

**STATEMENT OF FINANCIAL POSITION  
FISCAL YEARS 2017-2020**

	<b>As of 6/30/2017</b>	<b>As of 6/30/2018</b>	<b>As of 6/30/2019</b>	<b>As of 6/30/2020</b>
<b>Assets</b>				
Cash and Cash Equivalents	\$ 106,450	\$ 124,589	\$ 195,117	\$ 112,254
Investments	47,552	47,178	50,517	54,292
Accounts Receivable	9,788	13,100	16,671	8,850
Prepaid Expenses	-	-	-	5,106
Inventory-Gifts/Directories	2,918	6,682	3,764	3,764
<b>Total Assets</b>	<b>\$ 166,708</b>	<b>\$ 191,549</b>	<b>\$ 266,069</b>	<b>\$ 184,266</b>
<b>Liabilities and Net Assets</b>				
<b>Liabilities</b>				
Accounts Payable and Accrued Expenses	\$ 59,407	\$ 61,672	\$ 98,558	\$ 5,267
BOA Bank Card	1,080	1,080	-	-
Deferred Dues	6,110	1,790	5,140	8,770
Deferred Revenue	-	-	-	10,114
Deferred Sponsorships	5,000	8,000	3,000	5,000
Misc	-	-	-	-
<b>Total Liabilities</b>	<b>\$ 71,597</b>	<b>\$ 72,542</b>	<b>\$ 106,698</b>	<b>\$ 29,151</b>
<b>Net Assets</b>				
Reserve	\$ 91,347	\$ 115,043	\$ 155,408	\$ 152,567
Temporarily Restricted (Lloyd Jones)	3,764	3,964	3,964	2,548
<b>Total Net Assets</b>	<b>\$ 95,111</b>	<b>\$ 119,007</b>	<b>\$ 159,372</b>	<b>\$ 155,115</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 166,708</b>	<b>\$ 191,549</b>	<b>\$ 266,070</b>	<b>\$ 184,266</b>

**STATEMENT OF ACTIVITIES- BUDGET TO ACTUAL  
FISCAL YEARS 2017-2020**

	<b>FY2017</b>	<b>FY2018</b>	<b>FY2019</b>	<b>FY2020</b>	<b>Actual</b>	<b>Projected</b>	<b>Est. Budget</b>
	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>6/30/2020</b>		<b>Variance</b>
							<b>Pos (Neg)</b>
<b>Revenues</b>							
Dues	\$ 44,551	\$ 26,705	\$ 25,705	\$ 28,000	\$ 22,646	\$ 25,000	\$ 5,354
Sponsorship Program	45,684	47,500	62,250	75,000	39,500	37,000	35,500
Sponsorships- Conf/Seminars-Exhibitors	23,425	27,395	26,246	10,000	2,400	4,000	7,600
Interest -Unrestricted	(655)	(355)	3,360	2,400	3,775	2,400	(1,375)
Miscellaneous	-	-	350	-	1,000	-	(1,000)
Conferences	185,470	176,790	170,348	200,000	88,856	95,000	111,144
<i>Prior Year Conference Revenue</i>	-	100	2,400	-	9,764	-	(9,764)
Seminars/Training	7,200	22,770	17,565	22,000	3,250	6,000	18,750
Marketing Promotions	1,500	2,000	2,150	-	-	-	-
In-Kind Services	2,600	-	24,006	2,600	-	2,600	2,600
<b>Total Revenues</b>	<b>\$ 309,775</b>	<b>\$ 302,905</b>	<b>\$ 334,380</b>	<b>\$ 340,000</b>	<b>\$ 171,191</b>	<b>\$ 172,000</b>	<b>\$ 168,809</b>
<b>Expenses</b>							
Conferences	\$ 179,436	\$ 179,953	\$ 192,988	\$ 210,000	\$ 95,011	\$ 92,000	\$ 114,989
<i>Prior Year Conference Expense</i>	-	1,130	-	-	1,718	-	(1,718)
Seminars/Training	-	9,744	11,081	10,000	6,268	6,000	3,732
Speaker Fees	12,254	11,734	10,575	15,000	3,203	6,000	11,797
Marketing/Promotions	225	-	-	500	-	300	500
Pre-Conference Events	-	1,836	-	-	-	-	-
Administrative:							
Audit/ AUP	-	-	-	2,200	-	2,200	2,200
Accounting Services	2,600	2,200	7,175	2,600	6,661	12,100	(4,061)
Board of Dir Meeting	4,762	5,808	7,751	6,000	4,003	6,000	1,997
Insurance- Errors and Omissions	-	956	956	1,000	956	1,000	44
Internet Services	1,394	3,061	4,342	3,600	5,328	6,000	(1,728)
Office Equip & Software	-	-	-	-	219	-	(219)
Management Services	44,462	46,614	48,800	48,000	43,223	48,000	4,777
Management Commissions	17,875	1,292	1,009	2,000	-	-	2,000
Bank & Credit Card Fees	10,558	14,115	8,520	15,000	7,893	8,000	7,107
Scholarships	200	608	205	1,000	-	1,000	1,000
Miscellaneous	(13,053)	(42)	3,594	3,100	965	3,100	2,135
<b>Total Expenses</b>	<b>\$ 260,713</b>	<b>\$ 279,009</b>	<b>\$ 296,996</b>	<b>\$ 320,000</b>	<b>\$ 175,448</b>	<b>\$ 191,700</b>	<b>\$ 144,552</b>
Increase in Net Assets	49,062	23,896	37,384	20,000	(4,257)	(19,700)	24,257
Prior Period Adjustment	-	-	2,981	-	-	-	-
Net Assets, Beginning of Year	46,049	95,111	119,007	159,372	159,372	159,372	159,372
<b>Net Assets, End of Year</b>	<b>\$ 95,111</b>	<b>\$ 119,007</b>	<b>\$ 159,372</b>	<b>\$ 179,372</b>	<b>\$ 155,115</b>	<b>\$ 139,672</b>	<b>\$ 183,629</b>

