

NACM Revenue/Expenses by Category

			2017		
			Budget Revenue	Budget Expenses	Budget Net
Governance Q1000.0000; Q4000.0000; Q4800.0000					
REVENUE - GENERAL OPERATIONS					
Donations	A405-02	Q1000.0000	0.00		
In-Kind Contrib.-NCSC	A405-06	Q1000.0000	90,000.00		90,000.00
Scholarship Fd	A405-05	Q1000.0000 - Gallas s	1,500.00		1,500.00
Interest Income	A410-01	Q1000.0000	0.00		0.00
Invest Gains/Losses	A415-01	Q1000.0000	0.00		0.00
Misc. Income	A495-01	Q1000.0000			0.00
Scholarships	A565-01	Q1000.0000 PREVIOUSLY Gallas			0.00
EXPENSES - GENERAL OPERATIONS					
Consultant	A500-01	Q1000.0000		0.00	0.00
Travel General	A510-00	Q1000.0000		0.00	0.00
Travel President	A510-01	Q1000.0000		20,000.00	-20,000.00
Travel Officer	A510-04	Q1000.0000	1,500.00		-1,500.00
Travel Site Visit	A510-06	Q1000.0000	4,000.00		-4,000.00
Travel Jt. Tech Com	A510-07	Q1000.0000	0.00		0.00
Travel Assoc Svcs	A510-08	Q1000.0000	6,500.00		-6,500.00
Pres Discretionary	A522-01	Q1000.0000	2,500.00		-2,500.00
Committee Exp	A525-01	Q1000.0000	0.00		0.00
Telephone / Webinars	A530-01	Q1000.0000	8,500.00		-8,500.00
Postage	A535-01	Q1000.0000	300.00		-300.00
Print/Photocopy	A540-01	Q1000.0000	500.00		-500.00
Office Supplies	A545-01	Q1000.0000	200.00		-200.00
Credit Card Fees	A550-01	Q1000.0000	15,000.00		-15,000.00
Licenses & Fees	A555-01	Q1000.0000	45.00		-45.00
Liability/D&O Ins	A560-01	Q1000.0000	5,500.00		-5,500.00
Scholarships	A565-01	Q1000.0000 Graduate, Gallas & ICM	3,000.00		-3,000.00
Admin/Contract Fee	A575-01	Q1000.0000	369,463.00		-369,463.00
Grant Match- Admin/Con	A577-07	Q1000.0000	65,351.00		-65,351.00
Audit Fees/Tax Prep	A580-01	Q1000.0000	1,500.00		-1,500.00
Other Expenses	A595-01	Q1000.0000	0.00		0.00
			91,500.00	503,859.00	-412,359.00
EXPENSES - BOARD MTGS					
Travel - General	A510-00	Q4000.0000		43,000.00	-43,000.00
Food & Beverage	A518-01	Q4000.0000		9,000.00	-9,000.00
Audio-Visual / Internet	A528-01	Q4000.0000		1,000.00	-1,000.00
				53,000.00	-53,000.00
Total Governance			\$91,500.00	\$556,859.00	-\$465,359.00

			2017		
			Actual Revenue	Actual Expenses	Actual Net
Governance Q1000.0000; Q4000.0000; Q4800.0000					
REVENUE - GENERAL OPERATIONS					
Donations					
In-Kind Contrib.-NCSC			90,000.00		90,000.00
Scholarship Fd			1,500.00		1,500.00
Interest Income			27,326.07		27,326.07
Invest Gains/Losses			67,404.52		67,404.52
Misc. Income			0.00		0.00
Scholarships			0.00		0.00
EXPENSES - GENERAL OPERATIONS					
Consultant				0.00	0.00
Travel General				0.00	0.00
Travel President				17,231.15	-17,231.15
Travel Officer				294.33	-294.33
Travel Site Visit				4,231.16	-4,231.16
Travel Jt. Tech Com				0.00	0.00
Travel Assoc Svcs				5,624.00	-5,624.00
Pres Discretionary				2,305.80	-2,305.80
Committee Exp				1,716.08	-1,716.08
Telephone / Webinars				4,686.47	-4,686.47
Postage				299.14	-299.14
Print/Photocopy				333.88	-333.88
Office Supplies				0.00	0.00
Credit Card Fees				22,255.83	-22,255.83
Licenses & Fees				26.95	-26.95
Liability/D&O Ins				5,501.91	-5,501.91
Scholarships				3,000.00	-3,000.00
Admin/Contract Fee				369,462.96	-369,462.96
Grant Match- Admin/Con				65,351.04	-65,351.04
Audit Fees/Tax Prep				2,750.00	-2,750.00
Other Expenses				0.00	0.00
			186,230.59	505,070.70	-318,840.11
EXPENSES - BOARD MTGS					
Travel - General				28,762.50	-28,762.50
Food & Beverage				7,163.62	-7,163.62
Audio-Visual / Internet				1,761.60	-1,761.60
				37,687.72	-37,687.72
Total Governance			\$186,230.59	\$542,758.42	-\$356,527.83

NACM Revenue/Expenses by Category

			2017		
			Budget Revenue	Budget Expenses	Budget Net
Conferences- Q2000 (Annual)					
ANNUAL CONFERENCE					
REVENUE					
Fees & Registrations	A420-01	Q2000.1000 - AC Educ	2,500.00		2,500.00
		Q2000.3000 - AC Ever	400,725.00		400,725.00
Social/Other Income	A425-01	Q2000.3000 - AC Ever	8,000.00		8,000.00
Vendor Income	A430-01	Q2000.4000- AC Vend	145,000.00		145,000.00
Sponsorship Income	A435-01	Q2000.3000 - AC Events			0.00
		Q2000.4000- AC Vend	65,000.00		65,000.00
SJI Grant	A440-01	Q2000.6017 - Annual C	96,593.00		96,593.00
		AC Revenue Total	717,818.00		717,818.00
EXPENSES					
Consultant - Live Stream	A500-01	Q2000.6017 - SJI - Annual Conf. 2017		26,200.00	-26,200.00
				26,200.00	-26,200.00

