It would be very easy for a business (or non-profit) to miss this important fact or forget that it happened. We invest the time to crunch the numbers. Experience matters.

•Even though the street address for this entity was in Zone C with a 0.25x Risk Transfer Premium, we were able to justify including them in Zone B which has a 1.25x Risk Transfer Premium resulting in a Risk Transfer Premium of \$255,599 instead of \$44,463. Experience matters.

•Bottom line: this charity qualifies for a settlement of \$460,078.