

**Audited Consolidated Financial Statements  
and Supplementary Information**

**National Pest Management Association, Inc. &  
Affiliate**

*June 30, 2016*

**National Pest Management Association, Inc.  
& Affiliate**

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# Independent Auditor's Report on the Consolidated Financial Statements

To the Board of Directors  
National Pest Management Association, Inc. & Affiliate

We have audited the accompanying consolidated financial statements of National Pest Management Association, Inc. & Affiliate (collectively, the Organization), which comprise the consolidated statements of financial position as of June 30, 2016 and 2015, and the related consolidated statements of activities and cash flows for the years then ended, and the related notes to the consolidated financial statements.

## Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of National Pest Management Association, Inc. & Affiliate as of June 30, 2016 and 2015, and the consolidated changes in its net assets and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Washington, DC  
November 7, 2016

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**National Pest Management Association, Inc.  
& Affiliate**

**Consolidated Statements of Financial Position**

<i>June 30,</i>	2016	2015
<b>Assets</b>		
Cash and cash equivalents	\$ 729,155	\$ 885,675
Investments	1,647,297	1,425,743
Accounts receivable, net	136,899	137,657
Accounts receivable - related parties	81,160	138,459
Pledges receivable, net	328,656	342,797
Inventory	56,035	48,577
Prepaid expenses and other	354,912	204,073
Property and equipment, net	3,469,896	3,609,859
<b>Total assets</b>	<b>\$ 6,804,010</b>	<b>\$ 6,792,840</b>
<b>Liabilities and Net Assets</b>		
Liabilities		
Accounts payable and accrued expenses	\$ 325,538	\$ 474,953
Deferred revenue	1,517,983	1,512,969
Total liabilities	1,843,521	1,987,922
Net assets		
Unrestricted	4,372,448	4,264,021
Temporarily restricted	588,041	540,897
Total net assets	4,960,489	4,804,918
Commitments and contingencies	-	-
<b>Total liabilities and net assets</b>	<b>\$ 6,804,010</b>	<b>\$ 6,792,840</b>

See notes to the consolidated financial statements.

**National Pest Management Association, Inc.  
& Affiliate**

**Consolidated Statement of Activities  
Year ended June 30, 2016**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>Revenue and support</b>			
Membership dues	\$ 1,884,898	\$ -	\$ 1,884,898
Convention	1,842,801		1,842,801
Sponsorship	1,010,954		1,010,954
Conferences	511,816		511,816
Management fees and other income	251,241		251,241
Membership services	217,542		217,542
Contributions	81,117	83,147	164,264
Communications	103,314		103,314
Investment income	20,271		20,271
Net assets released from restrictions	36,003	(36,003)	-
<b>Total revenue and support</b>	<b>5,959,957</b>	<b>47,144</b>	<b>6,007,101</b>
<b>Expenses</b>			
Program services			
Conferences	898,132		898,132
Convention	852,764		852,764
Membership services	382,942		382,942
Committees	271,894		271,894
Communications	109,586		109,586
Membership	34,247		34,247
Government affairs	22,662		22,662
<b>Total program services</b>	<b>2,572,227</b>	<b>-</b>	<b>2,572,227</b>
Supporting services			
General and administration	3,229,140	-	3,229,140
Fundraising	50,163		50,163
<b>Total supporting services</b>	<b>3,279,303</b>	<b>-</b>	<b>3,279,303</b>
<b>Total expenses</b>	<b>5,851,530</b>	<b>-</b>	<b>5,851,530</b>
<b>Change in net assets</b>	<b>108,427</b>	<b>47,144</b>	<b>155,571</b>
Net assets, beginning of year	4,264,021	540,897	4,804,918
<b>Net assets, end of year</b>	<b>\$ 4,372,448</b>	<b>\$ 588,041</b>	<b>\$ 4,960,489</b>

See notes to the consolidated financial statements.

