

**STATEMENT OF FINANCIAL POSITION
FISCAL YEARS 2014-2018**

	As of 6/30/2014	As of 6/30/2015	As of 6/30/2016	As of 6/30/2017	As of 1/30/2018
Assets					
Cash and Cash Equivalents	\$59,162	\$38,568	\$27,299	\$106,860	\$133,123
Investments	60,204	\$61,278	\$83,234	\$47,552	\$47,754
Accounts Receivable	11,829	\$15,606	\$14,897	\$9,788	\$2,480
Dues Receivable	\$0	\$160	\$0	\$0	\$0
Allowance for Bad Debts	\$0	\$0	\$0	\$0	\$0
Prepaid Expenses	\$0	\$0	\$0	\$0	\$0
Inventory-Gifts/Directories	191	\$0	\$0	\$0	\$0
Total Assets	\$131,386	\$115,612	\$125,430	\$164,200	\$183,357
Liabilities and Net Assets					
Liabilities					
Accounts Payable	\$59,541	\$55,445	\$61,310	\$59,407	\$2,636
Credit Card	\$0	\$2,104	\$1,080	\$1,080	\$1,080
Deferred Dues	\$0	\$6,815	\$6,580	\$6,110	\$0
Deferred Revenue	\$0	\$0	\$0	\$0	\$0
Deferred Sponsorships	\$0	\$3,000	\$10,000	\$5,000	\$0
Misc	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$59,541	\$64,364	\$78,970	\$71,597	\$3,716
Net Assets					
Unrestricted	\$4,093	\$0	\$0	\$0	\$0
Unrestricted-Reserve	\$0	\$0	\$0	\$0	\$0
Reserve	\$63,390	\$46,886	\$42,495	\$88,639	\$175,677
Temporarily Restricted (Lloyd Jones)	\$4,362	\$4,362	\$3,964	\$3,964	\$3,964
Total Net Assets	\$71,845	\$51,248	\$46,459	\$92,603	\$179,641
Total Liabilities and Net Assets	\$131,386	\$115,612	\$125,429	\$164,200	\$183,357

*Note: Target reserve is equal to 4.5 months of FY18 operating expenses or \$118,369

**STATEMENT OF ACTIVITIES- BUDGET TO ACTUAL
FISCAL YEARS 2015-2018**

	FY2015 Actual	FY2016 Actual	FY2017 Actual	FY2018 Budget	Actual 1/30/2018	FY2018 Projected	Est. Budg Variance Pos (Neg)
Revenues							
Dues	\$23,485	\$24,006	\$26,159	\$26,450	\$24,790	\$26,450	\$0
Sponsorship Program	\$38,000	\$45,500	\$52,000	\$48,000	\$42,500	\$48,000	\$0
Sponsorships- Conf/Seminars	\$35,246	\$35,724	\$32,583	\$35,000	\$800	\$35,000	\$0
Interest -Unrestricted	\$1,074	\$3,805	(\$655)	\$1,200	\$222	\$1,200	\$0
Interest - Restricted	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Miscellaneous	\$0	\$500	\$13,053	\$0	\$0	\$0	\$0
Conferences	\$159,366	\$175,525	\$186,970	\$176,500	\$88,915	\$176,500	\$0
<i>Prior Year Conference Revenue</i>	\$0	\$535	\$0	\$0	\$6,298	\$6,298	\$6,298
Special Events	\$0	\$0	\$0	\$500	\$0	\$500	\$0
Seminars/Training	\$4,250	\$11,200	\$7,200	\$10,000	\$16,570	\$20,000	\$10,000
Marketing Promotions	\$0	\$0	\$0	\$0	\$0	\$0	\$0
In-Kind Services	\$20,359	\$0	\$2,600	\$20,000	\$2,600	\$20,000	\$0
Pre-Conference Events	\$735	\$850	\$0	\$0	(\$2,979)	\$0	\$0
Total Revenues	\$282,515	\$297,645	\$319,910	\$317,650	\$179,716	\$333,948	\$16,298
Expenses							
Conferences	\$214,336	\$182,479	\$179,436	\$200,000	\$47,228	\$200,000	\$0
<i>Prior Year Conference Expense</i>	\$0	\$9,958	\$0	\$0	\$0	\$0	\$0
Seminars/Training	\$2,036	\$3,761	\$0	\$4,500	\$2,251	\$4,500	\$0
Speaker Fees	\$0	\$14,533	\$12,254	\$10,000	\$0	\$13,000	\$3,000
Marketing/Promotions	\$69	\$113	\$225	\$200	\$0	\$200	\$0
Pre-Conference Events	\$3,725	\$850	\$0	\$1,200	\$0	\$1,200	\$0
Administrative:	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Audit/ AUP	\$0	\$0	\$0	\$2,200	\$0	\$2,200	\$0
Accounting Services	\$5,772	\$0	\$2,600	\$20,000	\$0	\$20,000	\$0
Board of Dir Meeting	\$4,343	\$5,398	\$4,762	\$4,200	\$2,736	\$4,800	\$600
Insurance- Errors and Omissions	\$1,912	\$956	\$0	\$0	\$956	\$956	\$956
Membership Directories	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Internet Services	\$497	\$1,151	\$1,394	\$1,200	\$763	\$1,400	\$200
Special Events	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Office Equip & Software	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Certificates	\$279	\$0	\$0	\$200	\$0	\$200	\$0
Management Services	\$42,237	\$46,773	\$44,462	\$47,000	\$23,814	\$47,000	\$0
Insurance- General Liability	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Management Commissions	\$16,083	\$20,557	\$17,875	\$15,250	\$692	\$15,250	\$0
Bank & Credit Card Fees	\$12,851	\$12,400	\$10,558	\$9,000	\$7,916	\$10,600	\$1,600
Scholarships	\$200	\$398	\$200	\$200	\$0	\$200	\$0
Bad Debt Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Miscellaneous	\$1,772	\$109	\$0	\$500	(\$42)	\$500	\$0
Total Expenses	\$306,112	\$299,436	\$273,766	\$315,650	\$86,314	\$322,006	\$6,356
Increase (Decrease) in Net Assets	(\$23,597)	(\$1,791)	\$46,144	\$2,000	\$93,402	\$11,942	\$9,942
Net Assets, Beginning of Year	\$71,845	\$48,248	\$46,459	\$92,603	\$92,603	\$92,603	
Net Assets, End of Year	\$48,248	\$46,457	\$92,603	\$94,603	\$186,005	\$104,545	

