

NAEHCY

Balance Sheet

As of December 31, 2023

	<u>Total</u>
ASSETS	
Current Assets	
Bank Accounts	
1010 NAEHCY Operating Highland #0479	0.00
1015 WF Business Checking #0770	1,113,650.56
1020 Highland MM #9374	215,014.05
1030 Scholar Operating Highland #0487	66,982.24
1040 PayPal Pro	17,333.24
1041 PayFlow Pro	929.58
1045 In-Kind Clearing	0.00
Total Bank Accounts	\$ 1,413,909.67
Accounts Receivable	
1500 Accounts Receivable	360,421.01
Total Accounts Receivable	\$ 360,421.01
Other Current Assets	
1100 Undeposited Funds	31,888.17
1600 Other Assets	
1610 Prepaid Expenses	0.00
Total 1600 Other Assets	\$ 0.00
Allowance for Bad Debts	12,498.00
Total Other Current Assets	\$ 44,386.17
Total Current Assets	\$ 1,818,716.85
TOTAL ASSETS	\$ 1,818,716.85
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable (A/P)	27,293.75
Total Accounts Payable	\$ 27,293.75
Credit Cards	
1050 Highland Bank Visa *7219	1,250.77
Total Credit Cards	\$ 1,250.77
Other Current Liabilities	
2010 Accrued Liabilities	0.00
2200 Unearned/Deferred Revenue	
2210 Deferred Membership Dues	0.00
Total 2200 Unearned/Deferred Revenue	\$ 0.00
Total Other Current Liabilities	\$ 0.00
Total Current Liabilities	\$ 28,544.52
Long-Term Liabilities	
2300 Loan payable - SBA Paycheck Protection	0.00
Total Long-Term Liabilities	\$ 0.00

Total Liabilities	\$ 28,544.52
Equity	
3000 Retained Earnings	948,303.29
3100 Net Unrestricted Assets	21,556.00
3110 Unrestricted Net Assets	<u>275,189.49</u>
Total 3100 Net Unrestricted Assets	\$ 296,745.49
3200 Temporarily Restricted Net Assets	
3210 Use-Restricted Net Assets	<u>5,693.93</u>
Total 3200 Temporarily Restricted Net Assets	\$ 5,693.93
Opening Balance Equity	0.00
Net Income	<u>539,429.62</u>
Total Equity	<u>\$ 1,790,172.33</u>
TOTAL LIABILITIES AND EQUITY	\$ 1,818,716.85

NAEH CY
2023 Budget - FY23 P&L
January - December 2023

	Total		
	December Actual	YTD Actual	Budget
Income			
4000 Contributed Support	0.00	100.00	
1553 5K Run		5,678.71	
4005 Board Contributions	0.00		1,000.00
4010 Individual Contributions	\$ 1,068.17	10,669.80	15,000.00
4020 Corporate & Small Business Contributions		397.00	500.00
4030 United Way, Amazon Smile, PayPal Giving, etc.	485.50	858.66	250.00
4040 Foundation / Trust Grants			15,000.00
4050 Donor Advised Grants or Donations	478.99	835.13	
Silent Auction		1,877.00	
4090 In-Kind Donations		5,000.00	
Total 4000 Contributed Support	2,032.66	\$ 25,416.30	\$ 31,750.00
4100 Earned Revenue			
4200 Conference Net Revenue			
4205 Conference Registrations	4,446.00	2,356,188.03	1,343,599.00
4215 Vendor Registrations		20,796.00	26,980.00
4220 Conference Sponsorships	0.00	4,000.00	50,000.00
Total 4200 Conference Net Revenue	\$ 4,446.00	\$ 2,380,984.03	\$ 1,420,579.00
4230 Membership Dues	1,575.00	48,800.00	40,000.00
4245 Merchandise Sales	245.00	8,765.00	10,000.00
4250 Webinar Revenue		3,140.00	4,000.00
4260 Toolkit Revenue			2,500.00
Total 4100 Earned Revenue	6,266.00	2,441,689.03	1,477,079.00
4400 Special Events		0.00	
Sales of Product Income		-3,244.00	
Total Income	\$ 8,298.66	\$ 2,463,861.33	\$ 1,508,829.00
Gross Profit	\$ 8,298.66	\$ 2,463,861.33	\$ 1,508,829.00
Expenses			
6000 Payroll Expense			
6010 Salaries & Wages	24,853.75	263,840.20	377,250.00
6015 Payroll Taxes		-4.70	700.00
6020 FICA	1,901.32	20,041.96	32,066.00
6025 State UI Tax		1,194.45	4,149.00
Total 6015 Payroll Taxes	1,901.32	\$ 21,231.71	\$ 36,915.00
6050 Employee Benefits			
6040 Work Comp Insurance	\$28.20	458.01	1,000.00
6055 Health Insurance	1500	22,500.00	24,000.00
Total 6050 Employee Benefits	\$ 1,528.20	\$ 22,958.01	\$ 25,000.00
Total 6000 Payroll Expense	\$ 28,283.27	\$ 308,029.92	\$ 439,165.00
6100 Contract / Professional	402.00	11,611.00	17,000.00
6110 Accounting, Audit & Tax	2,250.00	33,000.00	21,000.00