**National Pest Management Association, Inc.  
& Affiliate**

**Consolidated Statement of Activities  
Year ended June 30, 2015**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>Revenue and support</b>			
Membership dues	\$ 1,901,593	\$ -	\$ 1,901,593
Convention	1,846,995		1,846,995
Conferences	908,745		908,745
Sponsorship	727,333		727,333
Contributions	11,637	466,732	478,369
Management fees and other income	269,713		269,713
Membership services	269,655		269,655
Communications	144,327		144,327
Rental income	35,752		35,752
Investment income	2,330		2,330
Net assets released from restrictions	5,468	(5,468)	-
<b>Total revenue and support</b>	<b>6,123,548</b>	<b>461,264</b>	<b>6,584,812</b>
<b>Expenses</b>			
Program services			
Conferences	1,088,926		1,088,926
Convention	831,554		831,554
Membership services	398,196		398,196
Committees	141,821		141,821
Communications	59,725		59,725
Membership	54,345		54,345
Government affairs	18,059		18,059
<b>Total program services</b>	<b>2,592,626</b>	<b>-</b>	<b>2,592,626</b>
Supporting services			
General and administration	3,333,392	-	3,333,392
Fundraising	327		327
<b>Total supporting services</b>	<b>3,333,719</b>	<b>-</b>	<b>3,333,719</b>
<b>Total expenses</b>	<b>5,926,345</b>	<b>-</b>	<b>5,926,345</b>
<b>Change in net assets</b>	<b>197,203</b>	<b>461,264</b>	<b>658,467</b>
Net assets, beginning of year	4,066,818	79,633	4,146,451
<b>Net assets, end of year</b>	<b>\$ 4,264,021</b>	<b>\$ 540,897</b>	<b>\$ 4,804,918</b>

See notes to the consolidated financial statements.

**National Pest Management Association, Inc.  
& Affiliate**

**Consolidated Statements of Cash Flows**

<b>Year Ended June 30,</b>	<b>2016</b>	<b>2015</b>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 155,571	\$ 658,467
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	258,828	260,179
Net gain on investments	(20,271)	(1,778)
Bad debt expense	-	13,826
Inventory obsolescence	-	9,380
Changes in assets and liabilities:		
Accounts receivable	758	(137,671)
Accounts receivable - related party	57,299	(71,647)
Pledges receivable	14,141	(335,717)
Inventory	(7,458)	79,951
Prepaid expenses and other	(150,839)	59,808
Accounts payable and accrued expenses	(149,415)	270,208
Deferred revenue	5,014	504,671
Deposit payable	-	(2,598)
Total adjustments	8,057	648,612
Net cash provided by operating activities	163,628	1,307,079
<b>Cash flows from investing activities</b>		
Purchases of investments	(201,283)	(598,536)
Purchases of property and equipment	(118,865)	(351,726)
Net cash used in investing activities	(320,148)	(950,262)
<b>Net (decrease) increase in cash and cash equivalents</b>	<b>(156,520)</b>	<b>356,817</b>
Cash and cash equivalents, beginning of year	885,675	528,858
<b>Cash and cash equivalents, end of year</b>	<b>\$ 729,155</b>	<b>\$ 885,675</b>

See notes to the consolidated financial statements.

# National Pest Management Association, Inc. & Affiliate

## Notes to Consolidated Financial Statements

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### A. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization: National Pest Management Association, Inc. (the Association) was organized to promote the improvement of business conditions in the pest control industry and to provide information and services to its members. The Association is located in Fairfax, Virginia; there are approximately forty-seven domestic and eight international chapters who operate independently, but with some chapters voluntarily electing to be Joint State chapters sharing membership with the Association. There are seven different classes of membership, including active members for pest management firms, allied members for suppliers and vendors involved in the industry, and associate members for individuals in a related field to pest management.

The Buettner Pest Control Foundation (the Foundation), an affiliate of the Association, was organized for the purpose of receiving and administering funds for scientific, literary and educational activities. These activities are designed to encourage and foster research and study and provide scholarships in the field of pest control and allied pursuits in the United States and Canada.