QUARTERLY CONFERENCES/IGAS/Special Events
Budget to Actual
FY2017- FY2018

	Fall		Winter		Spring		Summer		Total		Budget Variance
	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	
Revenues											
Registrations	35,000.00	\$50,780.00	\$35,000.00	\$38,135.00	\$35,000.00	\$0.00	\$70,000.00	\$0.00	175,000.00	88,915.00	(86,085.00)
Sponsorship/Exhibits	0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		800.00	800.00
Miscellaneous	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		0.00	0.00
Pre-Conference Events	400.00	\$0.00	\$400.00	\$0.00	\$400.00	\$0.00	\$800.00	(\$2,978.72)	2,000.00	-2,978.72	(4,978.72)
Special Events	100.00	\$0.00	\$100.00	\$0.00	\$100.00	\$0.00	\$200.00	\$0.00	500.00	0.00	(500.00)
Total Revenues	35,500.00	\$51,580.00	35,500.00	\$38,135.00	35,500.00	\$0.00	71,000.00	(\$2,978.72)	177,500.00	86,736.28	(90,763.72)
											0.00
Expenses											
Conference Facility	41,300.00	\$39,584.08	\$41,300.00	\$0.00	\$41,300.00	\$0.00	\$82,600.00	\$0.00	206,500.00	39,584.08	(166,915.92)
Speaker Fees	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		0.00	0.00
Marketing/Promotion	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		0.00	0.00
Pre-Conference Events	400.00	\$0.00	\$400.00	\$0.00	\$400.00	\$0.00	\$800.00	\$0.00	2,000.00	0.00	(2,000.00)
Conference Gifts	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		0.00	0.00
Audio/Visual	0.00	\$3,936.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		3,936.70	3,936.70
Conference Supplies	0.00	\$952.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		952.02	952.02
Conference Commission	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$92.04		92.04	92.04
Travel	0.00	\$23.75	\$0.00	\$2,731.21	\$0.00	\$0.00	\$0.00	\$0.00		2,754.96	2,754.96
Miscellaneous (Special Events)	200.00	\$0.00	\$200.00	\$0.00	\$200.00	\$0.00	\$400.00	\$0.00	1,000.00	0.00	(1,000.00)
Total Expenses	41,900.00	44,496.55	41,900.00	2,731.21	41,900.00	0.00	83,800.00	92.04	209,500.00	47,319.80	(162,180.20)
											0.00
Excess (Deficiency) of Revenues Over Expenses	-6,400.00	7,083.45	-6,400.00	35,403.79	-6,400.00	0.00	-12,800.00	-3,070.76	-32,000.00	39,416.48	71,416.48