6120 Fundraising/Grant Writing	0.00	21.35	
6130 Legal Fees			500.00
6145 Event Planning	25,000.00	38,750.00	25,000.00
6160 Professional Fees - other	2,000.00	54,312.65	59,000.00
6180 Speakers & Entertainment	174.30	9,274.30	8,000.00
6190 Subcontractor Fees	0.00	91,850.00	22,500.00
Total 6100 Contract / Professional	\$29,826.30	\$ 238,819.30	\$ 153,000.00
6200 Office/General Administrative Expenses			
6215 Board Expense			2,000.00
6220 Insurance-D&O		1,629.00	1,000.00
6230 Office Supplies	323.62	374.13	1,500.00
6240 Postage & Delivery	2,359.39	2,089.59	400.00
6250 Printing & Reproduction	9,264.34	9,264.34	1,000.00
6255 Equipment			2,500.00
6260 Dues & Registrations		2,174.00	250.00
6270 Other		270.71	
Total 6200 Office/General Administrative Expenses	11,947.35	\$ 15,801.77	\$ 8,650.00
6210 Credit Card Fees	162.99	26,146.43	6,500.00
6211 Bank Fees	1,648.00	1,648.00	6,500.00
6300 Marketing & Communications			
6320 Telephone	77.69	982.62	1,300.00
Total 6300 Marketing & Communications	\$ 77.69	\$ 982.62	\$ 1,300.00
6330 Website		596.90	2,000.00
6400 Meeting Expense		1,800.00	3,500.00
6410 Audiovisual	\$ 193,188.13	193,188.13	250,000.00
6420 CEU Expense		525.00	1,000.00
6430 Facilities & Catering	\$ 825,916.19	825,916.19	453,000.00
6440 Supplies & Materials	\$ 1,230.03	23,157.48	80,000.00
6450 Technology		19,520.09	58,000.00
Awards and Recognition		1,364.75	
Merchandise Expenses		9,022.17	
Speakers and Presenters		269.47	
Total 6400 Meeting Expense	\$ 1,020,334.35	\$ 1,074,763.28	\$ 845,500.00
6500 Travel Expense			7,500.00
6510 Lodging	\$ 25,164.75	33,823.68	
6520 Meals & Incidentals	\$ 181.74	2,634.12	800.00
6530 Transportation, parking, mileage	\$ 4,123.25	12,600.27	500.00
Total 6500 Travel Expense	\$ 29,469.74	49,058.07	\$ 8,800.00
6600 Scholarships, Awards & Recognition	\$ 5,000.00	5,000.00	1,500.00
6610 Scholarships Awarded		11,000.00	15,000.00
Total 6600 Scholarships, Awards & Recognition	\$ 5,000.00	\$ 16,000.00	\$ 16,500.00
6631 Dues, Software, & Subscriptions	875.33	14,655.95	
Bad Debt Expense		171,908.00	
Interest Paid		145.04	
Meals & Entertainment		-54.27	
Reimbursable Expenses	5,313.59	9,657.29	
Total Expenses	\$ 1,132,938.61	\$ 1,928,158.30	\$ 1,487,915.00

