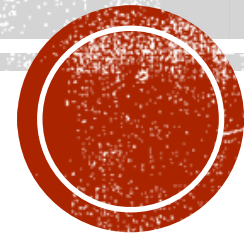
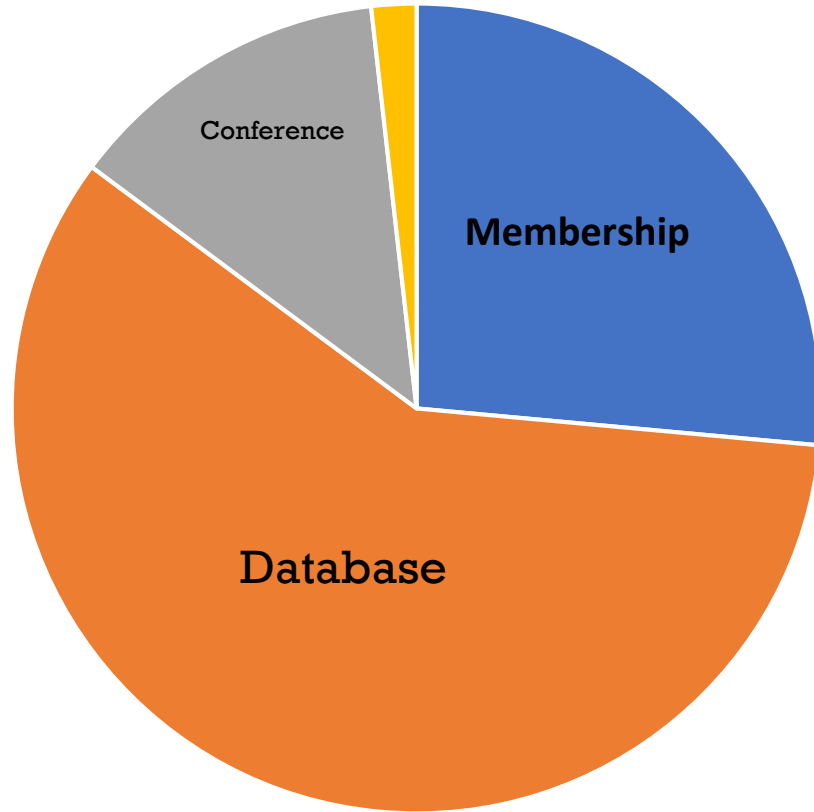


NWSA 2018 FINANCIAL



	2018 NWSA Financial	As of 10/1/2018	
Income:			
	Membership Dues	67130	Dues & Instructor Cert Fees
	Database Storage Fees	149000	
	Meeting/Auction Proceeds Retain	33065	
	Other	4559	Advertising, Commission
Total:		<u>253754</u>	
Expenses:			
	Payroll	119000	Wages, Taxes, and Health Insurance Benefit
	Office Rent & Utilities	23645	Rent, Utilities, Printing Costs
	Advertising	2258	
	Professional Fees	39041	Training Coordinator, Accountant, Attorney Fees, Instructor Monitoring
	Board Workshop Costs	708	
	Computer Software	1674	
	Bank/Credit Card Fees	3091	
	Insurance	17206	GL, Directors & Offices, IT Insurance, Workers Compensation
	Database	6500	
	Licenses/Subscriptions	918	
Total:		<u>214041</u>	
Retained:		39713	
Carryover from Last Year:		36320	
Balance in Bank		<u>76033</u>	
Special Assessments Account:		15933	5 donors made contributions
			Earmarked for Website Redesign, Retainer for Kelli Matthews



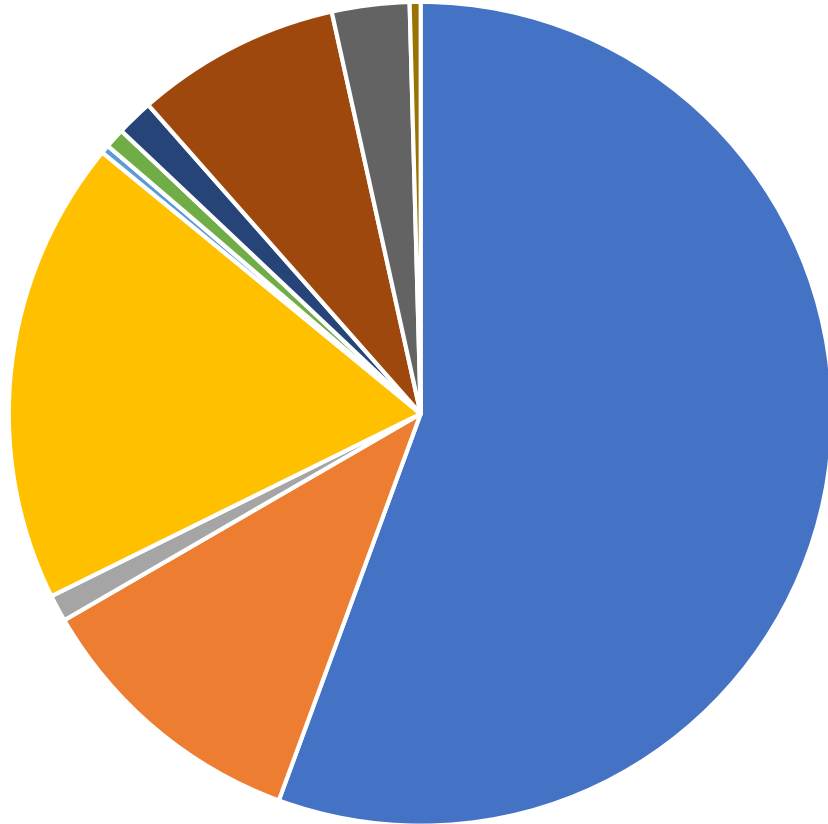


■ Membership Dues ■ Database Storage Fees ■ Meeting/Auction Proceeds Retained ■ Other

INCOME



Expenses



- Payroll
- Office Rent & Utilities
- Advertising
- Professional Fees
- Board Workshop Costs
- Computer Software
- Bank/Credit Card Fees
- Insurance
- Database
- Licenses/Subscriptions

EXPENSES



- The take away is:
 - Over half our income is derived from those that utilize the database storage system. This was a conscious decision made in 2008 to change our due structure to make it fair for all with a flat fee for dues and then the costs of training and funds input in the database would be based on the number of people you train.
 - In order to continue to provide the level of services we currently have we need to encourage use of NWSA training providers who input the training into this system.
 - If we don't continue to have support for the database we would have to look at raising our dues to cover the difference or diminishing our level of service to our membership.
 - We have done a Webinar that is available online that goes over the benefits of the database for company owners.

THE TAKE AWAY

