

National Affordable Housing Management Association
Statement of Activities - Summary
For the First Month Ending January 31, 2018

	Actual Current Month	Actual Year to Date	Budget Year to Date	Variance Actual to Budget	FY 2017 Budget	Last Year's Actual 1/31/2017
Revenue						
Membership Dues	\$ 67,970	\$ 67,970	\$ 60,875	\$ 7,095	\$ 584,000	\$ 4,750
Meetings & Education	28,305	28,305	32,500	(4,195)	127,000	33,610
Publications	79,284	79,284	65,150	14,134	389,000	62,634
Certification	22,551	22,551	19,898	2,653	634,000	19,847
Regulatory & Legislative	-	-	-	-	15,000	-
Other Income	16,434	16,434	15,646	788	63,000	165
Total Revenue	214,544	214,544	194,069	20,475	1,812,000	121,006
Expenses						
Meetings & Education	1,463	1,463	1,450	13	150,000	39,079
Publications	33,592	33,592	34,000	(408)	239,000	25,685
Certification	13,845	13,845	13,550	295	174,000	11,994
Regulatory & Legislative	1,990	1,990	2,000	(10)	23,000	1,990
Management & General	82,477	82,477	83,624	(1,147)	1,226,000	84,840
Total Expenses	133,366	133,366	134,624	(1,258)	1,812,000	163,588
Change in Net Assets from Operations	81,178	81,178	59,445	21,733	-	(42,582)
Change in Net Assets	\$ 81,178	\$ 81,178	\$ 59,445	\$ 21,733	0	\$ (42,582)

National Affordable Housing Management Association
Statement of Activities - Detail
For the First Month Ending January 31, 2018

	<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 1/31/2017</i>
Revenue						
Membership Dues						
Executive Members	\$ 32,725	\$ 32,725	\$ 29,750	\$ 2,975	\$ 236,500	\$ -
Executive Members II	9,875	9,875	9,875	-	44,500	-
Executive Members III	3,675	3,675	3,675	-	13,500	-
Associate Members	2,950	2,950	2,950	-	48,000	-
Affiliate Members	18,525	18,525	14,625	3,900	76,500	4,750
Subscriber Members	220	220	-	220	165,000	-
Total Membership Dues	67,970	67,970	60,875	7,095	584,000	4,750
Meetings & Education						
Winter Meeting	24,125	24,125	30,000	(5,875)	55,500	31,190
Summer Meeting	-	-	-	-	-	-
Fall Meeting	-	-	-	-	55,500	-
Meeting Sponsorship	4,180	4,180	2,500	1,680	5,000	2,420
Travel	-	-	-	-	11,000	-
Total Meetings & Education	28,305	28,305	32,500	(4,195)	127,000	33,610
Publications						
Calendar Prior Year 2016	253	253	-	253	-	7,200
Calendar Current Year 2017	-	-	-	-	291,500	-
Green Housing Books	40	40	-	40	-	-
Advertising & Sponsorships	78,301	78,301	65,000	13,301	95,500	55,435
SHCM Study Guide	650	650	150	500	2,000	-
Insurance & Risk Management	40	40	-	40	-	-
Total Publications	79,284	79,284	65,150	14,134	389,000	62,634
Certification						
NAHPe - Renewal	3,300	3,300	2,000	1,300	41,500	1,050
NAHP Application	110	110	383	(273)	4,500	770
CPO-FHC Retest	180	180	125	55	1,500	60
NAHP Renewal	750	750	500	250	11,500	-
CPO Renewal	4,848	4,848	3,000	1,848	175,000	750
SHCM App, Ren & Exams	5,770	5,770	5,000	770	210,000	7,141
CPO Course	3,639	3,639	4,500	(861)	65,000	4,986
504/Fair Housing Course	-	-	900	(900)	15,000	960
COQ Applications	-	-	-	-	10,000	-
COQ Renewals	700	700	500	200	43,000	500
Adv. Issues in Occupancy Course	-	-	-	-	6,000	-
GCPM	1,215	1,215	1,215	-	26,000	1,480
National Webinar	1,400	1,400	1,400	-	4,500	400
Maint. Credential	-	-	-	-	9,500	-
Vanguard Awards	-	-	-	-	2,000	-
Misc. Income for test vouchers	324	324	-	324	-	1,751
Adv. Issues in Occupancy-Renewal	315	315	375	(60)	9,000	-
Total Certification	22,551	22,551	19,898	2,653	634,000	19,847
Regulatory & Legislative						
Legislative & Regulatory Cont.	-	-	-	-	15,000	-
Total Regulatory & Legislative	-	-	-	-	15,000	-
Other Income						
Interest	131	131	80	51	1,000	159
Dividend	143	143	150	(7)	2,000	3
Reimburs FDTN (Costshare&Act.)	-	-	-	-	15,000	-
Other - Income (inc. Career Cen.)	1,160	1,160	416	744	5,000	3
HD Supply Program	-	-	-	-	20,000	-
Insurance Program	15,000	15,000	15,000	-	20,000	-
Total Other Income	16,434	16,434	15,646	788	63,000	165
Total Revenue	214,544	214,544	194,069	20,475	1,812,000	121,006