**QUARTERLY CONFERENCES/IGAS/Special Events**  
**Budget to Actual**  
**FY2020**

	Fall		Winter		Spring		Summer		Total		Budget Variance
	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	
<b>Revenues</b>											
Registrations	\$ 40,000	\$ 48,791	\$ 40,000	\$ 40,065	\$ 40,000	\$ -	\$ 80,000	\$ -	\$ 200,000	\$ 88,856	\$ 111,144
Sponsorship/Exhibits	2,000	1,200	2,000	1,200	2,000	-	4,000	-	10,000	2,400	7,600
<b>Total Revenues</b>	<b>\$ 42,000</b>	<b>\$ 49,991</b>	<b>\$ 42,000</b>	<b>\$ 41,265</b>	<b>\$ 42,000</b>	<b>\$ -</b>	<b>\$ 84,000</b>	<b>\$ -</b>	<b>\$ 210,000</b>	<b>\$ 91,256</b>	<b>\$ 118,744</b>
<b>Expenses</b>											
Conference Facility	\$ 42,000	\$ 47,212	\$ 42,000	\$ 38,139	\$ 42,000	\$ -	\$ 84,000	\$ -	\$ 210,000	\$ 85,352	\$ 124,648
Speaker Fees	3,000	2,600	3,000	603	3,000	-	6,000	2,966	15,000	6,169	8,831
Marketing/Promotion	100	-	100	-	100	-	200	-	500	-	500
Audio/Visual	-	2,880	-	2,970	-	-	-	-	-	5,850	(5,850)
Conference Supplies	-	603	-	217	-	-	-	-	-	820	(820)
Travel	-	24	-	-	-	-	-	-	-	24	(24)
<b>Total Expenses</b>	<b>\$ 45,100</b>	<b>\$ 53,319</b>	<b>\$ 45,100</b>	<b>\$ 41,930</b>	<b>\$ 45,100</b>	<b>\$ -</b>	<b>\$ 90,200</b>	<b>\$ 2,966</b>	<b>\$ 225,500</b>	<b>\$ 98,214</b>	<b>\$ 127,286</b>
<b>Excess (Deficiency) of Revenues</b>											
<b>Over Expenses</b>	<b>\$ (3,100)</b>	<b>\$ (3,328)</b>	<b>\$ (3,100)</b>	<b>\$ (665)</b>	<b>\$ (3,100)</b>	<b>\$ -</b>	<b>\$ (6,200)</b>	<b>\$ (2,966)</b>	<b>\$ (15,500)</b>	<b>\$ (6,959)</b>	<b>\$ (8,541)</b>