National Pest Control Association Political Action Committee (PAC) exists to conduct political activities on behalf of the Association's members. The PAC's unaudited assets totaled \$205,828 and \$187,975, as of June 30, 2016 and 2015, respectively, and the PAC's unaudited revenue for the years ended June 30, 2016 and 2015, totaled \$33,005 and \$13,577, respectively. While the Association has control and economic interest in the PAC, its financial information has not been included in the accompanying consolidated financial statements given the immateriality of its operations. However, certain administrative activities engaged in by the Association in support of the PAC are included in the consolidated financial statements.

Principles of consolidation: The accompanying consolidated financial statements include the accounts of the Association and its subsidiary, the Foundation (collectively, the Organization). All significant intra-entity balances and transactions have been eliminated in consolidation.

Income tax status: The Association is exempt from federal income taxes under Section 501(c)(6) of the Internal Revenue Code (IRC), except on net income derived from unrelated business activities, such as advertising. The Foundation is exempt from federal income taxes under Section 501(c)(3) of the IRC, except on net income derived from unrelated business activities. The Foundation qualifies for the charitable contribution deduction under Section 170(b)(1)(A)(vi) and has been classified as an organization that is not a private foundation under Section 509(a)(1) of the IRC. The PAC is a separate segregated fund as defined under Section 527(f) of the Internal Revenue Code.

Basis of accounting: The consolidated financial statements have been prepared on the accrual basis of accounting. As such, revenue is recognized when earned and expense when the underlying obligation is incurred.

Use of estimates: The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from estimates.



# National Pest Management Association, Inc. & Affiliate

## Notes to Consolidated Financial Statements

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### A. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Cash and cash equivalents: For consolidated financial statement purposes, the Organization considers all demand deposits and highly liquid investments purchased with an original maturity of three months or less to be cash equivalents except those held in outside investment portfolios.

Accounts receivable: Accounts receivable consist primarily of amounts due for membership services, advertising, sponsorships, and from related parties for net agency transactions. The face amount of accounts receivable is reduced by an allowance for doubtful accounts. The allowance for doubtful accounts reflects management's best estimate of probable losses determined principally on the basis of historical experience and specific allowances for known troubled accounts. All accounts or portions thereof that are deemed to be uncollectible or that require an excessive collection cost are written-off to the allowance for doubtful accounts. An allowance for uncollectible accounts of \$2,742 was recorded at June 30, 2016 and 2015.

Inventory: Inventory consists of resources and educational publications and is stated at the lower of cost or market. Cost is determined using the first-in, first-out (FIFO) method.

Membership dues and membership services: Membership dues are recognized as revenue over the applicable membership period. Membership dues collected in advance are included in deferred revenue. Membership services include the sales of inventory, which are recorded as revenue at the time the item is shipped or delivered.

Convention, sponsorship, and conference revenue: Convention, sponsorship, and conference revenue collected in advance of the related event are deferred and recognized in the period when the event takes place.

Management fees and other income: The Association earns a management fee for administrative services provided to other associations with related missions.

Contributions: Contributions are recorded as unrestricted or temporarily restricted support depending upon the existence and/or nature of any donor restrictions. Support that is not restricted by the donor is reported as an increase in unrestricted net assets. Donor-restricted support is reported as an increase in temporarily restricted net assets and then released to unrestricted net assets when the restriction expires.

Communications: Communications revenue is comprised of subscription, publication, and advertising revenue. Subscriptions are recognized as revenue on a monthly basis over the term of the subscription. Amounts collected in advance are included in deferred revenue. Publication and advertising revenue are recognized when the publication is shipped.

Net assets: Net assets are comprised of the following categories:

Unrestricted: Unrestricted net assets are available for general operations.

Temporarily restricted: Temporarily restricted net assets are restricted by donor-imposed stipulations that expire either with the passage of time or satisfaction of program requirements.

