

# 2016 Fall Meeting Membership Report

FAMA

September 27, 2016



Prepared by

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Prepared on

**September 27, 2016**

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# 2016:Balance Sheet 2016 YTD

As of September 27, 2016

|                                     | As of Sep 27, 2016  | As of Sep 27, 2015 (PY) | Total<br>% Change |
|-------------------------------------|---------------------|-------------------------|-------------------|
| <b>ASSETS</b>                       |                     |                         |                   |
| <b>Current Assets</b>               |                     |                         |                   |
| <b>Bank Accounts</b>                |                     |                         |                   |
| A04 FAMA Checking                   | 59.85               | 59.85                   | 0.00 %            |
| BOA Bill Pay                        | 7,316.19            | 4,953.19                | 47.71 %           |
| BOA Operating                       | 149,316.71          | 75,749.09               | 97.12 %           |
| BOA Reserve                         | 210,487.36          | 166,093.31              | 26.73 %           |
| BOA Surplus                         | 82,675.39           | 156,979.32              | (47.33 %)         |
| <b>Total Bank Accounts</b>          | <b>449,855.50</b>   | <b>403,834.76</b>       | <b>11.40 %</b>    |
| <b>Other current assets</b>         |                     |                         |                   |
| 1600 PrePaid Meeting Deposits       | 0.00                | 3,750.00                | (100.00 %)        |
| <b>Total Other current assets</b>   | <b>0.00</b>         | <b>3,750.00</b>         | <b>(100.00 %)</b> |
| <b>Total Current Assets</b>         | <b>449,855.50</b>   | <b>407,584.76</b>       | <b>10.37 %</b>    |
| <b>TOTAL ASSETS</b>                 | <b>\$449,855.50</b> | <b>\$407,584.76</b>     | <b>10.37 %</b>    |
| <b>LIABILITIES AND EQUITY</b>       |                     |                         |                   |
| <b>Liabilities</b>                  |                     |                         |                   |
| <b>Current Liabilities</b>          |                     |                         |                   |
| <b>Credit Cards</b>                 |                     |                         |                   |
| 6619830 S Kelly Master Card         | 0.00                | (78.86)                 | 100.00 %          |
| <b>Total Credit Cards</b>           | <b>0.00</b>         | <b>(78.86)</b>          | <b>100.00 %</b>   |
| <b>Total Current Liabilities</b>    | <b>0.00</b>         | <b>(78.86)</b>          | <b>100.00 %</b>   |
| <b>Total Liabilities</b>            | <b>0.00</b>         | <b>(78.86)</b>          | <b>100.00 %</b>   |
| <b>Equity</b>                       |                     |                         |                   |
| 3000 Opening Balances               | 0.00                | 133,100.59              | (100.00 %)        |
| Opening Bal Equity                  | 0.00                | 78.86                   | (100.00 %)        |
| Retained Earnings                   | 322,043.44          | 226,529.75              | 42.16 %           |
| Net Income                          | 127,812.06          | 47,954.42               | 166.53 %          |
| <b>Total Equity</b>                 | <b>449,855.50</b>   | <b>407,663.62</b>       | <b>10.35 %</b>    |
| <b>TOTAL LIABILITIES AND EQUITY</b> | <b>\$449,855.50</b> | <b>\$407,584.76</b>     | <b>10.37 %</b>    |

