

**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 9/30/2017
Assets					
Cash and Cash Equivalents	\$59,162	\$38,568	\$27,299	\$106,860	\$82,570
Investments	60,204	\$61,278	\$83,234	\$47,552	\$48,090
Accounts Receivable	11,829	\$15,606	\$14,897	\$9,788	\$8,678
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	\$125,429	\$164,201	\$139,338
Liabilities and Net Assets					
Liabilities					
Accounts Payable	\$59,541	\$55,445	\$61,310	\$59,407	\$2,636
BOA Bank 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	\$71,598	\$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	\$131,658
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	\$135,622
Total Liabilities and Net Assets	\$131,386	\$115,612	\$125,429	\$164,201	\$139,338

*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 9/30/2017	FY2018 Projected	Est. Budg Variance Pos (Neg)
Revenues							
Dues	\$23,485	\$24,006	\$26,159	\$26,450	\$17,810	\$26,450	\$0
Sponsorship Program	\$38,000	\$45,500	\$52,000	\$48,000	\$11,000	\$48,000	\$0
Sponsorships- Conf/Seminars	\$35,246	\$35,724	\$32,583	\$35,000	\$0	\$35,000	\$0
Interest -Unrestricted	\$1,074	\$3,805	(\$655)	\$1,200	\$537	\$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	\$0	\$176,500	\$0
<i>Prior Year Conference Revenue</i>	\$0	\$535	\$0	\$0	\$100	\$0	\$0
Special Events	\$0	\$0	\$0	\$500	\$0	\$500	\$0
Seminars/Training	\$4,250	\$11,200	\$7,200	\$10,000	\$6,700	\$10,000	\$0
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	\$0	\$0	\$0
Total Revenues	\$282,515	\$297,646	\$319,911	\$317,650	\$38,747	\$317,650	\$0
Expenses							
Conferences	\$214,336	\$182,479	\$179,436	\$200,000	\$0	\$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	\$0	\$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	\$2,531	\$4,800	\$600
Insurance- Errors and Omissions	\$1,912	\$956	\$0	\$0	\$956	\$0	\$0
Membership Directories	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Internet Services	\$497	\$1,151	\$1,394	\$1,200	\$171	\$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	\$8,214	\$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	\$2,305	\$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	\$8	\$500	\$0
Total Expenses	\$306,112	\$299,434	\$273,767	\$315,650	\$14,878	\$321,050	\$5,400
Increase (Decrease) in Net Assets	(\$23,597)	(\$1,789)	\$46,144	\$2,000	\$23,870	(\$3,400)	(\$5,400)
Net Assets, Beginning of Year	\$71,845	\$48,248	\$46,459	\$92,603	\$92,603	\$92,603	
Net Assets, End of Year	\$48,248	\$46,459	\$92,603	\$94,603	\$116,473	\$89,203	

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		\$0.00		\$0.00		\$0.00		\$0.00	175,000.00	0.00	(175,000.00)
Sponsorship/Exhibits		\$0.00		\$0.00		\$0.00		\$0.00		0.00	0.00
Miscellaneous		\$0.00		\$0.00		\$0.00		\$0.00		0.00	0.00
Pre-Conference Events		\$0.00		\$0.00		\$0.00		\$0.00	2,000.00	0.00	(2,000.00)
Special Events		\$0.00		\$0.00		\$0.00		\$0.00	500.00	0.00	(500.00)
Total Revenues	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	177,500.00	0.00	(177,500.00)
											0.00
Expenses											
Conference Facility		\$0.00		\$0.00		\$0.00		\$0.00	206,500.00	0.00	(206,500.00)
Speaker Fees		\$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
Pre-Conference Events		\$0.00		\$0.00		\$0.00		\$0.00	2,000.00	0.00	(2,000.00)
Conference Gifts		\$0.00		\$0.00		\$0.00		\$0.00		0.00	0.00
Audio/Visual		\$0.00		\$0.00		\$0.00		\$0.00		0.00	0.00
Conference Supplies		\$0.00		\$0.00		\$0.00		\$0.00		0.00	0.00
Conference Commission		\$0.00		\$0.00		\$0.00		\$92.04		92.04	92.04
Travel		\$0.00		\$0.00		\$0.00		\$0.00		0.00	0.00
Miscellaneous (Special Events)		\$0.00		\$0.00		\$0.00		\$0.00	1,000.00	0.00	(1,000.00)
Total Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	92.04	209,500.00	92.04	(209,407.96)
											0.00
Excess (Deficiency) of Revenues Over Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-92.04	-32,000.00	-92.04	31,907.96