

National Affordable Housing Management Association
Statement of Activities - Summary
Unaudited For the Twelfth Month Ending December 31, 2017

	Actual Current Month	Actual Year to Date	Budget Year to Date	Variance Actual to Budget	FY 2017 Budget	Last Year's Actual 12/31/2016
Revenue						
Membership Dues	\$ 2,975	\$ 573,904	\$ 600,500	\$ (26,597)	\$ 600,500	\$ 563,475
Meetings & Education	(630)	115,984	124,000	(8,016)	124,000	123,227
Publications	44,902	415,409	357,500	57,909	357,500	394,551
Certification	48,855	661,273	629,000	32,273	629,000	596,895
Regulatory & Legislative	-	9,534	19,000	(9,466)	19,000	14,565
Other Income	1,593	100,281	88,000	12,281	88,000	165,495
Total Revenue	97,695	1,876,384	1,818,000	58,384	1,818,000	1,858,208
Expenses						
Meetings & Education	-	197,480	193,000	4,480	193,000	246,332
Publications	39,877	270,966	244,000	26,966	244,000	246,256
Certification	14,590	188,921	169,000	19,921	169,000	175,073
Regulatory & Legislative	990	16,860	25,000	(8,141)	25,000	22,676
Management & General	137,913	1,192,091	1,197,000	(4,909)	1,197,000	1,145,146
Total Expenses	193,369	1,866,318	1,828,000	38,318	1,828,000	1,835,483
Change in Net Assets from Operations	(95,674)	10,066	(10,000)	20,066	-	22,725
Change in Net Assets	\$ (95,674)	\$ 10,066	\$ (10,000)	\$ 20,066	(10,000)	\$ 22,725

National Affordable Housing Management Association
Statement of Activities - Detail
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	Actual Current Month	Actual Year to Date	Budget Year to Date	Variance Actual to Budget	FY 2017 Budget	Last Year's Actual 12/31/2016
Revenue						
Membership Dues						
Executive Members	\$ 2,975	\$ 236,013	\$ 224,600	\$ 11,413	\$ 224,600	\$ 222,596
Executive Members II	-	37,525	40,500	(2,975)	40,500	34,200
Executive Members III	-	12,250	18,375	(6,125)	18,375	15,334
Associate Members	-	47,568	50,150	(2,582)	50,150	43,047
Affiliate Members	-	77,650	90,675	(13,025)	90,675	76,725
Subscriber Members	-	162,898	176,200	(13,303)	176,200	171,573
Total Membership Dues	2,975	573,904	600,500	(26,597)	600,500	563,475
Meetings & Education						
Winter Meeting	-	56,863	54,000	2,863	54,000	47,800
Summer Meeting	-	-	-	-	-	11,420
Fall Meeting	(630)	45,585	54,000	(8,415)	54,000	51,020
Meeting Sponsorship	-	2,420	5,000	(2,580)	5,000	5,945
Travel	-	11,116	11,000	116	11,000	7,042
Total Meetings & Education	(630)	115,984	124,000	(8,016)	124,000	123,227
Publications						
Calendar Prior Year 2016	-	7,200	-	7,200	-	1,953
Calendar Current Year 2017	43,907	298,634	280,500	18,134	280,500	297,286
Green Housing Books	40	155	-	155	-	-
Advertising & Sponsorships	560	103,676	75,000	28,676	75,000	90,276
SHCM Study Guide	395	5,630	2,000	3,630	2,000	4,542
Insurance & Risk Management	-	115	-	115	-	70
Total Publications	44,902	415,409	357,500	57,909	357,500	394,551
Certification						
NAHPe - Renewal	-	41,200	41,600	(400)	41,600	39,050
NAHP Application	-	3,350	4,600	(1,250)	4,600	3,520
CPO-FHC Retest	360	1,910	1,000	910	1,000	1,700
NAHP Renewal	-	12,500	12,900	(400)	12,900	11,925
CPO Renewal	320	186,393	185,000	1,393	185,000	166,794
SHCM App, Ren & Exams	44,338	201,996	201,200	796	201,200	207,104
CPO Course	20,950	63,724	65,000	(1,276)	65,000	52,026
504/Fair Housing Course	7,550	24,479	15,000	9,479	15,000	20,933
COQ Applications	150	6,450	13,000	(6,550)	13,000	3,325
COQ Renewals	5,300	62,038	42,000	20,038	42,000	43,797
Adv. Issues in Occupancy Course	407	5,077	6,000	(923)	6,000	4,810
GCPM	320	28,640	25,600	3,040	25,600	27,000
National Webinar	-	5,200	-	5,200	-	800
Maint. Credential	-	9,215	9,600	(385)	9,600	9,620
Vanguard Awards	-	2,600	2,000	600	2,000	3,350
Misc. Income for test vouchers	(30,840)	-	-	-	-	-
Adv. Issues in Occupancy-Renewal	-	6,500	4,500	2,000	4,500	1,140
Total Certification	48,855	661,273	629,000	32,273	629,000	596,895
Regulatory & Legislative						
Legislative & Regulatory Cont.	-	9,534	19,000	(9,466)	19,000	14,565
Total Regulatory & Legislative	-	9,534	19,000	(9,466)	19,000	14,565
Other Income						
Interest	127	5,427	100	5,327	100	30,625
Dividend	173	966	2,900	(1,934)	2,900	1,011
Reimburs FDTN (Costshare&Act.)	-	15,000	15,000	-	15,000	12,000
Other - Income (inc. Career Cen.)	1,293	5,417	5,000	417	5,000	6,679
HD Supply Program	-	56,849	65,000	(8,151)	65,000	89,740
Insurance Program	-	16,622	-	16,622	-	25,440
Total Other Income	1,593	100,281	88,000	12,281	88,000	165,495
Total Revenue	97,695	1,876,384	1,818,000	58,384	1,818,000	1,858,208

