

**Audited Financial Statements
& Other Financial Information**

AMERICAN PUBLIC HEALTH ASSOCIATION

June 30, 2017

American Public Health Association

Contents

<i>Independent Auditor's Report on the Financial Statements</i>	1 - 2
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Financial Statements

Statements of financial position	3
Statements of activities	4
Statements of cash flows	5
Notes to the financial statements	6 - 14

Other Financial Information

Independent auditor's report on the other financial information	15
Schedule of functional expense	16



Independent Auditor’s Report on the Financial Statements

To the Executive Board
American Public Health Association

We have audited the accompanying financial statements of American Public Health Association (the Association), which comprise the statements of financial position as of June 30, 2017 and 2016, the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management’s Responsibility

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor’s Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Association as of June 30, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

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Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a separate report dated October 4, 2017 on our consideration of the Association's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Association's internal control over financial reporting and compliance.

Tate & Tryon

Washington, DC
October 4, 2017

American Public Health Association

Statements of Financial Position

<i>June 30,</i>	2017	2016
Assets		
Cash and cash equivalents	\$ 8,671,219	\$ 8,017,654
Investments	8,331,217	8,052,889
Accounts receivable:		
Trade receivables	351,682	222,348
Grant and contract receivables	673,391	475,244
Less allowance for doubtful accounts	(36,441)	(12,047)
	988,632	685,545
Publications inventory, net of allowance for obsolescence of \$59,010 and \$31,585 for 2017 and 2016, respectively	301,932	217,711
Prepaid expenses and deposits	991,731	877,708
Property and equipment	9,261,685	9,753,713
Total assets	\$ 28,546,416	\$ 27,605,220
Liabilities and Net Assets		
Liabilities		
Accounts payable and accrued expenses	\$ 1,371,236	\$ 1,231,567
Deferred revenue:		
Membership dues	1,459,179	1,351,141
Convention	1,309,256	1,197,587
Grants and contracts	1,009,309	689,695
Subscription fees	511,733	484,347
Publications	208,579	207,547
Other	101,043	94,750
	4,599,099	4,025,067
Bond payable	5,521,150	5,959,876
Total liabilities	11,491,485	11,216,510
Net assets		
Unrestricted:		
Undesignated	15,329,233	14,749,311
Board designated	373,093	375,641
	15,702,326	15,124,952
Temporarily restricted	719,568	637,579
Permanently restricted	633,037	626,179
Total net assets	17,054,931	16,388,710
Total liabilities and net assets	\$ 28,546,416	\$ 27,605,220

See notes to the financial statements.

American Public Health Association

Statements of Activities

Year Ended June 30,	2017	2016
Unrestricted activities		
Revenue		
Convention	\$ 6,071,649	\$ 6,299,984
Grants and contracts	4,000,629	3,599,269
Membership dues	2,888,680	2,884,254
Subscription fees and royalties	1,877,476	1,782,116
Book sales	752,427	799,748
Rental income	340,478	339,476
Advertising	258,410	279,974
Other programs	83,765	110,495
Contributions	73,910	99,490
Interest and dividends - operating accounts	6,280	11,290
	16,353,704	16,206,096
Net assets released from restrictions - satisfaction of program restrictions	151,595	182,268
Total unrestricted revenue and support	16,505,299	16,388,364
Expense		
Program services		
Scientific and professional affairs	4,200,909	3,572,503
Convention	2,622,815	2,918,347
Periodicals	2,374,553	2,556,542
Government relations and affiliate affairs	1,346,645	1,436,922
Membership services	1,126,857	1,071,982
Books	1,116,813	1,042,108
Kellogg grant	95,999	400,000
Award programs	30,920	45,872
Total program services	12,915,511	13,044,276
Supporting services		
Management and general	2,643,911	2,863,010
Communications	392,323	455,234
Fund raising	259,941	294,159
Total supporting services	3,296,175	3,612,403
Total expense	16,211,686	16,656,679
Change in unrestricted net assets before non-operating investment income	293,613	(268,315)
Investment income - non-operating	283,761	46,998
Change in unrestricted net assets	577,374	(221,317)
Temporarily restricted activities		
Contributions	225,082	165,837
Interest and dividends	8,502	14,810
Net assets released from restrictions	(151,595)	(182,268)
Change in temporarily restricted net assets	81,989	(1,621)
Permanently restricted activities		
Contributions	6,858	3,520
Change in net assets	666,221	(219,418)
Net assets, beginning of year	16,388,710	16,608,128
Net assets, end of year	\$ 17,054,931	\$ 16,388,710

See notes to the financial statements.

