

NJAFP
Preliminary Profit & Loss
Jan-Dec 2016 vs. Jan-Dec 2015

	<u>Jan - Dec 16</u>	<u>Jan - Dec 15</u>
4000 · Revenue		
4100 · Annual Meeting	110,770	149,383
4200 · Membership Dues	290,235	294,055
4350 · Rental Income	11,750	27,800
4400 · Education Programs - (Non- S/A)		
4401 · Registration	1,700	3,400
4404 · Educational Grants/Contracts	1,446,682	549,900
44040 · Accreditation Svcs	1,500	2,685
4405 · Program Administration	98,875	88,836
Total 4400 · Education Programs - (Non- S/A)	<u>1,548,757</u>	<u>644,821</u>
4500 · Advertising - (Non-Meetings)	16,437	13,363
4600 · Foundation/Management/Admini.	62,630	63,822
4650 · NJAFPRD - Management Fee	500	500
4700 · Unrestricted Educational Grants	949,418	1,289,994
4800 · Rev. Sharing (AAFP,Core,etc.)	598	685
4851 · Conference Revenue	389,491	311,797
4900 · Miscellaneous	5,893	4,827
Total 4000 · INCOME	<u>3,386,479</u>	<u>2,801,047</u>
Expense		
6300 · ANNUAL MEETING/SA	196,017	193,737
6700 · COMMITTEE MTGS/ACTIVITIES	19,470	18,078
6800 · TAR WARS EXPENSES	0	268
6851 · Conference Cost	442,054	313,573
6900 · EDUCATION/PROG./WKSHPs	1,642,835	1,291,618
Total 6000 · PROGRAM SERVICES	<u>2,300,376</u>	<u>1,817,273</u>
7000 · General and Adm Expenses		
7105 · GENERAL OFFICE	175,464	164,917
7200 · INFORMATION SYSTEMS	50,222	34,656
7600 · STAFF	651,920	572,888
7800 · CONSULTING/PROF. FEES		
7810 · Lobbyist	60,500	58,553
7820 · Legal - Non-Lobbying	0	2,380
7825 · Accounting	21,600	10,500
7828 · Writer	1,673	1,714
7830 · Other	113,401	85,206
Total 7800 · CONSULTING/PROF. FEES	<u>197,174</u>	<u>158,353</u>
7835 · Membership Services	3,750	0
7850 · STUDENT ACTIVITIES	1,286	0
7860 · RESIDENT ACTIVITIES	3,583	482
7885 · TRAVEL - NJAFP Exec, Staff	103,942	82,220
7886 · Travel - NJAFP President	6,537	5,875
7890 · FOUNDATION EXPENSES	1,250	62
7892 · PAC EXPENSES	575	0
7893 · Ass'n Mgt Expense	19,177	18,895
7950 · BOARD DISCRETIONARY	250	520
7960 · STAFF DISCRETIONARY	275	458
7999 · Program Svcs offset GA cost	(75,760)	(49,670)
Total 7000 · General and Adm Expenses	<u>1,139,645</u>	<u>989,657</u>
Total Expense	<u>3,440,021</u>	<u>2,806,930</u>
Net Ordinary Revenue	(53,542)	(5,883)
Other Income		
8909 · AAFP Trust Fund	54,263	(1,240)
8960 · Interest Income - TD Bank	2,687	4,323
Total 8900 · INVESTMENT INCOME	<u>56,950</u>	<u>3,082</u>
Net Other Revenue	56,950	3,082
Net Revenue	<u>3,408</u>	<u>(2,801)</u>

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Preliminary Balance Sheet
December 2016 vs. December 2015