Net Operating Income	-\$	1,124,639.95	\$	535,703.03	\$	20,914.00
Other Income						
4300 Investment Revenue						
4310 Interest Earned		553.03		3,726.59		
Total 4300 Investment Revenue	\$	553.03	\$	3,726.59	\$	0.00
Total Other Income	\$	553.03	\$	3,726.59	\$	0.00
Net Other Income	\$	553.03	\$	3,726.59	\$	0.00
Net Income	-\$	1,124,086.92	\$	539,429.62	\$	20,914.00

NAEHCY

Profit and Loss

January - December 2023

	<u>Total</u>
Income	
4000 Contributed Support	100.00
4090 In-Kind Donations	5,000.00
Total 4000 Contributed Support	\$ 5,100.00
4100 Earned Revenue	
4200 Conference Net Revenue	
4205 Conference Registrations	2,318,305.03
4215 Vendor Registrations	20,796.00
4220 Conference Sponsorships	4,000.00
Total 4200 Conference Net Revenue	\$ 2,343,101.03
Total 4100 Earned Revenue	\$ 2,343,101.03
Sales of Product Income	-3,244.00
Total Income	\$ 2,344,957.03
Gross Profit	\$ 2,344,957.03
Expenses	
6100 Contract / Professional	3,610.00
6120 Fundraising/Grant Writing	21.35
6145 Event Planning	38,750.00
6160 Professional Fees - other	8,692.65
6180 Speakers & Entertainment	8,674.30
6190 Subcontractor Fees	4,150.00
Total 6100 Contract / Professional	\$ 63,898.30
6200 Office/General Administrative Expenses	
6240 Postage & Delivery	1,713.35
6250 Printing & Reproduction	9,264.34
6260 Dues & Registrations	150.00
Total 6200 Office/General Administrative Expenses	\$ 11,127.69
6210 Credit Card Fees	23,093.52
6211 Bank Fees	1,648.00
6400 Meeting Expense	1,800.00
6410 Audiovisual	193,188.13
6430 Facilities & Catering	825,916.19
6440 Supplies & Materials	21,976.68
6450 Technology	19,520.09
Awards and Recognition	0.00
Merchandise Expenses	9,022.17
Speakers and Presenters	172.56
Total 6400 Meeting Expense	\$ 1,071,595.82
6500 Travel Expense	
6510 Lodging	24,177.11
6520 Meals & Incidentals	634.12
6530 Transportation, parking, mileage	10,622.84

Total 6500 Travel Expense	\$ 35,434.07
Meals & Entertainment	-54.27
Reimbursable Expenses	2,147.00
Total Expenses	\$ 1,208,890.13
Net Operating Income	\$ 1,136,066.90
Net Income	\$ 1,136,066.90

NAEHCY
A/R Aging Summary
As of December 31, 2023

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
AAEC - Prescott Valley					1,896.00	1,896.00
Administrative Assistant				799.00		799.00
AISD			499.00			499.00
Albany County School District 1			948.00			948.00
Albuquerque Public Schools				1,048.00		1,048.00
Allentown School District			598.00			598.00
American Bar Association Center on Children and the Law			1,048.00			1,048.00
Anniston City Board of Education					948.00	948.00
Anoka-Hennepin Independent School District 11					948.00	948.00
AppleTree Early Learning Public Charter School			798.00			798.00
Artemis Associates, lead child and infant trainer; UMB Instrucotr			1,048.00			1,048.00
ASR - Applied Survey Research					-1,050.00	-1,050.00
ATLAS Rutherford County Schools Tennessee					799.00	799.00
Baltimore County Public Schools					0.00	0.00
Banks County School System				-1,048.00		-1,048.00
Bartlesville Public Schools				799.00	4,494.00	5,293.00
Bartlett City Schools					1,048.00	1,048.00
Bastrop ISD			998.00			998.00
Belton Independent School District			948.00			948.00
Bessemer Board of Education					944.00	944.00
Bibb County Board of Education					1,048.00	1,048.00
Birmingham City Schools					2,096.00	2,096.00
Bladen County Schools					799.00	799.00
Blytheville ,Ark School District			1,048.00			1,048.00
Blytheville Ark School District			948.00			948.00
Blytheville School District				998.00		998.00
Boone County Schools		1,048.00	799.00			1,847.00
Bossier Parish Schools					699.00	699.00
Brandywine School District			598.00			598.00
Break Through Montessori			799.00			799.00
Breathitt County Schools			799.00			799.00
Bremerton School District					3,495.00	3,495.00
Broward County Public Schools					2,397.00	2,397.00
Bryant Public Schools			3,992.00			3,992.00
Bulloch County Schools					1,048.00	1,048.00
Buncombe County Schools					1,048.00	1,048.00
Bureau of Indian Ed - AZ					-170.00	-170.00
Burlington Unified School District 244					-1,598.00	-1,598.00
BVHM K-8 Community School			1,747.00			1,747.00
California Department of Education			2,397.00			2,397.00
Carbon County School District 1			499.00			499.00
Cartersville School System					698.00	698.00
Cedar Ridge School District					699.00	699.00
Centennial Board of Cooperative Educational Services, NE quad of CO			799.00			799.00
Centennial BOCES - School District		799.00				799.00

