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01/16/18

Accrual Basis

NGEDA
Profit & Loss Prev Year Comparison
November 2016 through October 2017

	<u>Nov '16 - Oct 17</u>	<u>Nov '15 - Oct 16</u>
Ordinary Income/Expense		
Income		
Annual Conference Income	63,595.72	53,479.76
Directory	340.00	3,940.00
Dues	17,130.00	20,500.00
DFAS Processing Fee	6,720.00	0.00
Donations & Misc Income	0.00	350.00
CC Redemption Credits	0.00	1,186.02
Total Income	<u>87,785.72</u>	<u>79,455.78</u>
Gross Profit	87,785.72	79,455.78
Expense		
Annual Conference Expense	61,790.28	39,156.11
NGAUS Conference	3,751.08	0.00
Association Management	26,669.19	23,203.53
Bad Debt	34.05	0.00
Total Expense	<u>92,244.60</u>	<u>62,359.64</u>
Net Ordinary Income	-4,458.88	17,096.14
Other Income/Expense		
Other Income		
Interest Income	40.35	42.97
Total Other Income	<u>40.35</u>	<u>42.97</u>
Net Other Income	40.35	42.97
Net Income	<u><u>-4,418.53</u></u>	<u><u>17,139.11</u></u>

NGEDA
Balance Sheet
As of October 31, 2017

	Oct 31, 17
ASSETS	
Current Assets	
Checking/Savings	
Chase	
Checking	50,779.98
Savings	70,691.81
Total Chase	121,471.79
Total Checking/Savings	121,471.79
Accounts Receivable	
Corporate Partnership	2,222.00
Outstanding Accounts	
Directory Ads	300.00
Total Outstanding Accounts	300.00
Total Accounts Receivable	2,522.00
Other Current Assets	
Prepaid Conference Expense	10,000.00
Total Other Current Assets	10,000.00
Total Current Assets	133,993.79
TOTAL ASSETS	133,993.79
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
NGEDA Credit Card	-791.09
Total Accounts Payable	-791.09
Other Current Liabilities	
Annual Conference	
Registration	-1,000.00
Total Annual Conference	-1,000.00
Total Other Current Liabilities	-1,000.00
Total Current Liabilities	-1,791.09
Total Liabilities	-1,791.09

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Accrual Basis

NGEDA
Balance Sheet
As of October 31, 2017

	<u>Oct 31, 17</u>
Equity	
Reserve	100,000.00
Retained Earnings	40,203.41
Net Income	-4,418.53
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Total Equity	135,784.88
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TOTAL LIABILITIES & EQUITY	133,993.79
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2018 NGEDA Budget

	Nov '17 - Oct '18 Budget
Ordinary Income/Expense	
Income	
Annual Conference Income	
State Registration	\$20,000.00
Corporate Registration	\$7,500.00
Sponsorship	
General	\$7,000.00
Welcome Reception - NGAUS	\$10,000.00
Welcome Reception - Host State	\$2,000.00
Corporate Dinner (7 Sponsors)	\$12,000.00
Awards Dinner - AFBA	\$15,000.00
Louis King Breakfast - Raytheon	\$3,800.00
Total Sponsorship	\$49,800.00
Total Conference Income	\$77,300.00
Dues	
State Dues	\$15,600.00
Corporate Membership	\$5,000.00
Total Dues	\$20,600.00
Directory Ads	\$500.00
DFAS Processing Reimbursement - AFBA	\$6,720.00
Gross Income	\$105,120.00
Expenses	
Annual Conference	
Welcome Reception	\$16,000.00
Corporate Dinner	\$12,000.00
Awards Dinner	\$15,000.00
Coffee Breaks	\$12,230.00
Staff Rooms	\$1,000.00
Coins	\$500.00
A/V	\$4,000.00
Bags/Swag	\$1,200.00
Supplies	\$1,000.00
Total Conference	\$62,930.00
NGAUS Breakfast	\$3,237.00

NGAUS Industry Day Reception	\$750.00
Awards	\$250.00
Directory	\$2,200.00
Bookeeping	\$1,000.00
Website/Marketing	\$2,500.00
Mid-Year Meeting	\$8,000.00
Future Contract Site Visit	\$1,500.00
NorthStar (DFAS Processing)	\$7,200.00
PDCB Annual Trip	\$1,000.00
Other/Supplies	\$2,500.00
Taxes	\$950.00
Total Expenses	\$94,017.00
Net Income	\$11,103.00