# 2016:Profit and Loss 2016 YTD

January 1 - September 27, 2016

|                                  |                      |                           | Total            |
|----------------------------------|----------------------|---------------------------|------------------|
|                                  | Jan 1 - Sep 27, 2016 | Jan 1 - Sep 27, 2015 (PY) | % Change         |
| <b>INCOME</b>                    |                      |                           |                  |
| 130 INCOME                       |                      |                           |                  |
| 230 Revenue                      |                      |                           |                  |
| Advocacy Sponsorship (PennWell)  | 40,000.00            | 40,000.00                 | 0.00 %           |
| Dues                             | 219,500.00           | 189,265.00                | 15.97 %          |
| Dues (Prepaid)                   |                      | 1,500.00                  | (100.00 %)       |
| GAC Donation                     | 25,000.00            | 25,000.00                 | 0.00 %           |
| General Funds                    | 431.60               |                           |                  |
| Hill Day                         | 1,240.00             | 1,350.00                  | (8.15 %)         |
| Interest-MCU-Reserve             |                      | 302.36                    | (100.00 %)       |
| Interest-MCU-Surplus             |                      | 291.89                    | (100.00 %)       |
| Interest-MM                      |                      | 65.78                     | (100.00 %)       |
| Meeting Fees (Fall)              | 21,575.00            | 24,175.00                 | (10.75 %)        |
| Meeting Fees (Spring)            | 35,750.00            | 26,700.00                 | 33.90 %          |
| Meeting Fees (Spring-Prepaid)    |                      | 2,600.00                  | (100.00 %)       |
| Meeting Sponsors (Fall)          | 2,000.00             |                           |                  |
| Meeting Sponsors (Spring)        | 24,000.00            | 17,000.00                 | 41.18 %          |
| Scholarship Sponsor              | 5,000.00             | 5,000.00                  | 0.00 %           |
| Technical Cmte (Sponsors)        | 9,500.00             | 9,000.00                  | 5.56 %           |
| Technical Safety Guide           | 11,184.26            | 9,149.62                  | 22.24 %          |
| Technical Safety Guide Promo     |                      | 1,200.00                  | (100.00 %)       |
| <b>Total 230 Revenue</b>         | <b>395,180.86</b>    | <b>352,599.65</b>         | <b>12.08 %</b>   |
| <b>Total 130 INCOME</b>          | <b>395,180.86</b>    | <b>352,599.65</b>         | <b>12.08 %</b>   |
| Interest - BofA - Reserve        | 40.94                | 1,012.28                  | (95.96 %)        |
| Interest - BofA - Surplus        | 17.69                | 11.61                     | 52.37 %          |
| <b>Total Income</b>              | <b>395,239.49</b>    | <b>353,623.54</b>         | <b>11.77 %</b>   |
| <b>GROSS PROFIT</b>              | <b>395,239.49</b>    | <b>353,623.54</b>         | <b>11.77 %</b>   |
| <b>EXPENSES</b>                  |                      |                           |                  |
| 131 EXPENSE                      |                      |                           |                  |
| Accountant Fees                  | 4,075.00             | 1,200.00                  | 239.58 %         |
| Advocacy Activities              |                      |                           |                  |
| CFSI (Annual)                    | 5,338.29             | 5,238.63                  | 1.90 %           |
| Education-Grant Fund             | 2,692.50             | 11,001.17                 | (75.53 %)        |
| Newsletter                       | 4,799.71             | 3,951.83                  | 21.46 %          |
| <b>Total Advocacy Activities</b> | <b>12,830.50</b>     | <b>20,191.63</b>          | <b>(36.46 %)</b> |
| Annual Fees (Corp)               | 486.95               | 390.45                    | 24.72 %          |
| Awards/Recognition               | 212.67               | 340.59                    | (37.56 %)        |
| Bank Fees                        | 5,019.15             | 4,790.16                  | 4.78 %           |
| Board Meetings/Retreats          | 3,779.83             | 2,429.97                  | 55.55 %          |
| Education-Scholarship            | 5,874.98             | 5,663.96                  | 3.73 %           |
| GAC Activities                   |                      |                           |                  |