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	<i>Actual Current Month</i>	<i>Actual Year to Date</i>	<i>Budget Year to Date</i>	<i>Variance Actual to Budget</i>	<i>FY 2017 Budget</i>	<i>Last Year's Actual 12/31/2016</i>
Expenses						
Meetings & Education						
Fall Meeting	-	73,925	73,000	925	73,000	78,356
Winter Meeting	-	82,712	73,000	9,712	73,000	86,585
Summer Meeting	-	-	-	-	-	64,625
Sponsorship Expense	-	847	2,000	(1,153)	2,000	1,566
Strategic Planning	-	39,996	45,000	(5,004)	45,000	15,200
Total Meetings & Education	-	197,480	193,000	4,480	193,000	246,332
Publications						
Calendar - Prntg & Production	728	46,063	46,000	63	46,000	39,782
Calendar Shipping	10,150	28,780	25,000	3,780	25,000	25,367
Newsletters	9,836	74,448	76,000	(1,552)	76,000	72,236
Directories	-	1,421	2,000	(579)	2,000	1,899
Calendars Rebates & Commissions	19,074	118,175	95,000	23,175	95,000	106,098
Insurance & Risk Management	-	5	-	5	-	-
SHCM Study Guide	68	1,984	-	1,984	-	875
Green Housing Books	21	89	-	89	-	-
Total Publications	39,877	270,966	244,000	26,966	244,000	246,256
Certification						
Vanguard Awards	-	948	1,000	(52)	1,000	1,708
504/Fair Housing Course	(537)	4,672	4,000	672	4,000	5,737
CPO Course	1,603	12,276	10,000	2,276	10,000	9,139
SHCM	10,249	95,097	100,000	(4,903)	100,000	100,277
NAHP Program Expense	-	14,617	12,000	2,617	12,000	14,294
Course Dev. (Incl. Certify Trainer)	-	-	2,000	(2,000)	2,000	750
COQ Ren./App. Rebate	2,936	36,528	24,500	12,028	24,500	23,860
Maint. Credential	-	2,280	1,000	1,280	1,000	2,088
CGPM	160	16,832	12,500	4,332	12,500	15,743
Adv. Issues in Occupancy	180	1,722	2,000	(278)	2,000	1,477
National Webinar	-	3,950	-	3,950	-	-
Total Certification	14,590	188,921	169,000	19,921	169,000	175,073
Regulatory & Legislative						
Legislative & Regulatory	990	16,860	25,000	(8,141)	25,000	22,676
Total Regulatory & Legislative	990	16,860	25,000	(8,141)	25,000	22,676
Management & General						
Salaries	99,788	716,751	715,500	1,251	715,500	687,855
Payroll Taxes	5,929	48,887	47,000	1,887	47,000	47,586
Workers Compensation	-	1,437	1,500	(63)	1,500	1,491
Health Insur. & Empl. Benefits	10,071	107,361	120,000	(12,639)	120,000	100,508
Dues & Subscriptions	-	8,592	11,000	(2,408)	11,000	9,952
Telephone & Communications	1,065	13,347	19,000	(5,653)	19,000	13,516
Business Property Taxes	-	2,377	2,700	(323)	2,700	1,780
Parking/Trans.	1,057	10,969	11,000	(31)	11,000	10,596
Travel	(19)	22,090	30,000	(7,910)	30,000	24,120
Entertainment & Meals	314	2,083	2,000	83	2,000	2,286
Payroll Service	152	2,145	2,000	145	2,000	2,070
Accounting/Bookkeeping	-	1,695	1,300	395	1,300	1,266
Audit/Tax Return Prep	-	6,100	6,000	100	6,000	6,000
Legal - Operations	278	5,331	1,000	4,331	1,000	5,038
Liability Insurance	-	14,651	13,000	1,651	13,000	13,147
Rent - Office	5,550	66,238	65,000	1,238	65,000	63,235
Rent - Equipment	885	12,494	13,000	(506)	13,000	12,269
Tech Support	7,268	56,488	62,000	(5,512)	62,000	58,636
Web Site Maintenance	1,050	14,417	6,500	7,917	6,500	8,004
Office Supplies & Expense	423	16,573	13,000	3,573	13,000	12,915
Bank Charges	1,945	20,711	17,500	3,211	17,500	18,103
Depreciation	418	18,744	20,000	(1,256)	20,000	24,741
Public Relations	77	5,170	4,000	1,170	4,000	2,225
Shipping/Postage	1,358	4,937	4,000	937	4,000	5,234
Other Management & General	307	12,503	9,000	3,503	9,000	12,556
Total Management & General	137,913	1,192,091	1,197,000	(4,909)	1,197,000	1,145,146
Total Expenses	193,369	1,866,318	1,828,000	38,318	1,828,000	1,835,483
Change in Net Assets from Operations	(95,674)	10,066	(10,000)	20,066	-	22,725
Change in Net Assets	\$ (95,674)	\$ 10,066	\$ (10,000)	\$ 20,066	(10,000.00)	\$ 22,725

