

National Affordable Housing Management Association
Statement of Activities - Summary
For the Ninth Month Ending September 30, 2017

	Actual Current Month	Actual Year to Date	Budget Year to Date	Variance Actual to Budget	FY 2017 Budget	Last Year's Actual 9/30/2016
Revenue						
Membership Dues	\$ 625	\$ 570,451	\$ 600,500	\$ (30,050)	\$ 600,500	\$ 555,860
Meetings & Education	28,757	106,952	106,500	452	124,000	105,342
Publications	72,725	180,024	146,826	33,198	357,500	134,319
Certification	40,323	456,597	436,647	19,950	629,000	462,611
Regulatory & Legislative	-	9,534	15,000	(5,466)	19,000	14,000
Other Income	14,561	96,082	71,084	24,998	88,000	123,678
Total Revenue	156,990	1,419,640	1,376,557	43,083	1,818,000	1,395,811
Expenses						
Meetings & Education	-	123,555	120,000	3,555	193,000	167,976
Publications	62,914	160,022	159,298	724	244,000	130,169
Certification	24,428	126,639	115,200	11,439	169,000	120,262
Regulatory & Legislative	990	13,890	20,000	(6,111)	25,000	17,956
Management & General	95,482	865,120	848,115	17,005	1,197,000	832,670
Total Expenses	183,814	1,289,225	1,262,613	26,612	1,828,000	1,269,032
Change in Net Assets from Operations	(26,824)	130,414	113,944	16,470	-	126,779
Change in Net Assets	\$ (26,824)	\$ 130,414	\$ 113,944	\$ 16,470	(10,000)	\$ 126,779

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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 9/30/2016
Revenue						
Membership Dues						
Executive Members	\$ -	\$ 233,038	\$ 224,600	\$ 8,438	\$ 224,600	\$ 217,014
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	-	47,200	50,150	(2,950)	50,150	43,047
Affiliate Members	625	77,650	90,675	(13,025)	90,675	74,775
Subscriber Members	-	162,788	176,200	(13,413)	176,200	171,490
Total Membership Dues	625	570,451	600,500	(30,050)	600,500	555,860
Meetings & Education						
Winter Meeting	-	56,863	54,000	2,863	54,000	48,400
Summer Meeting	-	-	-	-	-	11,230
Fall Meeting	26,425	39,565	39,500	65	54,000	34,910
Meeting Sponsorship	-	2,420	5,000	(2,580)	5,000	4,475
Travel	2,332	8,104	8,000	104	11,000	6,327
Total Meetings & Education	28,757	106,952	106,500	452	124,000	105,342
Publications						
Calendar Prior Year 2016	-	7,200	-	7,200	-	1,953
Calendar Current Year 2017	70,340	70,340	70,000	340	280,500	57,492
Green Housing Books	-	75	-	75	-	-
Advertising & Sponsorships	1,645	99,021	75,000	24,021	75,000	71,775
SHCM Study Guide	700	3,275	1,826	1,449	2,000	3,030
Insurance & Risk Management	40	115	-	115	-	70
Total Publications	72,725	180,024	146,826	33,198	357,500	134,319
Certification						
NAHPe - Renewal	300	41,200	41,600	(400)	41,600	38,910
NAHP Application	520	3,040	3,447	(407)	4,600	2,780
CPO-FHC Retest	60	950	1,000	(50)	1,000	1,100
NAHP Renewal	125	12,375	12,900	(525)	12,900	11,465
CPO Renewal	1,760	182,701	185,000	(2,299)	185,000	165,254
SHCM App, Ren& Exams	17,845	47,716	48,000	(284)	201,200	96,089
CPO Course	2,645	29,991	42,000	(12,009)	65,000	41,163
504/Fair Housing Course	3,849	12,082	12,000	82	15,000	12,295
COQ Applications	2,850	5,125	5,000	125	13,000	3,100
COQ Renewals	8,756	48,238	40,000	8,238	42,000	31,600
Adv. Issues in Occupancy Course	-	3,360	4,000	(640)	6,000	4,093
GCPM	160	27,875	25,600	2,275	25,600	25,650
National Webinar	-	3,400	-	3,400	-	-
Maint. Credential	990	9,005	9,600	(595)	9,600	9,120
Vanguard Awards	-	2,600	2,000	600	2,000	3,350
Misc. Income for test vouchers	463	20,440	-	20,440	-	15,502
Adv. Issues in Occupancy-Renewal	-	6,500	4,500	2,000	4,500	1,140
Total Certification	40,323	456,597	436,647	19,950	629,000	462,611
Regulatory & Legislative						
Legislative & Regulatory Cont.	-	9,534	15,000	(5,466)	19,000	14,000
Total Regulatory & Legislative	-	9,534	15,000	(5,466)	19,000	14,000
Other Income						
Interest	805	3,590	90	3,500	100	29,927
Dividend	136	570	2,250	(1,680)	2,900	1,002
Reimburs FDTN (Costshare&Act.)	-	15,000	15,000	-	15,000	12,000
Other - Income (inc. Career Cen.)	308	3,452	3,744	(292)	5,000	3,839
HD Supply Program	13,312	56,849	50,000	6,849	65,000	51,469
Insurance Program	-	16,622	-	16,622	-	25,440
Total Other Income	14,561	96,082	71,084	24,998	88,000	123,678
Total Revenue	156,990	1,419,640	1,376,557	43,083	1,818,000	1,395,811