American Public Health Association

Statements of Cash Flows

<i>Year Ended June 30,</i>	2017	2016
Cash flows from operating activities		
Change in net assets	\$ 666,221	\$ (219,418)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	726,958	742,326
Net (gain) loss on investments	(210,801)	29,729
Changes in assets and liabilities:		
Accounts receivable	(303,087)	257,687
Publications inventory	(84,221)	(8,287)
Prepaid expenses and deposits	(114,023)	(85,517)
Accounts payable and accrued expenses	139,669	117,784
Deferred revenue	574,032	(51,953)
Total adjustments	728,527	1,001,769
Net cash provided by operating activities	1,394,748	782,351
Cash flows from investing activities		
Purchases of investments	(1,960,884)	(364,026)
Proceeds from sales of investments	1,893,357	270,956
Purchases of property and equipment	(234,930)	(192,304)
Net cash used in investing activities	(302,457)	(285,374)
Cash flows from financing activities		
Principal payments on bond payable	(438,726)	(429,954)
Net increase in cash and cash equivalents	653,565	67,023
Cash and cash equivalents, beginning of year	8,017,654	7,950,631
Cash and cash equivalents, end of year	\$ 8,671,219	\$ 8,017,654
Supplemental disclosures of cash flow information		
Cash paid during the year for interest	\$ 113,925	\$ 120,211

See notes to the financial statements.

American Public Health Association

Notes to the Financial Statements

A. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization: American Public Health Association (the Association) is a non-profit membership organization established in 1872 and incorporated in 1918 under the laws of the Commonwealth of Massachusetts. The objective of the Association is to protect and promote personal and environmental health.

Income tax status: The Association is exempt from income taxes on its exempt activities under the provisions of Section 501(c)(3) of the Internal Revenue Code (IRC). However, the Association is subject to income taxes on its net unrelated business income activity (primarily advertising and rental income). In addition, the Association qualifies under Section 509(a)(2) of the IRC as an organization other than a private foundation.

Basis of accounting: The Association prepares its financial statements on the accrual basis of accounting. Consequently, revenue is recognized when earned and expense when the obligation is incurred.

Use of estimates: The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and cash equivalents: For financial statement purposes, the Association considers all demand accounts, money market funds, and investments with a maturity of three months or less at the time of purchase that are not held by investment custodians to be cash equivalents.

Accounts receivable: Receivables consist primarily of amounts due from the annual convention, publications, and grant and contract activities. The Association's management periodically reviews the status of all accounts receivable balances for collectability, which they determine based on their knowledge of the customer, relationship with the customer, and the age of the receivable. As a result of these reviews, allowances are recorded for customer balances deemed to be potentially uncollectible.

Inventory: Inventory is entirely comprised of publications available for sale, and is valued at the lower of cost (first-in, first-out basis) or market value. Management determines the allowance for obsolete inventory based on quantities on hand and prior year sales. Inventory is written off when deemed not salable.

Property and equipment: The Association capitalizes at cost, all property and equipment purchases of \$1,500 or more. Property and equipment is depreciated using the straight-line method over the following estimated useful lives:

Building	40 years
Building improvements	10 years
Furniture and fixtures	7-10 years
Equipment and software	3-5 years

American Public Health Association

Notes to the Financial Statements

A. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Tenant improvements are amortized over the lesser of the remaining lease term or the estimated useful lives of the improvements.

Deferred revenue: Deferred revenue consists of grant and contract receipts, member dues, convention fees, and subscription fees received in advance of the periods in which they are to be earned.

Net assets: For the financial statement purposes, net assets are classified as follows:

Unrestricted:

Undesignated – represents funds available for the Association's general operations.

Board designated – represents funds that have been designated for the awards program by the Association's Board of Directors.

Temporarily restricted – represents the portion of net assets that have been restricted by donors for either specified purposes or timing of use (see Note G).

Permanently restricted – represents the portion of net assets that have been restricted by donors who require the principal of the gift to be maintained in perpetuity with only the earnings to be used for a specified purpose (see Notes F & H).

Contributions: Contributions are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Support that is restricted by the donor is reported as an increase in temporarily or permanently restricted net assets and then reclassified to unrestricted net assets when the restriction expires.

Functional allocation of expense: The costs of providing various program and supporting services have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the program and supporting services benefited.

Subsequent events: Subsequent events have been evaluated through October 4, 2017, which is the date the financial statements were available to be issued.

B. CREDIT AND MARKET RISK

Credit risk: The Association maintains demand deposits with commercial banks and money market funds with financial institutions. At times, certain balances held within these accounts may not be fully guaranteed or insured by the U.S. federal government. The uninsured portions of cash and money market accounts are backed solely by the assets of the underlying institution. As such, the failure of an underlying institution could result in financial loss to the Association.