|                             |                      |                           | Total            |
|-----------------------------|----------------------|---------------------------|------------------|
|                             | Jan 1 - Sep 27, 2016 | Jan 1 - Sep 27, 2015 (PY) | % Change         |
| Governmental Affairs - US   | 22,187.50            | 21,881.71                 | 1.40 %           |
| <b>Total GAC Activities</b> | <b>22,187.50</b>     | <b>21,881.71</b>          | <b>1.40 %</b>    |
| Hill Day Fees               | 1,240.00             | 1,350.00                  | (8.15 %)         |
| Insurance Premiums          |                      | 710.00                    | (100.00 %)       |
| Legal                       | 9,274.25             | 11,016.80                 | (15.82 %)        |
| Management Fees             | 39,750.03            | 74,140.19                 | (46.39 %)        |
| Marketing/PR                | 12,154.64            | 30,600.56                 | (60.28 %)        |
| Member Meetings (Fall)      | 657.29               | 1,232.86                  | (46.69 %)        |
| Member Meetings (Spring)    | 110,760.68           | 94,165.83                 | 17.62 %          |
| Membership (Plaques)        | 275.90               | 429.40                    | (35.75 %)        |
| Membership Recruitment      | 572.61               |                           |                  |
| Office                      | 7,041.00             | 6,000.00                  | 17.35 %          |
| Statistics Program          | 19,959.38            | 2,890.00                  | 590.64 %         |
| Technical                   | 6,694.42             | 8,001.55                  | (16.34 %)        |
| Technical Safety Guide      |                      | 9,624.20                  | (100.00 %)       |
| Travel - Administrative     | 4,430.65             | 8,619.26                  | (48.60 %)        |
| <b>Total 131 EXPENSE</b>    | <b>267,277.43</b>    | <b>305,669.12</b>         | <b>(12.56 %)</b> |
| Uncategorized Expense       | 150.00               |                           |                  |
| <b>Total Expenses</b>       | <b>267,427.43</b>    | <b>305,669.12</b>         | <b>(12.51 %)</b> |
| <b>NET OPERATING INCOME</b> | <b>127,812.06</b>    | <b>47,954.42</b>          | <b>166.53 %</b>  |
| <b>NET INCOME</b>           | <b>\$127,812.06</b>  | <b>\$47,954.42</b>        | <b>166.53 %</b>  |

# 2016:Budget vs. Actuals 2016 YTD

January - December 2016

|                                  | Actual            | Budget            | over Budget        | Total<br>% of Budget |
|----------------------------------|-------------------|-------------------|--------------------|----------------------|
| <b>INCOME</b>                    |                   |                   |                    |                      |
| 130 INCOME                       |                   |                   |                    |                      |
| 230 Revenue                      |                   |                   |                    |                      |
| Advocacy Sponsorship (PennWell)  | 40,000.00         | 40,000.00         | 0.00               | 100.00 %             |
| Dues                             | 219,500.00        | 212,500.00        | 7,000.00           | 103.29 %             |
| GAC Donation                     | 25,000.00         | 25,000.00         | 0.00               | 100.00 %             |
| General Funds                    | 431.60            |                   | 431.60             |                      |
| Hill Day                         | 1,240.00          | 0.00              | 1,240.00           |                      |
| Meeting Fees (Fall)              | 21,575.00         | 25,000.00         | (3,425.00)         | 86.30 %              |
| Meeting Fees (Spring)            | 35,750.00         | 30,000.00         | 5,750.00           | 119.17 %             |
| Meeting Sponsors (Fall)          | 2,000.00          | 20,000.00         | (18,000.00)        | 10.00 %              |
| Meeting Sponsors (Spring)        | 24,000.00         | 16,000.00         | 8,000.00           | 150.00 %             |
| Scholarship Sponsor              | 5,000.00          | 5,000.00          | 0.00               | 100.00 %             |
| Technical Cmte (Sponsors)        | 9,500.00          | 7,500.00          | 2,000.00           | 126.67 %             |
| Technical Safety Guide           | 11,184.26         | 10,000.00         | 1,184.26           | 111.84 %             |
| <b>Total 230 Revenue</b>         | <b>395,180.86</b> | <b>391,000.00</b> | <b>4,180.86</b>    | <b>101.07 %</b>      |
| <b>Total 130 INCOME</b>          | <b>395,180.86</b> | <b>391,000.00</b> | <b>4,180.86</b>    | <b>101.07 %</b>      |
| Interest - BofA - Reserve        | 40.94             | 600.00            | (559.06)           | 6.82 %               |
| Interest - BofA - Surplus        | 17.69             | 600.00            | (582.31)           | 2.95 %               |
| <b>Total Income</b>              | <b>395,239.49</b> | <b>392,200.00</b> | <b>3,039.49</b>    | <b>100.77 %</b>      |
| <b>GROSS PROFIT</b>              | <b>395,239.49</b> | <b>392,200.00</b> | <b>3,039.49</b>    | <b>100.77 %</b>      |
| <b>EXPENSES</b>                  |                   |                   |                    |                      |
| 131 EXPENSE                      |                   |                   |                    |                      |
| Accountant Fees                  | 4,075.00          | 4,000.00          | 75.00              | 101.88 %             |
| Advocacy Activities              |                   |                   |                    |                      |
| CFSI (Annual)                    | 5,338.29          | 11,000.00         | (5,661.71)         | 48.53 %              |
| Education-Grant Fund             | 2,692.50          | 8,000.00          | (5,307.50)         | 33.66 %              |
| Newsletter                       | 4,799.71          | 4,800.00          | (0.29)             | 99.99 %              |
| NFFF (Annual)                    |                   | 2,500.00          | (2,500.00)         |                      |
| <b>Total Advocacy Activities</b> | <b>12,830.50</b>  | <b>26,300.00</b>  | <b>(13,469.50)</b> | <b>48.79 %</b>       |
| Annual Fees (Corp)               | 486.95            | 500.00            | (13.05)            | 97.39 %              |
| Awards/Recognition               | 212.67            | 360.00            | (147.33)           | 59.08 %              |
| Bank Fees                        | 5,019.15          | 6,000.00          | (980.85)           | 83.65 %              |
| Board Meetings/Retreats          | 3,779.83          | 4,800.00          | (1,020.17)         | 78.75 %              |
| Donations/Gifts                  |                   | 500.00            | (500.00)           |                      |
| Education-Scholarship            | 5,874.98          | 6,000.00          | (125.02)           | 97.92 %              |
| GAC Activities                   |                   |                   |                    |                      |
| GAC Activities - Other           |                   | 5,000.00          | (5,000.00)         |                      |
| Governmental Affairs - US        | 22,187.50         | 36,000.00         | (13,812.50)        | 61.63 %              |
| <b>Total GAC Activities</b>      | <b>22,187.50</b>  | <b>41,000.00</b>  | <b>(18,812.50)</b> | <b>54.12 %</b>       |
| Hill Day Fees                    | 1,240.00          | 1,800.00          | (560.00)           | 68.89 %              |

