

**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 3/31/2018
<b>Assets</b>					
Cash and Cash Equivalents	\$59,162	\$38,568	\$27,299	\$106,860	\$101,871
Investments	60,204	\$61,278	\$83,234	\$47,552	\$46,909
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	\$3,764
<b>Total Assets</b>	<b>\$131,386</b>	<b>\$115,612</b>	<b>\$125,430</b>	<b>\$164,200</b>	<b>\$155,024</b>
<b>Liabilities and Net Assets</b>					
<b>Liabilities</b>					
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
<b>Total Liabilities</b>	<b>\$59,541</b>	<b>\$64,364</b>	<b>\$78,970</b>	<b>\$71,597</b>	<b>\$3,716</b>
<b>Net Assets</b>					
Unrestricted	\$4,093	\$0	\$0	\$0	\$0
Unrestricted-Reserve	\$0	\$0	\$0	\$0	\$0
Reserve	\$63,390	\$46,886	\$42,495	\$88,639	\$147,344
Temporarily Restricted (Lloyd Jones)	\$4,362	\$4,362	\$3,964	\$3,964	\$3,964
<b>Total Net Assets</b>	<b>\$71,845</b>	<b>\$51,248</b>	<b>\$46,459</b>	<b>\$92,603</b>	<b>\$151,308</b>
<b>Total Liabilities and Net Assets</b>	<b>\$131,386</b>	<b>\$115,612</b>	<b>\$125,429</b>	<b>\$164,200</b>	<b>\$155,024</b>

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

-154893  
\$155,024  
\$131

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

	<b>FY2015</b>	<b>FY2016</b>	<b>FY2017</b>	<b>FY2018</b>	<b>Actual</b>	<b>FY2018</b>	<b>Est. Budg</b>
	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>3/31/2018</b>	<b>Projected</b>	<b>Variance</b>
							<b>Pos (Neg)</b>
<b>Revenues</b>							
Dues	\$23,485	\$24,006	\$26,159	<b>\$26,450</b>	\$25,730	\$26,450	\$0
Sponsorship Program	\$38,000	\$45,500	\$52,000	<b>\$48,000</b>	\$47,500	\$48,000	\$0
Sponsorships- Conf/Seminars	\$35,246	\$35,724	\$32,583	<b>\$35,000</b>	\$8,950	\$35,000	\$0
Interest -Unrestricted	\$1,074	\$3,805	(\$655)	<b>\$1,200</b>	(\$624)	\$1,200	\$0
Interest - Restricted	\$0	\$0	\$0	<b>\$0</b>	\$0	\$0	\$0
Miscellaneous	\$0	\$500	\$13,053	<b>\$0</b>	\$0	\$0	\$0
Conferences	\$159,366	\$175,525	\$186,970	<b>\$176,500</b>	\$108,485	\$176,500	\$0
<i>Prior Year Conference Revenue</i>	\$0	\$535	\$0	<b>\$0</b>	\$6,298	\$6,298	\$6,298
Special Events	\$0	\$0	\$0	<b>\$500</b>	\$0	\$500	\$0
Seminars/Training	\$4,250	\$11,200	\$7,200	<b>\$10,000</b>	\$18,870	\$20,000	\$10,000
Marketing Promotions	\$0	\$0	\$0	<b>\$0</b>	\$0	\$0	\$0
In-Kind Services	\$20,359	\$0	\$2,600	<b>\$20,000</b>	\$2,600	\$20,000	\$0
Pre-Conference Events	\$735	\$850	\$0	<b>\$0</b>	\$0	\$0	\$0
<b>Total Revenues</b>	<b>\$282,515</b>	<b>\$297,645</b>	<b>\$319,910</b>	<b>\$317,650</b>	<b>\$217,810</b>	<b>\$333,948</b>	<b>\$16,298</b>
<b>Expenses</b>							
Conferences	\$214,336	\$182,479	\$179,436	<b>\$200,000</b>	\$89,457	\$200,000	\$0
<i>Prior Year Conference Expense</i>	\$0	\$9,958	\$0	<b>\$0</b>	\$1,130	\$0	\$0
Seminars/Training	\$2,036	\$3,761	\$0	<b>\$4,500</b>	\$8,859	\$10,000	\$5,500
Speaker Fees	\$0	\$14,533	\$12,254	<b>\$10,000</b>	\$2,829	\$13,000	\$3,000
Marketing/Promotions	\$69	\$113	\$225	<b>\$200</b>	\$0	\$200	\$0
Pre-Conference Events	\$3,725	\$850	\$0	<b>\$1,200</b>	\$0	\$1,200	\$0
Administrative:	\$0	\$0	\$0	<b>\$0</b>	\$0	\$0	\$0
Audit/ AUP	\$0	\$0	\$0	<b>\$2,200</b>	\$0	\$2,200	\$0
Accounting Services	\$5,772	\$0	\$2,600	<b>\$20,000</b>	\$2,200	\$10,000	(\$10,000)
Board of Dir Meeting	\$4,343	\$5,398	\$4,762	<b>\$4,200</b>	\$2,877	\$4,800	\$600
Insurance- Errors and Omissions	\$1,912	\$956	\$0	<b>\$0</b>	\$956	\$956	\$956
Membership Directories	\$0	\$0	\$0	<b>\$0</b>	\$0	\$0	\$0
Internet Services	\$497	\$1,151	\$1,394	<b>\$1,200</b>	\$2,091	\$1,400	\$200
Special Events	\$0	\$0	\$0	<b>\$0</b>	\$0	\$0	\$0
Office Equip & Software	\$0	\$0	\$0	<b>\$0</b>	\$0	\$0	\$0
Certificates	\$279	\$0	\$0	<b>\$200</b>	\$0	\$200	\$0
Management Services	\$42,237	\$46,773	\$44,462	<b>\$47,000</b>	\$35,514	\$47,000	\$0
Insurance- General Liability	\$0	\$0	\$0	<b>\$0</b>	\$0	\$0	\$0
Management Commissions	\$16,083	\$20,557	\$17,875	<b>\$15,250</b>	\$692	\$18,000	\$2,750
Bank & Credit Card Fees	\$12,851	\$12,400	\$10,558	<b>\$9,000</b>	\$9,942	\$10,600	\$1,600
Scholarships	\$200	\$398	\$200	<b>\$200</b>	\$0	\$200	\$0
Bad Debt Expense	\$0	\$0	\$0	<b>\$0</b>	\$0	\$0	\$0
Miscellaneous*	\$1,772	\$109	\$0	<b>\$500</b>	\$2,558	\$2,600	\$2,100
<b>Total Expenses</b>	<b>\$306,112</b>	<b>\$299,436</b>	<b>\$273,766</b>	<b>\$315,650</b>	<b>\$159,105</b>	<b>\$322,356</b>	<b>\$6,706</b>
Increase (Decrease) in Net Assets	(\$23,597)	(\$1,791)	\$46,144	<b>\$2,000</b>	\$58,705	\$11,592	\$9,592
Net Assets, Beginning of Year	\$71,845	\$48,248	\$46,459	<b>\$92,603</b>	\$92,603	\$92,603	
<b>Net Assets, End of Year</b>	<b>\$48,248</b>	<b>\$46,457</b>	<b>\$92,603</b>	<b>\$94,603</b>	<b>\$151,308</b>	<b>\$104,195</b>	