Market value risk: The Association also invests funds in a professionally managed portfolio that contains various securities detailed in Note C. Such investments are exposed to various risks, such as fluctuations in market value and credit risk. As a result, the investment balances reported in the accompanying financial statements may not be reflective of the portfolio's value during subsequent periods.

American Public Health Association

Notes to the Financial Statements

C. INVESTMENTS

In accordance with generally accepted accounting principles, the Association uses the following prioritized input levels to measure fair value of investments. The input levels used for valuing investments are not necessarily an indication of risk.

Level 1 – Observable inputs that reflect quoted prices for identical assets or liabilities in active markets, such as stock quotes;

Level 2 – Includes inputs other than level 1 that are directly or indirectly observable in the marketplace, such as yield curves or other market data;

Level 3 – Unobservable inputs which reflect the reporting entity's assessment of the assumptions that market participants would use in pricing the asset or liability including assumptions about risk, such as bid/ask spreads and liquidity discounts.

Investments, recorded at fair value, consist of the following at June 30,:

2017	Total	Level 1	Level 2	Level 3
Corporate and government debt securities	\$ 3,229,877	\$ -	\$ 3,229,877	\$ -
Equities	2,719,078	2,719,078		
Mutual funds - fixed income	934,680	934,680		
Mutual funds - equity	690,474	690,474		
Master limited partnership note	128,168	128,168		
Real estate investment trust	38,832	38,832		
	7,741,109	\$ 4,511,232	\$ 3,229,877	\$ -
Money market funds*	260,040			
Certificates of deposit*	330,068			
	\$ 8,331,217			
2016	Total	Level 1	Level 2	Level 3
Corporate and government debt securities	\$ 1,664,260	\$ -	\$ 1,664,260	\$ -
Equities	1,143,727	1,143,727		
Mutual funds - fixed income	415,131	415,131		
Mutual funds - equity	237,355	237,355		
Master limited partnership note	60,468	60,468		
Real estate investment trust	18,003	18,003		
	3,538,944	\$ 1,874,684	\$ 1,664,260	\$ -
Money market funds*	3,233,110			
Certificates of deposit*	1,280,835			
	\$ 8,052,889			

*Money market funds and certificates of deposit are recorded at cost and therefore not required to be classified in one of the levels prescribed by the fair value hierarchy.

American Public Health Association

Notes to the Financial Statements

C. INVESTMENTS - CONTINUED

Investments using Level 2 inputs are priced by the investment custodian using an outside data and pricing company that uses a market approach and spreads based on the credit risk of the issuer, maturity, current yield, trading frequency, and other terms and conditions of each security. Management believes the estimates to be a reasonable approximation of the fair value of the investments.

Investment income consists of the following for the years ended June 30,:

	2017	2016
Interest and dividends	\$ 87,742	\$ 102,827
Net gain (loss) on investments	<u>210,801</u>	<u>(29,729)</u>
	<u>\$ 298,543</u>	<u>\$ 73,098</u>

For the year ended June 30, 2017, interest and dividends are presented on the statements of activities in the amounts of \$6,280 for unrestricted operating accounts, \$8,502 for temporarily restricted accounts, and \$72,960 for non-operating investments. For the year ended June 30, 2016, interest and dividends are presented on the statements of activities in the amounts of \$11,290 for unrestricted operating accounts, \$14,810 for temporarily restricted accounts, and \$76,727 for non-operating investments. For the years ended June 30, 2017 and 2016, the entire gain (loss) on investments of 210,801 and (\$29,729), respectively, is recorded as non-operating investment income on the statements of activities.

D. PROPERTY AND EQUIPMENT

Property and equipment consists of the following at June 30,:

	2017	2016
Land	\$ 3,088,200	\$ 3,088,200
Building	9,623,444	9,623,444
Building improvements	401,692	379,407
Furniture and fixtures	1,147,749	1,147,749
Equipment	1,360,859	1,276,348
Software	<u>2,815,473</u>	<u>2,711,537</u>
	18,437,417	18,226,685
Less accumulated depreciation and amortization	<u>(9,175,732)</u>	<u>(8,472,972)</u>
	<u>\$ 9,261,685</u>	<u>\$ 9,753,713</u>

American Public Health Association

Notes to the Financial Statements

E. BOND PAYABLE

On August 8, 2013, the Association refinanced its building. The District of Columbia issued a fixed rate tax-exempt bond in the amount of \$7,160,000. Under the provisions of the agreement, payments for the note are made monthly and will continue until August 1, 2028. The interest rate is fixed at 1.92%. The Bonds have been purchased and are held by SunTrust Bank with the building serving as security. The principal balance of the revenue bond was \$5,521,150 and \$5,959,876 at June 30, 2017 and 2016, respectively.