# National Pest Management Association, Inc. & Affiliate

## Notes to Consolidated Financial Statements

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### A. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Functional allocation of expense: Expenses have been summarized on a functional basis in the consolidated statements of activities. Salaries and other benefit costs included in general and administration expense have not been allocated to program and supporting services.

Subsequent events: Subsequent events have been evaluated through November 7, 2016, which is the date the consolidated financial statements were available to be issued.

### B. CONCENTRATIONS

Credit risk: The Organization maintains demand deposits with commercial banks and money market funds with financial institutions. At times, certain balances held within these accounts may not be fully guaranteed or insured by the U.S. federal government. The uninsured portions of cash and money market accounts are backed solely by the assets of the underlying institution. As such, the failure of an underlying institution could result in financial loss to the Organization.

However, the Organization's cash management policies limit exposure to credit risk by maintaining cash accounts at financial institutions whose deposits are insured by the Federal Deposit Insurance Corporation (FDIC) and by maintaining money market accounts which invest exclusively in short-term marketable securities that are direct obligations of the United States Treasury.

### C. INVESTMENTS

In accordance with generally accepted accounting principles, the Organization uses the following prioritized input levels to measure fair value of investments. The input levels used for valuing investments are not necessarily an indication of risk.

Level 1 – Observable inputs that reflect quoted prices for identical assets or liabilities in active markets, such as stock quotes.

Level 2 – Includes inputs other than Level 1 inputs that are directly or indirectly observable in the marketplace, such as yield curves or other market data.

Level 3 – Unobservable inputs which reflect the Organization's assessment of the assumptions that market participants would use in pricing the asset or liability including assumptions about risk, such as bid/ask spreads and liquidity discounts.

The investment recorded at fair value is a real estate mortgage investment conduit (asset-backed security), which was valued using Level 2 inputs that are directly or indirectly observable in the marketplace, such as yield curves or other market data. Management believes the estimated fair values of the investment to be a reasonable approximation of its exit price.

Investments recorded at cost include money market funds and certificates of deposit. The certificates of deposit are recorded at cost plus accrued interest. Investments recorded at cost are not required to be classified in one of the levels prescribed by the fair value hierarchy.

# National Pest Management Association, Inc. & Affiliate

## Notes to Consolidated Financial Statements

### C. INVESTMENTS - CONTINUED

Investments consist of the following at June 30,:

	<b>2016</b>	<b>2015</b>
Investments, at fair value		
Asset-backed securities (Level 2)	\$ 108,741	\$ 100,182
Investments, at cost		
Certificate of deposit	1,165,685	965,613
Money market funds	372,871	359,948
	<b>\$ 1,647,297</b>	<b>\$ 1,425,743</b>

### D. PLEDGES RECEIVABLE

Pledges receivable consists primarily of unconditional promises to give from various donors. Management is of the opinion that all pledges receivable are collectible, and that the fair value of the receivables approximates the carrying value shown on the consolidated financial statements.

The Foundation created the Norman Goldenberg Research Fund to provide financial support for industry research and pay homage to Norman Goldenberg's enduring industry legacy. Created in recognition of Norman Goldenberg's 53 years of service to the pest management industry, during which he worked tirelessly to promote the best interests of pest professionals, the Fund will allow the Foundation to support research that will propel the industry's advancement in the 21st century. Amounts due in excess of one year have been discounted to present value using a discount rate of 3.50% and 3.25% as of June 30, 2016 for pledges made during the years ended June 30, 2016 and 2015, respectively.

