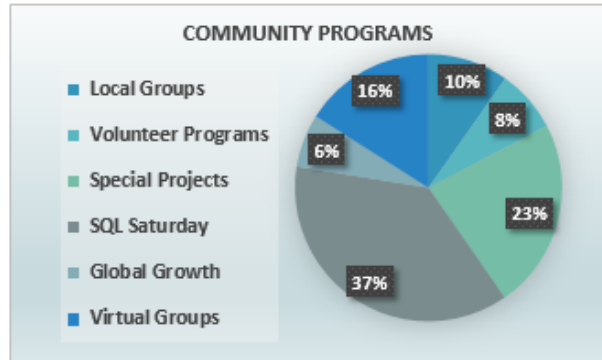
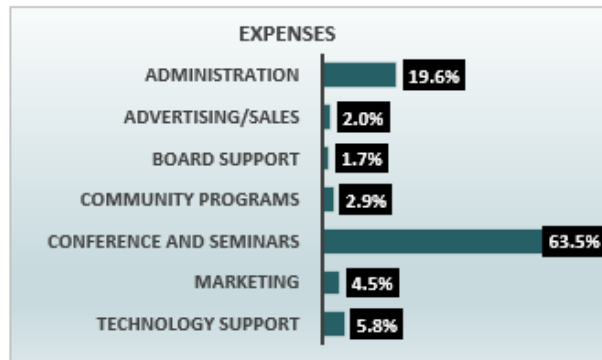
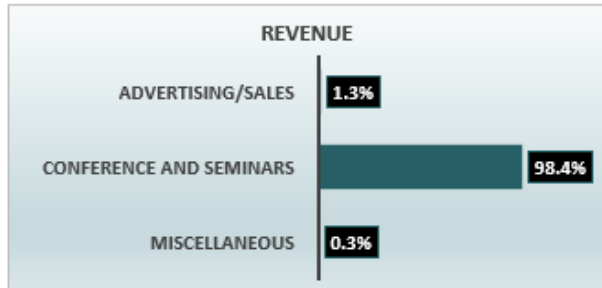




# FY2018 – As of December 2017

## Income Statement

INCOME STATEMENT AS OF DECEMBER 31, 2017 - FY 2018	
<b>REVENUE</b>	
Advertising/Sales	\$ 102,638.00
Founder member support	\$ -
Conference and seminars	\$ 7,675,301.41
Miscellaneous	\$ 23,344.85
<b>Total revenue</b>	<b>\$ 7,801,284.26</b>
<b>EXPENSES</b>	
Administration	\$ 1,165,518.84
Advertising/Sales	\$ 120,038.42
Board support	\$ 101,738.72
Community programs	\$ 170,322.62
Conference and seminars	\$ 3,771,204.88
Marketing	\$ 268,467.14
Technology support	\$ 342,222.12
<b>Total expenses</b>	<b>\$ 5,939,512.74</b>
<b>NET INCOME</b>	<b>\$ 1,861,771.52</b>



# Balance Sheet

BALANCE SHEET AS OF DECEMBER 31, 2017 - FY 2018	
ASSETS	
Cash and cash equivalents	\$ 484,277.35
Investments (Reserves)	\$ 1,163,625.80
Accounts receivable	\$ 585,678.36
Prepaid expenses	\$ 462,587.93
Tax refund receivable	\$ (314.05)
<b>Total Assets</b>	<b>\$ 2,695,855.39</b>
LIABILITIES	
Accounts payable	\$ 243,249.76
Deferred revenue	\$ -
Deferred income taxes	\$ 5,000.00
<b>Total Liabilities</b>	<b>\$ 248,249.76</b>
<b>Total Equity</b>	<b>\$ 2,447,605.63</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$ 2,695,855.39</b>