\* \$2,600 expense hard coded to offset \$2,600 in-kind revenue

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

Revenues	Fall		Winter		Spring		Summer		Total		Budget Variance
	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	
Registrations	35,000.00	\$50,780.00	\$35,000.00	\$43,185.00	\$35,000.00	\$12,520.00	\$70,000.00	\$0.00	175,000.00	106,485.00	(68,515.00)
Sponsorship/Exhibits	0.00	\$800.00	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$7,750.00		8,950.00	8,950.00
Miscellaneous	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,000.00		2,000.00	2,000.00
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)
Special Events	100.00	\$0.00	\$100.00	\$0.00	\$100.00	\$0.00	\$200.00	\$0.00	500.00	0.00	(500.00)
<b>Total Revenues</b>	<b>35,500.00</b>	<b>\$51,580.00</b>	<b>35,500.00</b>	<b>\$43,585.00</b>	<b>35,500.00</b>	<b>\$12,520.00</b>	<b>71,000.00</b>	<b>\$9,750.00</b>	<b>177,500.00</b>	<b>117,435.00</b>	<b>(60,065.00)</b>
											0.00
<b>Expenses</b>											0.00
Conference Facility	41,300.00	\$39,584.08	\$41,300.00	\$38,757.20	\$41,300.00	\$0.00	\$82,600.00	\$0.00	206,500.00	78,341.28	(128,158.72)
Speaker Fees	0.00	\$2,400.00	\$0.00	\$429.29	\$0.00	\$0.00	\$0.00	\$0.00		2,829.29	2,829.29
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	\$3,015.00	\$0.00	\$0.00	\$0.00	\$0.00		6,951.70	6,951.70
Conference Supplies	0.00	\$952.02	\$0.00	\$429.00	\$0.00	\$0.00	\$0.00	\$0.00		1,381.02	1,381.02
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	\$2,759.14	\$0.00	\$0.00	\$0.00	\$0.00		2,782.89	2,782.89
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)
<b>Total Expenses</b>	<b>41,900.00</b>	<b>46,896.55</b>	<b>41,900.00</b>	<b>45,389.63</b>	<b>41,900.00</b>	<b>0.00</b>	<b>83,800.00</b>	<b>92.04</b>	<b>209,500.00</b>	<b>92,378.22</b>	<b>(117,121.78)</b>
											0.00
<b>Excess (Deficiency) of Revenues</b>											0.00
<b>Over Expenses</b>	<b>-6,400.00</b>	<b>4,683.45</b>	<b>-6,400.00</b>	<b>-1,804.63</b>	<b>-6,400.00</b>	<b>12,520.00</b>	<b>-12,800.00</b>	<b>9,657.96</b>	<b>-32,000.00</b>	<b>25,056.78</b>	<b>57,056.78</b>