Central Office		699.00	699.00
Chaffey Joint Union High		2,096.00	2,096.00
Charlotte-Meckleburg Schools	799.00		799.00
Charter School of the Dunes		799.00	799.00
Charter Schools USA		799.00	799.00
Chilchinbeto Community School		948.00	948.00
Chilchinbeto Community School, Inc.		299.00	299.00
Christina School District		948.00	948.00
Clarke County School District		-1,648.00	-1,648.00
Clayton Schools	799.00		799.00
Clear Creek ISD		1,896.00	1,896.00
Cleveland County Schools	799.00		799.00
Clint Independent School District	1,048.00		1,048.00
Clovis Unified School District		-4,192.00	-4,192.00
Columbia County School District		-4,740.00	-4,740.00
Columbia Gorge ESD	1,598.00		1,598.00
Concord Lake Steam Academy		799.00	799.00
Corona-Norco Unified School District		799.00	799.00
Corpus Chrisiti ISD	799.00		799.00
Cottonwood-Oak Creek School District		5,240.00	5,240.00
Covenant Care Counseling Center		1,048.00	1,048.00
Crawford County School District		399.00	399.00
CSH (formerly Corporation for Supportive Housing)	1,048.00		1,048.00
Cuba Independent Schools		948.00	948.00
CVUHSD	1,847.00		1,847.00
Danbury High School		-100.00	-100.00
Davis Joint Unified School District		799.00	799.00
DC Office of the State Superintendent of Education		200.00	200.00
DCPS	1,048.00		1,048.00
Department of Education	799.00		799.00
Desoto Parish Schools		1,598.00	1,598.00
District of Columbia Public Schools		7,485.00	5,240.00
Division of Career, College and Technical Education		799.00	799.00
DOE-Kau-Keaa-Pahoa Complex	799.00		799.00
Dolores Street Community Services	2,199.00		2,199.00
Dublin City Schools		898.00	898.00
Dumas School	-50.00		-50.00
East Allen County Schools		948.00	948.00
East Baton Rouge Parish Schools		3,144.00	3,144.00
East Grand Forks Public Schools		948.00	948.00
East Whittier City School District		1,048.00	1,048.00
Effingham County Board of Education	-100.00		-100.00
El Monte City School District	799.00		799.00
ELD Apparel	1,000.00		1,000.00
Elgin ISD	698.00		698.00
ESC 16	13,473.00		13,473.00
ESC 16 Channing ISD	499.00		499.00
ESC 16 Dumas ISD	499.00		499.00
ESC 16 Lefors ISD	499.00		499.00
ESC 16 Pampa ISD	499.00		499.00