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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 1/31/2017
Expenses						
Meetings & Education						
Fall Meeting	-	-	-	-	74,000	-
Winter Meeting	-	-	-	-	74,000	-
Summer Meeting	-	-	-	-	-	-
Sponsorship Expense	1,463	1,463	1,450	13	2,000	847
Strategic Planning	-	-	-	-	-	38,232
Total Meetings & Education	1,463	1,463	1,450	13	150,000	39,079
Publications						
Calendar - Prntg & Production	-	-	-	-	44,000	-
Calendar Shipping	298	298	300	(2)	25,000	687
Newsletters	4,643	4,643	4,700	(57)	73,000	2,425
Directories	1,108	1,108	1,500	(392)	2,000	1,421
Calendars Rebates & Commissions	27,543	27,543	27,500	43	95,000	21,152
Insurance & Risk Management	-	-	-	-	-	-
SHCM Study Guide	-	-	-	-	-	-
Green Housing Books	-	-	-	-	-	-
Total Publications	33,592	33,592	34,000	(408)	239,000	25,685
Certification						
Vanguard Awards	-	-	-	-	1,000	-
504/Fair Housing Course	43	43	100	(57)	4,000	213
CPO Course	983	983	1,000	(17)	10,000	555
SHCM	3,909	3,909	4,000	(91)	100,000	2,962
NAHP Program Expense	4,544	4,544	4,500	44	12,000	4,789
Course Dev. (Incl. Certify Trainer)	-	-	-	-	-	-
COQ Ren./App. Rebate	636	636	650	(14)	24,500	250
Maint. Credential	683	683	600	83	1,000	633
CGPM	1,168	1,168	800	368	13,000	1,312
Adv. Issues in Occupancy	380	380	400	(20)	2,000	330
National Webinar	1,500	1,500	1,500	-	6,500	950
Total Certification	13,845	13,845	13,550	295	174,000	11,994
Regulatory & Legislative						
Legislative & Regulatory	1,990	1,990	2,000	(10)	23,000	1,990
Total Regulatory & Legislative	1,990	1,990	2,000	(10)	23,000	1,990
Management & General						
Salaries	41,744	41,744	42,000	(256)	745,500	40,245
Payroll Taxes	3,280	3,280	3,300	(21)	47,000	3,347
Workers Compensation	-	-	-	-	1,500	-
Health Insur. & Empl. Benefits	8,788	8,788	9,000	(212)	117,000	8,342
Dues & Subscriptions	3,375	3,375	3,400	(25)	10,000	3,701
Telephone & Communications	1,029	1,029	1,100	(71)	14,000	1,135
Business Property Taxes	-	-	-	-	2,000	-
Parking/Trans.	899	899	958	(59)	11,500	931
Travel	327	327	500	(173)	20,000	2,967
Entertainment & Meals	-	-	-	-	2,000	-
Payroll Service	281	281	250	31	2,000	99
Accounting/Bookkeeping	-	-	-	-	2,000	-
Audit/Tax Return Prep	-	-	-	-	6,000	-
Legal - Operations	-	-	-	-	1,000	-
Liability Insurance	1,986	1,986	2,000	(14)	13,000	1,986
Rent - Office	5,550	5,550	5,550	0	68,500	5,459
Rent - Equipment	1,684	1,684	1,700	(16)	13,000	1,686
Tech Support	3,610	3,610	3,600	10	62,000	3,625
Web Site Maintenance	1,763	1,763	1,700	63	14,000	1,983
Office Supplies & Expense	4,223	4,223	4,500	(277)	13,000	4,845
Bank Charges	991	991	1,000	(9)	18,000	1,779
Depreciation	2,166	2,166	2,166	-	26,000	1,666
Public Relations	-	-	100	(100)	4,000	77
Shipping/Postage	89	89	100	(11)	4,000	132
Other Management & General	693	693	700	(7)	9,000	834
Total Management & General	82,477	82,477	83,624	(1,147)	1,226,000	84,840
Total Expenses	133,366	133,366	134,624	(1,258)	1,812,000	163,588
Change in Net Assets from Operations	81,178	81,178	59,445	21,733	-	(42,582)
Change in Net Assets	\$ 81,178	\$ 81,178	\$ 59,445	\$ 21,733	0.00	\$ (42,582)