The anticipated timing of future cash flows related to pledges receivable are as follows as of June 30,:

	<b>2016</b>	<b>2015</b>
Amounts due in less than one year	\$ 101,214	\$ 96,000
Amounts due in one to five years	251,857	289,000
Amounts due in five to ten years	41,429	40,000
	394,500	425,000
Less: discount to present value	(25,844)	(37,203)
Less: Association pledge eliminated in consolidation	(40,000)	(45,000)
	<b>\$ 328,656</b>	<b>\$ 342,797</b>

# National Pest Management Association, Inc. & Affiliate

## Notes to Consolidated Financial Statements

### E. PROPERTY AND EQUIPMENT

Acquisitions of property and equipment greater than \$2,000 are recorded at cost. The building and building improvements are depreciated over twenty-seven and a half years using the straight-line method. Equipment and furniture is depreciated over its useful life of three to ten years using the straight-line method.

Property and equipment consists of the following as of June 30,:

	<b>2016</b>	<b>2015</b>
Land	\$ 609,948	\$ 609,948
Building	3,463,404	3,463,404
Building improvements	108,317	103,531
Furniture and equipment	<u>1,452,318</u>	<u>1,338,239</u>
	5,633,987	5,515,122
Less: accumulated depreciation	<u>(2,164,091)</u>	<u>(1,905,263)</u>
	<b><u>\$ 3,469,896</u></b>	<b><u>\$ 3,609,859</u></b>

### F. DEFERRED REVENUE

Deferred revenue consists of the following at June 30,:

	<b>2016</b>	<b>2015</b>
Conventions, sponsorship, and conferences	\$ 900,553	\$ 808,873
Membership dues	<u>617,430</u>	<u>704,096</u>
	<b><u>\$ 1,517,983</u></b>	<b><u>\$ 1,512,969</u></b>

### G. TEMPORARILY RESTRICTED NET ASSETS

The Organization's temporarily restricted net assets consists of the following at June 30,:

	<b>2016</b>	<b>2015</b>
Issues Defense Fund	\$ 62,133	\$ 77,133
Norman Goldenberg Research Fund	<u>584,101</u>	<u>520,957</u>
	646,234	598,090
Less: Association pledge to the Foundation eliminated in consolidation	<u>(58,193)</u>	<u>(57,193)</u>
	<b><u>\$ 588,041</u></b>	<b><u>\$ 540,897</u></b>

# National Pest Management Association, Inc. & Affiliate

## Notes to Consolidated Financial Statements

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### H. RETIREMENT PLAN

401(k) Profit Sharing Plan: The Organization has a defined contribution plan, covering substantially all employees. In addition to employee deferral contributions, employer contributions are made at the discretion of the Executive Committee. Pension expense was \$112,694 and \$83,217 for the years ended June 30, 2016 and 2015, respectively.

### I. RELATED PARTIES

The Professional Pest Management Alliance (PPMA) is a 501(c)(6) organization that receives administrative support from the Association. The Association no longer charges an administrative management fee per year to PPMA. The net amount due from PPMA was \$41,345 and \$41,671 at June 30, 2016 and 2015, respectively. These amounts are recorded in accounts receivable – related parties at June 30, 2016 and 2015, respectively.

The Association also provides administrative support to the Foundation for Professional Pest Management, Inc. (Quality Pro), a 501(c)(6) organization which promotes qualified pest management professionals. The Association charged an administrative fee for these services of \$85,000 for the years ended June 30, 2016 and 2015. The amount due to Quality Pro was / and \$30,276 at June 30, 2016 and 2015, respectively. These amounts were included in accounts receivable – related parties at June 30, 2016 and 2015.

### J. COMMITMENTS AND CONTINGENCIES

Hotel and conference center contracts: The Organization has entered into several agreements with hotels providing room accommodations and service for future meetings and conferences. Many of the agreements contain a clause whereby the Organization could be held liable for liquidated damages in the event of cancellation, or lower than expected attendance, as calculated in accordance with the terms of the agreements.

