

Management Summary

For the Period Ending December 31, 2023

BALANCE SHEET

The balance sheet reflects total assets of \$1,818,716.85. These assets are primarily in the form of cash. NAEHCY currently has multiple asset accounts, between Wells Fargo, Highland Bank, and online payment processors PayPal and Stripe.

Total liabilities are \$28,544.52

Total equity is \$1,790,172.33

INCOME STATEMENT

	Revenue	Expense	Net Income/(Loss)
December	\$8,298.66	\$1,132,938.61	- \$1,124,639.95
Year To-Date	\$2,463,861.33	\$1,928,158.30	\$539,429.62

REVENUE YTD revenue is **\$2,463,861.33**

EXPENSES Total Expenses YTD are **\$1,928,158.30**

NET INCOME YTD Net Income is **\$539,429.62**

You budgeted a Net Income of \$20,914.00 for 2023.

IT SHOULD BE NOTED that the Accounts Receivable numbers largely date from May/June of this year. Checks were not forwarded to our office by the PO. We continue to work with School or District A/P offices to track down those missing payments and get them in. We are also sending open invoices out via USPS as well as email in an effort to collect this as quickly as possible. We are receiving calls and emails daily regarding payments that are now being resent to the correct address. We are also hearing from individuals who did not attend and either did not cancel or their cancellation never made it into Cvent.

Conference numbers:

	<u>Member</u>	<u>Non-Member</u>
In Person	618 ppl.	1,712 ppl
Virtual	137 ppl	487 ppl
Exhibitor	19 exhibitors	Sponsors 1

CONFERENCE REVENUE: \$2,344,957.03

CONFERENCE BUDGETED REVENUE: \$1,420,579.00

CONFERENCE EXPENSES: \$1,208,890.13

CONFERENCE BUDGETED EXPENSES: \$845,500.00

CONFERENCE NET INCOME: \$1,136,066.90