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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 9/30/2016
Expenses						
Meetings & Education						
Fall Meeting	-	-	-	-	73,000	-
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	-	123,555	120,000	3,555	193,000	167,976
Publications						
Calendar - Prntg & Production	37,783	42,717	42,900	(183)	46,000	39,086
Calendar Shipping	3,231	5,283	5,000	283	25,000	2,818
Newsletters	4,688	54,712	55,498	(786)	76,000	46,038
Directories	-	1,421	2,000	(579)	2,000	1,899
Calendars Rebates & Commissions	17,202	53,981	53,900	81	95,000	39,905
Insurance & Risk Management	-	5	-	5	-	-
SHCM Study Guide	10	1,856	-	1,856	-	423
Green Housing Books	-	47	-	47	-	-
Total Publications	62,914	160,022	159,298	724	244,000	130,169
Certification						
Vanguard Awards	-	300	300	-	1,000	1,708
504/Fair Housing Course	70	3,518	4,000	(482)	4,000	2,691
CPO Course	152	8,475	8,900	(425)	10,000	6,836
SHCM	17,940	48,564	49,000	(436)	100,000	59,880
NAHP Program Expense	-	14,617	12,000	2,617	12,000	14,294
Course Dev. (Incl. Certify Trainer)	-	-	1,000	(1,000)	2,000	-
COQ Ren./App. Rebate	5,436	27,838	24,500	3,338	24,500	16,537
Maint. Credential	-	2,280	1,000	1,280	1,000	2,071
CGPM	80	16,444	12,500	3,944	12,500	15,068
Adv. Issues in Occupancy	-	1,402	2,000	(598)	2,000	1,177
National Webinar	750	3,200	-	3,200	-	-
Total Certification	24,428	126,639	115,200	11,439	169,000	120,262
Regulatory & Legislative						
Legislative & Regulatory	990	13,890	20,000	(6,111)	25,000	17,956
Total Regulatory & Legislative	990	13,890	20,000	(6,111)	25,000	17,956
Management & General						
Salaries	55,545	501,952	502,300	(348)	715,500	484,041
Payroll Taxes	3,163	36,481	35,500	981	47,000	35,611
Workers Compensation	-	1,437	1,500	(63)	1,500	1,491
Health Insur. & Empl. Benefits	8,432	79,570	80,000	(430)	120,000	73,897
Dues & Subscriptions	1,048	8,934	9,800	(866)	11,000	9,816
Telephone & Communications	1,030	10,103	10,915	(812)	19,000	10,356
Business Property Taxes	498	498	600	(102)	2,700	1,560
Parking/Trans.	885	8,088	8,244	(156)	11,000	7,902
Travel	4,216	17,620	20,000	(2,380)	30,000	21,623
Entertainment & Meals	-	1,769	1,700	69	2,000	1,702
Payroll Service	171	1,414	1,435	(21)	2,000	1,397
Accounting/Bookkeeping	-	1,695	1,300	395	1,300	1,266
Audit/Tax Return Prep	100	6,100	6,000	100	6,000	6,000
Legal - Operations	(136)	4,949	1,000	3,949	1,000	2,728
Liability Insurance	-	6,651	5,150	1,501	13,000	5,163
Rent - Office	5,550	49,587	48,811	776	65,000	46,858
Rent - Equipment	1,695	10,484	9,835	649	13,000	8,736
Tech Support	7,077	42,334	42,700	(366)	62,000	52,964
Web Site Maintenance	1,217	11,267	5,300	5,967	6,500	4,834
Office Supplies & Expense	1,763	14,129	11,700	2,429	13,000	11,137
Bank Charges	1,073	15,600	15,000	600	17,500	15,188
Depreciation	1,666	14,994	14,994	-	20,000	16,875
Public Relations	77	4,939	2,631	2,308	4,000	1,725
Shipping/Postage	286	3,392	3,400	(8)	4,000	3,266
Other Management & General	127	11,130	8,300	2,830	9,000	6,533
Total Management & General	95,482	865,120	848,115	17,005	1,197,000	832,670
Total Expenses	183,814	1,289,225	1,262,613	26,612	1,828,000	1,269,032
Change in Net Assets from Operations	(26,824)	130,414	113,944	16,470	-	126,779
Change in Net Assets	\$ (26,824)	\$ 130,414	\$ 113,944	\$ 16,470	(10,000.00)	\$ 126,779