ESC 16 PSP-CISD	499.00		499.00
ESC 16 Shamrock ISD	499.00		499.00
Esparto Unified School District		799.00	1,896.00
Fairfield City Schools			1,048.00
Faith Haven, Inc.			1,598.00
Fath Haven, Inc.			799.00
Fayette County Public Schools	1,497.00	200.00	1,697.00
Fitchburg Public Schools			1,896.00
Florida Department of Education	1,598.00		1,598.00
Floyd County Schools			-300.00
Fort Smith Public Schools	598.00		598.00
FPS			948.00
Framingham Public Schools		799.00	799.00
Fulton Leadership Academy	998.00		998.00
Galena Park ISD	699.00		699.00
Garrard County High School		699.00	699.00
Garrard County Schools		4,194.00	4,194.00
Give Something Back	1,048.00		1,048.00
Gloucester County Special Services School District			799.00
Grand Prairie ISD		799.00	799.00
Hacienda La Puente Unified School District		499.00	499.00
Hamilton County Schools	1,995.00		1,995.00
Harnett County Schools	799.00		799.00
Hawaii Department of Education	1,747.00		1,747.00
Hawaii State Board of Education	499.00		499.00
Hawaii State Department of Education	2,145.00	12,375.00	14,520.00
Hemet Unified School District	799.00		799.00
HLPUSD		1,048.00	1,048.00
ICEF View Park Preparatory Elementary and Middle School	799.00		799.00
Independent School District 623		-399.00	-399.00
ISD 622		699.00	699.00
Jackson County School District			3,196.00
Jenks Public Schools	1,598.00		1,598.00
John and Denise Graves Foundation	6,392.00		6,392.00
Jurisprudence and Social Policy Program	1,048.00		1,048.00
Kannapolis City Schools	799.00		799.00
Kansas City Public Schools	698.00		-300.00
Kansas Public Schools	2,297.00		2,297.00
Kipp Indy Publics Schools			-1,048.00
Klein ISD	499.00		499.00
Knox County Public Schools	799.00		799.00
Lancaster School District			698.00
Lenoir County Public Schools		-100.00	-100.00
Lowell Joint School District	799.00		799.00
Lowndes County Schools			699.00
Lynwood Unified School District			799.00
Macomb Intermediate School District			-50.00
Macon County Board of Education		399.00	399.00
Magnolia Science Academy Santa Ana			-475.00
Martin Schools	1,598.00		1,598.00

Marysville Joint Unified School District			1,048.00	1,048.00
Matchbook Learning Schools			1,048.00	1,048.00
McAllen ISD		3,493.00		3,493.00
Merced Union High School District (MUHSD)		499.00		499.00
Mercer County Schools		698.00		698.00
Metropolitan Nashville Public Schools		499.00		499.00
Metropolitan School District of Warren Township			799.00	799.00
Metropolitan School District of Wayne Township	1,048.00			1,048.00
Mississippi Department of Education			1,048.00	1,048.00
Mitchell County School System			799.00	799.00
Mobile County Board of Education	799.00			799.00
Monarch School Project		699.00		699.00
Monroe County Schools			699.00	699.00
Monterey Peninsula Unified School District			-998.00	-998.00
Mooresville Graded School District		699.00		699.00
Morgan County Schools			1,048.00	1,048.00
Moriarty-Edgewood School District			799.00	799.00
MSD of Decatur Township			1,048.00	1,048.00
MSDE			799.00	799.00
Muscogee County School District			948.00	948.00
NAEHCY			1,647.00	1,647.00
Nash-Rocky Mount Schools			-125.00	-125.00
National Homelessness Law Center		1,048.00		1,048.00
National Network for Youth		1,048.00		1,048.00
Nemours Children's Health		1,048.00		1,048.00
New Hampshire Department of Education			799.00	799.00
NOLA Public Schools	37,702.00			37,702.00
North East Independent School District		3,196.00		3,196.00
NYC Department of Education			1,048.00	1,048.00
NYC DOE		799.00		799.00
Oak Harbor School District			-525.00	-525.00
Oakland Unified School District		1,048.00	1,048.00	2,096.00
OKCPS		3,144.00		3,144.00
Oklahoma City Public Schools		1,048.00		1,048.00
Orange County Department of Education			499.00	499.00
Oregon Department of Education		1,598.00		1,598.00
Osceola Schools		2,397.00		2,397.00
Peoria County Regional Office Of Education #48			-549.00	-549.00
Perquimans County Schools			-1,048.00	-1,048.00
Pickens			799.00	799.00
Pike County Schools		-3,495.00	948.00	-2,547.00
Pinellas County Schools- Homeless Education Program (HEAT)			1,048.00	1,048.00
Playful Learning Landscapes Action Network (PLLAN)		1,048.00		1,048.00
Positive Archer, Charlotte-Mecklenburg Schools		1,048.00		1,048.00
Prince George's County Public Schools (PGCPS)			948.00	948.00
Project Hope Alliance		1,048.00		1,048.00
Putnam City Public Schools	698.00	698.00		1,396.00
Rapid City Area School District			-650.00	-650.00
Reach For Youth		799.00		799.00
Region 14 Education School Center		-1,048.00		-1,048.00