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## Independent Auditor's Report on the Supplementary Information

To the Board of Directors  
National Pest Management Association, Inc. & Affiliate

We have audited the consolidated financial statements of National Pest Management Association, Inc. & Affiliate as of and for the year ended June 30, 2016 and 2015 and have issued our report thereon dated November 7, 2016, which expressed an unmodified opinion on those consolidated financial statements, appears on page one. Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating financial information, the consolidating statement of financial position, and the consolidating statement of activities on the following pages are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The consolidating financial information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the consolidating information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

Washington, DC  
November 7, 2016

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**National Pest Management Association, Inc.  
& Affiliate**

**Consolidating Statement of Financial Position**

*June 30, 2016*

	Association	Foundation	Eliminations	Total
<b>Assets</b>				
Cash and cash equivalents	\$ 484,643	\$ 244,512	\$ -	\$ 729,155
Investments	1,647,297			1,647,297
Accounts receivable, net	148,509	37,728	(49,338)	136,899
Accounts receivable - related parties	81,160			81,160
Pledges receivable, net		364,104	(35,448)	328,656
Inventory	56,035			56,035
Prepaid expenses and other	354,912			354,912
Property and equipment, net	3,469,896			3,469,896
<b>Total assets</b>	<b>\$ 6,242,452</b>	<b>\$ 646,344</b>	<b>\$ (84,786)</b>	<b>\$ 6,804,010</b>
<b>Liabilities and Net Assets</b>				
Liabilities				
Accounts payable and accrued expenses	\$ 387,119	23,205	(84,786)	\$ 325,538
Deferred revenue	1,517,983			1,517,983
Total liabilities	1,905,102	23,205	(84,786)	1,843,521
Net assets				
Unrestricted	4,275,217	39,038	58,193	4,372,448
Temporarily restricted	62,133	584,101	(58,193)	588,041
Total net assets	4,337,350	623,139	-	4,960,489
Commitments and contingencies	-	-	-	-
<b>Total liabilities and net assets</b>	<b>\$ 6,242,452</b>	<b>\$ 646,344</b>	<b>\$ (84,786)</b>	<b>\$ 6,804,010</b>

**National Pest Management Association, Inc.  
& Affiliate**

**Consolidating Statement of Activities**

**Year Ended June 30, 2016**

	Association			Foundation			Eliminations	Total
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total		
<b>Revenue and support</b>								
Membership dues	\$ 1,884,898	\$ -	\$ 1,884,898	\$ -	\$ -	\$ -	\$ -	\$ 1,884,898
Convention	1,842,801		1,842,801					1,842,801
Conferences	511,816		511,816					511,816
Sponsorship	1,010,954		1,010,954					1,010,954
Contributions		-	-	81,117	84,147	165,264	(1,000)	164,264
Management fees and other income	251,241		251,241					251,241
Membership services	217,542		217,542					217,542
Communications	103,314		103,314					103,314
Investment income	20,271		20,271					20,271
Net assets released from restrictions	15,000	(15,000)	-	21,003	(21,003)	-		-
Total revenue and support	5,857,837	(15,000)	5,842,837	102,120	63,144	165,264	(1,000)	6,007,101
<b>Expenses</b>								
Program services								
Conferences	898,132		898,132					898,132
Convention	852,764		852,764					852,764
Membership services	360,858		360,858	22,084		22,084		382,942
Committees	271,894		271,894					271,894
Communications	109,586		109,586					109,586
Membership	35,247		35,247				(1,000)	34,247
Government affairs	22,662		22,662					22,662
Total program services	2,551,143	-	2,551,143	22,084	-	22,084	(1,000)	2,572,227
Supporting services								
General and Administration	3,227,466		3,227,466	1,674		1,674		3,229,140
Fundraising				50,163		50,163		50,163
Total expenses	5,778,609	-	5,778,609	73,921	-	73,921	(1,000)	5,851,530
<b>Change in net assets</b>	79,228	(15,000)	64,228	28,199	63,144	91,343		155,571
Net assets, beginning of year	4,195,989	77,133	4,273,122	10,839	520,957	531,796	-	4,804,918
<b>Net assets, end of year</b>	\$ 4,275,217	\$ 62,133	\$ 4,337,350	\$ 39,038	\$ 584,101	\$ 623,139	\$ -	\$ 4,960,489