National Affordable Housing Management Association
Statement of Financial Position - Summary
as of September 30, 2017

	<u>2017</u>	<u>2016</u>
Assets		
Cash	\$ 336,801	\$ 606,551
Investment (CDs)	970,000	700,000
Accounts Receivable	77,001	76,540
Due from NAHMA Educational Foundation	9,315	26,169
Fixed Assets, net of accumulated depreciation of \$35,783 and \$58,101 respectively.	22,054	28,720
Other Current Assets	<u>47,202</u>	<u>51,795</u>
Total Assets	<u><u>\$ 1,462,374</u></u>	<u><u>\$ 1,489,776</u></u>
 Liabilities and Net Assets		
Current Liabilities		
Accounts Payable	17,445	16,172
Due to NAHMA Ed. Foundation	2,122	1,609
Accrued Payroll & Leave	12,677	12,677
Rebates Payable	16,864	17,026
SHCM Liability	3,866	21,792
CGPM	80	-
Sales Tax Payable	264	74
Deferred Revenue - FDN	9,315	26,169
Deferred Revenue - Other	520	1,465
Total Current Liabilities	<u><u>\$ 63,152</u></u>	<u><u>\$ 96,983</u></u>
 Long Term Liabilities		
Net Assets		
Net Assets, Beginning of the Year	1,268,808	1,266,014
Change in Net Assets	<u>130,414</u>	<u>126,779</u>
Net Assets, End of the Period	1,399,222	1,392,793
Total Liabilities and Net Assets	<u><u>\$ 1,462,374</u></u>	<u><u>\$ 1,489,776</u></u>

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Statement of Financial Position - Detail
as of September 30, 2017

	<u>9/30/2017</u>	<u>9/30/2016</u>
Assets		
Cash		
Petty Cash	\$ 300	\$ 300
Signature Adv. Cash Mgmt.	265,486	538,621
Legislative	71,016	67,630
Total Cash	<u>336,801</u>	<u>606,551</u>
Investment		
Investments	\$ 700,000.00	\$ 700,000.00
Investment (CDs)	\$ 270,000.00	\$ -
Total Investments	<u>970,000</u>	<u>700,000</u>
Accounts Receivable		
Calendar	65,860	53,650
Books	899	-
Education	6,556	15,970
Meetings	-	600
Advertising	1,274	4,815
Travel	2,213	1,505
Other AR	200	-
A/R due from NAHMA EF	9,315	26,169
Total Accounts Receivable	<u>86,316</u>	<u>102,709</u>
Fixed Assets		
Equipment & Furniture	121,778	129,428
Accumulated Depreciation	(99,723)	(100,708)
Total Fixed Assets	<u>22,054</u>	<u>28,720</u>
Other Current Assets		
Prepaid Insurance	7,410	7,393
Deposits	4,016	4,016
Other Prepaids & Assets	35,776	40,386
Total Current Assets	<u>47,202</u>	<u>51,795</u>
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Liabilities and Net Assets		
Current Liabilities		
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