



# FY2017 – As of June 2017

## Income Statement

INCOME STATEMENT AS OF JUNE 30, 2017 - FY 2017	
<b>REVENUE</b>	
Advertising/Sales	\$ 298,268.33
Founder member support	\$ 96,000.00
Conference and seminars	\$ 8,022,520.42
Miscellaneous	\$ 33,879.41
<b>Total revenue</b>	<b>\$ 8,450,668.16</b>
<b>EXPENSES</b>	
Administration	\$ 2,496,719.11
Advertising/Sales	\$ 427,536.85
Board support	\$ 235,845.60
Community programs	\$ 389,623.78
Conference and seminars	\$ 4,211,282.01
Marketing	\$ 518,955.35
Technology support	\$ 807,456.49
<b>Total expenses</b>	<b>\$ 9,087,419.19</b>
<b>NET INCOME</b>	<b>\$ (636,751.03)</b>



# Balance Sheet

BALANCE SHEET AS OF JUNE 30, 2017 - FY 2017		
ASSETS		
Cash and cash equivalents	\$	1,079,356.08
Investments (Reserves)	\$	1,159,910.92
Accounts receivable	\$	671,011.84
Prepaid expenses	\$	674,129.74
Tax refund recivable	\$	(314.05)
<b>Total Assets</b>	<b>\$</b>	<b>3,584,094.53</b>
LIABILITIES		
Accounts payable	\$	660,808.66
Deferred revenue	\$	2,724,072.50
Deferred income taxes	\$	5,000.00
<b>Total Liabilities</b>	<b>\$</b>	<b>3,389,881.16</b>
<b>Total Equity</b>	<b>\$</b>	<b>194,213.37</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$</b>	<b>3,584,094.53</b>