Region 19 Education Services Center	799.00	-279.00	520.00
Region 3 ESC		1,048.00	1,048.00
Region 4 Education Service Center	2,096.00		2,096.00
Region 9 Education Service Center	998.00		998.00
RESULTS Educational Fund	1,048.00		1,048.00
Retired MI State MV Coordinator / Independent McKinney-Vento Consultant	1,048.00		1,048.00
Richland County School District 1		-300.00	-300.00
Roseville Area Schools	399.00		399.00
Rowland Unified School District		399.00	399.00
Russell County Board of Education		1,598.00	1,598.00
Rutherford County Schools		1,048.00	1,048.00
Salem-Keizer School District	200.00		200.00
San Antonio Independent School District		799.00	799.00
San Bernardino City USD		12,484.00	12,484.00
San Diego Unified School District		3,895.00	3,895.00
San Joaquin County Office of Education		3,145.00	3,145.00
Santa Fe Public Schools	6,392.00		6,392.00
Savannah-Chatham County Public School System	1,048.00	799.00	1,847.00
School District of Philadelphia	799.00		799.00
Schools Specialty	1,000.00		1,000.00
SDCOE		799.00	799.00
Shannon Middle School		799.00	799.00
Shelby County Schools-TN		-150.00	-150.00
Sheldon High School	799.00		799.00
SLAM Atlanta		799.00	799.00
Somerset County Public Schools		1,747.00	1,747.00
South Bend Community School Corporation		1,048.00	1,048.00
Southwest Louisiana Charter Academy	1,598.00		1,598.00
Special School District of St. Louis County	1,598.00		1,598.00
Springfield Public Schools		1,896.00	1,896.00
Springfield Public Schools - Student Assignment Services		598.00	598.00
SSD		1,048.00	1,048.00
St. Helen's School District	948.00		948.00
St. Helena Parish School Board		1,048.00	1,048.00
St. Helens High School	948.00		948.00
St. Helens Middle School	948.00		948.00
St. Helens School District	1,896.00		1,896.00
Start early	799.00		799.00
Stillwater Public Schools	1,396.00		1,396.00
Stockton Unified School District	6,288.00		6,288.00
STOCKTON USD	1,048.00		1,048.00
Sumner Schools	1,598.00		1,598.00
Sumter School District		3,044.00	3,044.00
SUSD	1,048.00		1,048.00
Telamon Corporation		1,048.00	1,048.00
Terrebonne Parish School District (TPSD)		-0.99	-0.99
Tindley Academy		2,397.00	2,397.00
Tooele County School District	-1,996.00		-1,996.00
Transact Communications LLC		1,000.00	1,000.00
TRUSD	499.00		499.00

Tupelo Public School District			1,598.00			1,598.00
Tupelo Public Schools					799.00	799.00
Twin Rivers Unified School District		499.00				499.00
U.S. Department of Education			799.00			799.00
University of California, Los Angeles		1,048.00				1,048.00
University of Maryland School of Social Work		1,048.00				1,048.00
unknown		1,847.00				1,847.00
USD 244					799.00	799.00
USD 437		799.00				799.00
Virginia Department of Education		1,048.00				1,048.00
Washington County Public Schools					1,546.00	1,546.00
Wayne Metro CAA					948.00	948.00
Weldon City Schools					799.00	799.00
West Covina Unified School District	1,048.00					1,048.00
West Springfield Public Schools			948.00			948.00
Wheatland Union High School District					6,092.00	6,092.00
White Bear Lake Area Schools					1,647.00	1,647.00
White River Valley Supervisory Union					799.00	799.00
Whitley County Board of Education					948.00	948.00
Winters Joint Unified School District					799.00	799.00
WUSD					1,847.00	1,847.00
YMCA Youth Service Bureau					100.00	100.00
Yuma Union High School District 70			799.00			235,041.01
TOTAL	\$ 0.00	53,379.00	126,179.00	49,119.00	131,744.01	#REF!