National Affordable Housing Management Association
Statement of Financial Position - Summary
as of January 31, 2018

	2017	2016
Assets		
Cash	\$ 312,074	\$ 335,191
Investment (CDs)	970,000	835,000
Accounts Receivable	106,899	74,933
Due from NAHMA Educational Foundation	20,902	4,828
Fixed Assets, net of accumulated depreciation of \$35,783 and \$58,101 respectively.	31,380	30,110
Other Current Assets	43,183	47,775
Total Assets	\$ 1,484,438	\$ 1,327,838
 Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	49,742	40,502
Due to NAHMA Ed. Foundation	530	693
Accrued Payroll & Leave	14,677	12,677
Rebates Payable	24,262	33,084
SHCM Liability	1,018	1,423
CGPM	608	740
AP & Accrued Exp. Other	-	7,145
Sales Tax Payable	1	-
Deferred Revenue - FDN	20,902	4,828
Deferred Revenue - Other	-	520
 <i>Total Current Liabilities</i>	 \$ 111,738	 \$ 101,612
 Long Term Liabilities		
Net Assets		
Net Assets, Beginning of the Year	1,268,808	1,246,083
Retained Earnings	22,736	22,725
Change in Net Assets	81,157	(42,582)
Net Assets, End of the Period	1,372,700	1,226,226
Total Liabilities and Net Assets	\$ 1,484,438	\$ 1,327,838

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Statement of Financial Position - Detail
as of January 31, 2018

	<u>1/31/2018</u>	<u>1/31/2017</u>
Assets		
Cash		
Petty Cash	\$ 300	\$ 300
Signature Adv. Cash Mgmt.	241,734	269,428
Legislative	70,040	65,463
Total Cash	312,074	335,191
Investment		
Investments	\$ 700,000.00	\$ 700,000.00
Investment (CDs)	\$ 270,000.00	\$ 135,000.00
Total Investments	970,000	835,000
Accounts Receivable		
Calendar	42,482	31,636
Education	6,107	9,948
Meetings	1,490	2,605
Advertising	40,020	30,745
Other AR	16,800	-
A/R due from NAHMA EF	20,902	4,828
Total Accounts Receivable	127,801	79,761
Fixed Assets		
Equipment & Furniture	125,796	116,506
Accumulated Depreciation	(94,416)	(86,395)
Total Fixed Assets	31,380	30,110
Other Current Assets		
Prepaid Insurance	7,051	7,410
Deposits	4,016	4,016
Other Prepays & Assets	32,116	36,349
Total Current Assets	43,183	47,775
Total Assets	\$ 1,484,438	\$ 1,327,838
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	49,742	40,502
Due to NAHMA Ed. Foundation	530	693
Accrued Payroll & Leave	14,677	12,677
Rebates Payable	24,262	33,084
SHCM Liability	1,018	1,423
CGPM	608	740
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Sales Tax Payable	1	-
Deferred Revenue - FDN	20,902	4,828
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Long Term Liabilities		
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Retained Earnings	22,736	22,725
Change in Net Assets	81,157	(42,582)
Net Assets, End of the Period	1,372,700	1,226,226
Total Liabilities and Net Assets	\$ 1,484,438	\$ 1,327,838