

National Health Council
Statements of Financial Position - 2018 Budget
2017 Projection versus 2016 Actual
As of December 31, 2017 and December 31, 2016

ASSETS	Projected 12/31/2017	Actual 12/31/2016
Current Assets		
Cash and cash equivalents	\$ 2,400,053	\$ 2,389,335
Short-term bond fund	518,000	508,789
Subtotal	2,918,053	2,898,124
Accounts receivable	275,000	252,221
Prepaid and other	10,000	18,049
Total Current Assets	3,203,053	3,168,394
Property and Equipment, Net	140,000	148,459
Other Assets: Lease deposit	15,878	15,878
TOTAL ASSETS	\$ 3,358,931	\$ 3,332,731
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable	\$ 160,000	\$ 356,875
Accrued expenses	75,000	60,537
Deferred dues	470,000	539,754
Deferred rent	252,000	263,370
Total Liabilities	957,000	1,220,536
Net Assets		
Unrestricted net assets	1,277,202	1,073,925
Temporarily restricted net assets	1,124,729	1,038,270
Total Net Assets	2,401,931	2,112,195
TOTAL LIABILITIES AND NET ASSETS	\$ 3,358,931	\$ 3,332,731
<i>Change in Net Assets from 12/31/16</i>	289,736	

Unaudited for Management Purposes Only

National Health Council
Statement of Activities - 2018 Budget
2017 Projection versus 2017 Budget and 2018 Proposed Budget
For the Twelve Months Ended December 31, 2017 and December 31, 2018

	FY 2017 Projected	Approved Budget FY 2017	Fav / (Unfav) Projected v Budget Variance	Proposed Budget FY 2018	Inc / (Dec) Change b/t FY18 Budget & FY17 Proj
SUPPORT AND REVENUE					
Membership dues	\$ 1,236,930	\$ 1,275,872	\$ (38,942)	\$ 1,343,200	\$ 106,270
Sponsorships	2,144,675	2,100,000	44,675	1,955,000	\$ (189,675)
Grants and Contracts	253,775	-	253,775	200,000	\$ (53,775)
Registration fees	4,388	5,000	(612)	5,000	\$ 612
Honoraria	32,625	15,000	17,625	30,000	\$ (2,625)
Interest income/unrealized gain/(loss) on investments	10,000	9,000	1,000	8,000	\$ (2,000)
TOTAL SUPPORT AND REVENUE	3,682,393	3,404,872	277,521	3,541,200	(141,193)
EXPENSES					
SALARIES AND RELATED BENEFITS					
Salaries	1,500,000	1,619,659	119,659	1,671,635	171,635
Related benefits	332,074	426,048	93,974	374,082	42,008
Total Salaries and Related Benefits	1,832,074	2,045,707	213,633	2,045,717	213,643
OPERATING EXPENSES					
Consultant/contracted fees	910,000	585,150	(324,850)	602,054	(307,946)
Audit, legal, human resources and advertising fees	71,599	38,170	(33,429)	190,161	118,562
Computer fees	38,300	38,300	-	35,011	(3,289)
Rent, equipment rental, maintenance	221,191	232,735	11,544	242,101	20,910
Conferences/conventions/meetings/travel	215,000	336,925	121,925	264,649	49,649
Supplies, telephone, postage/shipping, printing	35,000	45,890	10,890	31,213	(3,788)
Membership Dues	6,540	6,540	-	7,014	474
Insurance	15,000	12,450	(2,550)	18,154	3,154
Other (Includes Depreciation)	47,953	12,720	(35,233)	54,772	6,819
Total Operating Expenses	1,560,583	1,308,880	(251,703)	1,445,128	(115,455)
TOTAL EXPENSES	\$ 3,392,657	\$ 3,354,587	\$ (38,070)	\$ 3,490,845	\$ (98,188)
EXCESS/(DEFICIT) OF REVENUES	\$ 289,736	\$ 50,285	\$ 239,451	\$ 50,355	\$ (239,381)

Unaudited for Management Purposes Only

National Health Council
Membership Dues Detail - 2018 Budget
2017 Projection versus 2017 Budget and 2018 Proposed Budget
For the Twelve Months Ended December 31, 2017 and December 31, 2018

	FY 2017 Projected	FY 2017 Budget	Fav / (Unfav) Projected v Budget Variance	Proposed Budget FY 2018*	Inc / (Dec) Change b/t FY18 Budget & FY17 Proj
VHAs	\$ 575,280	\$ 659,872	\$ (84,592)	\$ 385,600	\$ (189,680)
Professional & Membership Associations	105,150	107,100	(1,950)	100,000	(5,150)
Nonprofits with an Interest in Health	8,600	10,000	(1,400)	8,400	(200)
Business and Industry	526,500	477,500	49,000	833,200	306,700
Associates	21,400	21,400	-	16,000	(5,400)
Total	<u>\$ 1,236,930</u>	<u>\$ 1,275,872</u>	<u>\$ (38,942)</u>	<u>\$ 1,343,200</u>	<u>\$ 106,270</u>

* Only includes renewal members who have indicated they will remain in membership for 2018.

National Health Council
Schedule of Temporarily Restricted Net Assets Rollforward - 2018 Budget

	<u>Rollforward</u>
Temporarily Restricted Net Asset Balance at 01/01/17	\$ 1,038,270
Projected 2017 - Sponsorship Revenue	2,144,675
Projected 2017 - Grants and Contracts Revenue	253,775
Projected 2017 - Released for expenses	<u>(2,311,991)</u>
Temporarily Restricted Net Asset Balance at 12/31/17	1,124,729
Budgeted 2018 - Sponsorship Revenue	1,955,000
Budgeted 2018 - Grants and Contracts Revenue	<u>200,000</u>
Budgeted 2018 - Sponsorship & Grants and Contracts Revenue Available	<u>\$ 3,279,729</u>

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