The loan stipulates several covenants. The Association believes it is in compliance with all loan covenants.

Interest expense on the bond payable for the years ended June 30, 2017 and 2016 was \$113,925 and \$120,211, respectively.

Approximate future minimum principal payments on the bond payable are as follows:

For the Year Ending June 30,

2018	\$ 447,000
2019	456,000
2020	465,000
2021	474,000
2022	483,000
Thereafter	<u>3,196,000</u>
	<u>\$ 5,521,000</u>

American Public Health Association

Notes to the Financial Statements

F. ENDOWMENT

The Association's endowment consists primarily of funds established for award programs. As required by generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of Relevant Law

The Association has interpreted the *Uniform Prudent Management of Institutional Funds Act of 2007 (UPMIFA)*, enacted by the District of Columbia, as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Association classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

Return Objectives and Risk Parameters

The Association has adopted an investment policy for endowment assets that attempts to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Association must hold in perpetuity or for a donor-specified period(s). The endowment assets are invested in a conservative manner with the expectation to provide an average annual rate of return of approximately 3 percent over time. Actual returns in any given year may vary from this amount.

Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Association relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized), interest and dividends.

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Association has a policy of maintaining a full historical value of the permanently restricted endowments. The permanently restricted funds are currently invested in certificates of deposit and mutual funds in an effort to generate returns to cover short-term spending targets.

Changes in endowment net assets for the year ended June 30, 2017 were as follows:

	Board-designated Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Beginning endowment net assets	\$ 375,641	\$ 10,564	\$ 626,179	\$ 1,012,384
Investment income	2,774	8,972		11,746
Contributions			6,858	6,858
Expenditures	(5,322)	(7,971)		(13,293)
Ending endowment net assets	\$ 373,093	\$ 11,565	\$ 633,037	\$ 1,017,695

American Public Health Association

Notes to the Financial Statements

F. ENDOWMENT – CONTINUED

Changes in endowment net assets for the year ended June 30, 2016 were as follows:

	Board-designated Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Beginning endowment net assets	\$ 379,289	\$ 3,153	\$ 622,659	\$ 1,005,101
Investment income	9,428	12,259		21,687
Contributions	648		3,520	4,168
Expenditures	(13,724)	(4,848)		(18,572)
Ending endowment net assets	\$ 375,641	\$ 10,564	\$ 626,179	\$ 1,012,384

G. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consist of the following at June 30,:

	2017	2016
Award programs	\$ 342,312	\$ 271,994
Scientific, professional and section affairs	332,725	314,095
Fund raising	41,296	48,255
Convention	3,235	3,235
	\$ 719,568	\$ 637,579

Temporarily restricted net assets were released from donor restrictions for the years ended June 30, 2017 and 2016 by incurring expenses satisfying the purposes specified by donors as follows:

	2017	2016
Scientific, professional and section affairs	\$ 105,095	\$ 109,578
Fund raising	23,675	22,063
Award programs	22,825	32,148
Convention	-	18,479
	\$ 151,595	\$ 182,268

American Public Health Association

Notes to the Financial Statements

H. PERMANENTLY RESTRICTED NET ASSETS

Permanently restricted net assets consist of the following at June 30,:

	2017	2016
Award programs	\$ 628,962	\$ 622,104
Scientific, professional and section affairs	<u>4,075</u>	<u>4,075</u>
	<u>\$ 633,037</u>	<u>\$ 626,179</u>

I. RENTAL INCOME

The Association leases approximately 6,600 square feet of its headquarters building in Washington, DC under a noncancelable operating lease expiring June 30, 2020. Total rental income from the lease was \$340,478 and \$339,476 for the years ended June 30, 2017 and 2016, respectively. Approximate future receipts under the lease area as follows for the years ending June 30,:

2018	\$ 343,800
2019	350,700
2020	<u>357,700</u>
	<u>\$ 1,052,200</u>

J. RETIREMENT PLAN

The Association has a tax deferred annuity plan under IRS Section 403(b) covering substantially all employees meeting certain age and service requirements. Employees are able to voluntarily enter into a salary reduction agreement wherein a portion of their salary is forwarded to the plan. The Association's contributions to the Plan are based upon: (1) a percentage of the employee's compensation, and (2) the amount of the employee's contribution. The Association's retirement plan expense for the years ended June 30, 2017 and 2016 was \$286,808 and \$393,209, respectively.