National Affordable Housing Management Association
Statement of Financial Position - Summary
Unaudited as of December 31, 2017

	2017	2016
Assets		
Cash	\$ 291,178	\$ 484,756
Investment (CDs)	970,000	744,000
Accounts Receivable	73,839	87,268
Due from NAHMA Educational Foundation	17,081	1,943
Fixed Assets, net of accumulated depreciation of \$35,783 and \$58,101 respectively.	21,045	31,357
Other Current Assets	30,415	44,552
Total Assets	\$ 1,403,559	\$ 1,393,877
 Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	16,912	26,023
Due to NAHMA Ed. Foundation	50	331
Accrued Payroll & Leave	30,397	27,627
Rebates Payable	47,868	51,284
SHCM Liability	5,587	1,775
CGPM	160	150
AP & Accrued Exp. Other	-	7,145
Sales Tax Payable	127	-
Deferred Revenue - FDN	17,081	1,943
Deferred Revenue - Other	6,503	8,790
 <i>Total Current Liabilities</i>	 \$ 124,685	 \$ 125,069
 Long Term Liabilities		
Net Assets		
Net Assets, Beginning of the Year	1,268,808	1,246,083
Change in Net Assets	10,066	22,725
Net Assets, End of the Period	1,278,873	1,268,808
Total Liabilities and Net Assets	\$ 1,403,559	\$ 1,393,877

National Affordable Housing Management Association
Statement of Financial Position - Detail
Unaudited as of December 31, 2017

	12/31/2017	12/31/2016
Assets		
Cash		
Petty Cash	\$ 300	\$ 300
Signature Adv. Cash Mgmt.	219,843	417,998
Legislative	71,035	66,459
Total Cash	291,178	484,756
Investment		
Investments	\$ 700,000.00	\$ 609,000.00
Investment (CDs)	\$ 270,000.00	\$ 135,000.00
Total Investments	970,000	744,000
Accounts Receivable		
Calendar	61,945	78,941
Education	8,952	4,002
Meetings	1,490	2,725
Advertising	560	1,600
Travel	491	-
Other AR	400	-
A/R due from NAHMA EF	17,081	1,943
Total Accounts Receivable	90,920	89,211
Fixed Assets		
Equipment & Furniture	113,295	116,087
Accumulated Depreciation	(92,250)	(84,729)
Total Fixed Assets	21,045	31,357
Other Current Assets		
Prepaid Insurance	7,051	7,410
Deposits	4,016	4,016
Other Prepays & Assets	19,348	33,126
Total Current Assets	30,415	44,552
Total Assets	\$ 1,403,559	\$ 1,393,877
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	16,912	26,023
Due to NAHMA Ed. Foundation	50	331
Accrued Payroll & Leave	30,397	27,627
Rebates Payable	47,868	51,284
SHCM Liability	5,587	1,775
CGPM	160	150
AP & Accrued Exp. Other	-	7,145
Sales Tax Payable	127	-
Deferred Revenue - FDN	17,081	1,943
Deferred Revenue - Other	6,503	8,790
Total Current Liabilities	124,685	125,069
Long Term Liabilities		
Long Term Liabilities		
Net Assets		
Net Assets, Beginning of the Year	1,268,808	1,246,083
Change in Net Assets	10,066	22,725
Net Assets, End of the Period	1,278,873	1,268,808
Total Liabilities and Net Assets	\$ 1,403,559	\$ 1,393,877