	Dec 31, 16	Dec 31, 15
ASSETS		
Current Assets		
Checking/Savings		
1005 · TD Bank Checking	85,605	92,761
1006 · TD Bank Money Market-6556	410,807	787,329
1010 · AAFP Trust Fund	835,399	781,136
Total Checking/Savings	<u>1,331,811</u>	<u>1,661,227</u>
Total Accounts Receivable	322,945	321,932
Other Current Assets		
1100 · CURRENT ASSETS		
Total 1150 · PrePaid Expenses	8,406	11,478
1160 · Security Deposits	4,651	4,651
Total Other Current Assets	<u>13,057</u>	<u>16,129</u>
Total Current Assets	<u>1,667,813</u>	<u>1,999,287</u>
Fixed Assets		
1200 · FIXED ASSETS		
1205 · Equipment	21,690	22,337
1210 · Computer	71,430	74,070
1220 · Accum Depreciation	(231,103)	(208,505)
1230 · Furniture	60,233	58,193
1249 · Land	274,366	274,366
1250 · Building	476,087	476,087
1252 · Commitment Fees	3,007	3,007
1255 · Accumulated Amortization	(400)	(200)
Total 1200 · FIXED ASSETS	<u>675,310</u>	<u>699,355</u>
Total Fixed Assets	<u>675,310</u>	<u>699,355</u>
TOTAL ASSETS	<u>2,343,123</u>	<u>2,698,642</u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	434,470	388,155
Other Current Liabilities		
1330 · Deferred Income		
2331 · Prepaid dues	156,269	152,400
2332 · Deferred Program Revenue	86,473	102,234
1330 · Deferred Income - EMS Revenue	0	2,350
Total 1330 · Deferred Income	<u>242,742</u>	<u>256,984</u>
1406 · Tenant Security Payable	0	2,250
1405 · Deferred Grant Income	805,082	1,244,328
2501 · ACCRUED EXPENSES	8,734	8,405
Total Other Current Liabilities	<u>1,056,558</u>	<u>1,511,967</u>
Total Current Liabilities	<u>1,491,028</u>	<u>1,900,122</u>
Long Term Liabilities		
2600 · Mortgage	429,735	459,850
Total Long Term Liabilities	<u>429,735</u>	<u>459,850</u>
Total Liabilities	<u>1,920,763</u>	<u>2,359,972</u>
Equity		
3001 · Fund Balance	418,952	341,471
Net Income	3,408	(2,801)
Total Equity	<u>422,360</u>	<u>338,670</u>
TOTAL LIABILITIES & EQUITY	<u>2,343,123</u>	<u>2,698,642</u>

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Preliminary Comparison Statement of Functional Allocation of Revenue/Expenses

1) Preliminary Statement for the Period ended December 31, 2016

	PCMH	Nat'l CME	State /Regional	Member Services	Total Program Expense	Gen'l Admin	Fundraising (Grant Writing)	Total
Total Revenue	842,891	1,458,215	523,995	456,304	3,281,406	162,023	0	3,443,429
Total Expense	622,641	995,067	518,841	429,743	2,566,293	849,768	23,960	3,440,021
Change in Unrestricted Net Assets	220,250	463,148	5,155	26,561	715,114	(687,745)	(23,960)	3,408

2) Preliminary Statement for the Period ended December 31, 2015

	PCMH	Nat'l CME	State /Regional	Member Services	Total Program Expense	Gen'l Admin	Fundraising (Grant Writing)	Total
Total Revenue	525,171	1,301,124	376,656	467,291	2,670,242	133,888	0	2,804,130
Total Expense	419,377	1,095,795	353,372	523,759	2,392,303	381,104	33,524	2,806,930
Change in Unrestricted Net Assets	105,794	205,329	23,284	(56,468)	277,940	(247,216)	(33,524)	(2,800)

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Preliminary Comparison: Working Capital

	Dec 31, 2016	Dec 31, 2015
Total Checking/Savings	1,331,811	1,661,227
Total Accounts Receivable	322,945	321,932
Total Prepaid Expenses (Less Security Deposits)	8,406	11,478
Adjusted Current Assets	1,663,162	1,994,637
Total Current Liabilities	1,491,028	1,900,122
12 Months Mortgage Principal	31,468	30,121
Adj'd Current Liabilities	1,522,496	1,930,243
Working Capital	140,667	64,394