|                             |                     |                   |                     | Total              |
|-----------------------------|---------------------|-------------------|---------------------|--------------------|
|                             | Actual              | Budget            | over Budget         | % of Budget        |
| Insurance Premiums          |                     | 1,200.00          | (1,200.00)          |                    |
| Legal                       | 9,274.25            | 15,000.00         | (5,725.75)          | 61.83 %            |
| Management Fees             | 39,750.03           | 55,800.00         | (16,049.97)         | 71.24 %            |
| Marketing/PR                | 12,154.64           | 32,000.00         | (19,845.36)         | 37.98 %            |
| Member Meetings (Fall)      | 657.29              | 50,000.00         | (49,342.71)         | 1.31 %             |
| Member Meetings (Spring)    | 110,760.68          | 100,000.00        | 10,760.68           | 110.76 %           |
| Membership (Plaques)        | 275.90              | 600.00            | (324.10)            | 45.98 %            |
| Membership Recruitment      | 572.61              | 1,200.00          | (627.39)            | 47.72 %            |
| Office                      | 7,041.00            | 6,000.00          | 1,041.00            | 117.35 %           |
| Statistics Program          | 19,959.38           | 25,000.00         | (5,040.62)          | 79.84 %            |
| Technical                   | 6,694.42            | 8,000.00          | (1,305.58)          | 83.68 %            |
| Travel - Administrative     | 4,430.65            | 6,000.00          | (1,569.35)          | 73.84 %            |
| <b>Total 131 EXPENSE</b>    | <b>267,277.43</b>   | <b>392,060.00</b> | <b>(124,782.57)</b> | <b>68.17 %</b>     |
| Uncategorized Expense       | 150.00              |                   | 150.00              |                    |
| <b>Total Expenses</b>       | <b>267,427.43</b>   | <b>392,060.00</b> | <b>(124,632.57)</b> | <b>68.21 %</b>     |
| <b>NET OPERATING INCOME</b> | <b>127,812.06</b>   | <b>140.00</b>     | <b>127,672.06</b>   | <b>91,294.33 %</b> |
| <b>NET INCOME</b>           | <b>\$127,812.06</b> | <b>\$140.00</b>   | <b>\$127,672.06</b> | <b>91,294.33 %</b> |