American Public Health Association

Notes to the Financial Statements

K. COMMITMENTS AND CONTINGENCIES

Employment contract: The Association has an employment agreement with a key employee. According to the agreement, if the employee is terminated by the Association without cause, the Association must continue to pay the employee at the then-current salary rate for a period of six months following the date of notice.

Hotel and convention center contracts: The Association has entered into several agreements with hotels providing for room accommodations for its meetings and conventions through 2019. In the event the Association cancels its agreement with the hotels, it can be held liable for amounts up to the total net room commitment depending upon the date of cancellation, less any insurance proceeds.

Federal grants and contracts: The Association participates in a federally assisted grant program and federal contract, both of which are subject to financial and compliance audits by the U.S. Department of Health and Human Services or its representatives. As such, there exists the possibility for potential questioned costs that may result from such an audit. Management does not anticipate any significant adjustments if such an audit were to occur.

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A Professional Corporation

Certified Public

Accountants

and Consultants

Independent Auditor's Report on the Other Financial Information

To the Executive Board
American Public Health Association

We have audited the financial statements of American Public Health Association as of and for the year ended June 30, 2017, and our report thereon dated October 4, 2017, which expressed an unmodified opinion on those financial statements, appears on page one. Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expense is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Washington, DC
October 4, 2017

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American Public Health Association

Schedule of Functional Expense

Year Ended June 30, 2017 with Comparative 2016 Totals

	Scientific and Professional Affairs	Convention	Periodicals	Government Relations and Affiliate Affairs	Membership Services	Books	Kellogg Grant	Award Programs	Management and General	Communications	Fund Raising	2017 Total	2016 Total
Salaries and wages	\$ 1,136,445	\$ 571,601	\$ 487,119	\$ 604,934	\$ 430,451	\$ 352,737	\$ 44,198	\$ -	\$ 1,431,791	\$ 243,357	\$ 121,507	\$ 5,424,140	\$ 5,885,833
Employee benefits and payroll taxes	308,543	149,946	149,762	144,868	121,641	98,193	12,076		404,212	49,554	37,991	1,476,786	1,586,676
Consulting and temporary services	494,383	77,978	391,308	135,740	44,700	133,605	24,700		123,265	5,981	6,157	1,437,817	1,415,608
Professional services	17,315	360	246,673	2,964	35,219	4,387			124,705	438	441	432,502	418,517
Subcontract costs	1,047,648											1,047,648	395,949
On-site convention costs	1,383	1,229,256	6,026	4,522	7,652	3,650		528	46,200	3,581	8,750	1,311,548	1,540,190
Property management, rent and utilities									217,925			217,925	236,272
Depreciation and amortization	80,194	41,711	48,170	38,407	33,166	33,556			430,695	13,216	7,843	726,958	742,326
Equipment rental and maintenance	9,904	5,712	5,742	4,618	4,158	4,118			100,644	1,699	734	137,329	147,364
Telephone	32,909	4,962	8,043	11,053	13,241	1,884	12		30,836	2,609	631	106,180	167,371
Travel and related costs	231,679	27,738	65,285	81,931	204,921	16,083	2,401	10,469	155,162	4,699	26,575	826,943	988,575
Printing and production	32,506	84,697	532,529	2,690	25,627	8,562	90		(3,359)	4,560	620	688,522	814,600
Cost of goods sold						188,289						188,289	116,005
Postage, shipping and mailing	895	36,418	165,943	1,004	26,183	100,785		274	8,358	438	853	341,151	385,176
Supplies and equipment	16,268	10,573	5,135	3,741	20,677	1,723		104	36,820	452	2,469	97,962	102,556
Insurance	16,070	25,161	11,953	6,356	4,686	27,280			16,358		1,600	109,464	109,885
Taxes (non-payroll)									397,755			397,755	386,288
Building interest and finance costs									134,271			134,271	143,265
Other costs	75,622	214,720	125,439	109,830	63,843	67,758		19,545	269,257	29,567	23,838	999,419	966,050
Contribution to other organizations		13,000							96,077			109,077	108,173
Occupancy allocation	168,800	86,790	87,226	84,003	72,564	56,237			(603,045)	32,172	15,253	-	-
Indirect and Board allocation	530,345	42,192	38,200	109,984	18,128	17,966	12,522		(774,016)		4,679	-	-
	\$ 4,200,909	\$ 2,622,815	\$ 2,374,553	\$ 1,346,645	\$ 1,126,857	\$ 1,116,813	\$ 95,999	\$ 30,920	\$ 2,643,911	\$ 392,323	\$ 259,941	\$ 16,211,686	\$ 16,656,679