			2017		
			Actual Revenue	Actual Expenses	Actual Net
Conferences- Q2000 (Annual)					
ANNUAL CONFERENCE					
REVENUE					
Fees & Registrations			0.00		0.00
			448,546.32		448,546.32
Social/Other Income			13,610.00		13,610.00
Vendor Income			182,800.00		182,800.00
Sponsorship Income			5,833.00		5,833.00
			54,800.00		54,800.00
SJI Grant			93,199.78		93,199.78
			798,789.10		798,789.10
EXPENSES					
Consultant - Live Stream				26,200.00	-26,200.00
				26,200.00	-26,200.00

Travel - Gen.	A510-00	Q2000.1000- AC Education	0.00	0.00	0.00	0.00
		Q2000.2000- AC Planning	6,000.00	-6,000.00	4,709.08	-4,709.08
		Q2000.3000- AC Events	0.00	0.00	19.14	-19.14
		Q2000.5000 - AC Leadership	0.00	0.00	0.00	0.00
		Q2000.6017 - SJI Ann. Conf. 2017	10,000.00	-10,000.00	4,896.88	-4,896.88
			16,000.00	-16,000.00	9,625.10	-9,625.10
Honoraria	A514-01	Q2000.6017 - SJI Ann. Conf. 2017	18,750.00	-18,750.00	20,459.90	-20,459.90
			18,750.00	-18,750.00	20,459.90	-20,459.90
Audio Visual/Internet	A516-01	Q2000.1000 - AC Education	0.00	0.00	0.00	0.00
		Q2000.2000 - AC Planning	0.00	0.00	0.00	0.00
		Q2000.4000 - AC Vendors	0.00	0.00	233.75	-233.75
		Q2000.5000 - AC Leadership	0.00	0.00	654.50	-654.50
		Q2000.6017 - SJI - Annual Conf. 2017	41,643.00	-41,643.00	41,643.00	-41,643.00
			41,643.00	-41,643.00	42,531.25	-42,531.25
Food & Beverage	A518-01	Q2000.3000- AC Events	202,449.00	-202,449.00	198,471.22	-198,471.22
		Q2000.4000- AC Vendors	0.00	0.00	522.55	-522.55
		Q2000.5000- AC Leadership	0.00	0.00	220.42	-220.42
			202,449.00	-202,449.00	199,214.19	-199,214.19
Conference Exps.	A520-01	Q2000.1000 - AC Education (ICM/MSU)	0.00	0.00	0.00	0.00
		Q2000.2000 - AC Planning	4,500.00	-4,500.00	41,482.08	-41,482.08
		Q2000.3000 - AC Events	111,493.00	-111,493.00	172,686.42	-172,686.42
		Q2000.4000 - AC Vendors	9,500.00	-9,500.00	8,168.27	-8,168.27
		Q2000.5000 - AC Leadership	0.00	0.00	0.00	0.00
			125,493.00	-125,493.00	222,336.77	-222,336.77
Postage	A535-01	Q2000.1000- AC Education	0.00	0.00	0.00	0.00
		Q2000.2000- AC Planning	2,000.00	-2,000.00	1,119.77	-1,119.77
			2,000.00	-2,000.00	1,119.77	-1,119.77
Printing/Photocopying	A540-01	Q2000.2000- AC Planning	1,800.00	-1,800.00	2,276.00	-2,276.00
		Q2000.3000 - AC Events	0.00	0.00	0.00	0.00
		Q2000.4000 - AC Vendors	250.00	-250.00	0.00	0.00
			2,050.00	-2,050.00	2,276.00	-2,276.00

NACM Revenue/Expenses by Category

			2017		
			Budget Revenue	Budget Expenses	Budget Net
ANNUAL CONFERENCE					
EXPENSES (cont.)					
Licenses & Fees	A555-01	Q2000.2000-AC Planning		125.00	-125.00
Insurance Expense	A560-01	Q2000.2000- AC Planning		2,000.00	-2,000.00
Scholarships	A565-01	Q2000.3000 - AC Events		0.00	0.00
Admin/Contract Fee	A575-01	Q2000.2000 - AC Planning		0.00	0.00
Grant Match - Consultant	A577-00	Q2000.2000 AC Planning		0.00	0.00
Grant Match- Travel	A577-01	Q2000.1000 AC		10,000.00	-10,000.00
Grant Match - Honorariur	A577-02	Q2000.1000 AC Education		6,250.00	-6,250.00
Grant Match - AV	A577-03	Q2000.1000 AC Education		41,643.00	-41,643.00
Grant Match - Postage	A577-04	Q2000.2000 AC Planning		0.00	0.00
Grant Match-Admin/Cont	A577-07	Q2000.2000 - AC Planning		0.00	0.00
Awards	A585-02	Q2000.2000 AC Planning		1,300.00	-1,300.00
President's Gift	A585-04	Q2000.2000 AC Planning		900.00	-900.00
				62,218.00	-62,218.00
AC Expense Total				496,803.00	-496,803.00
Total Annual Confere			\$717,818.00	\$496,803.00	\$221,015.00

			2017		
Actual Revenue	Actual Expenses	Actual Net			
	125.00	-125.00			
	1,945.13	-1,945.13			
	0.00	0.00			
	0.00	0.00			
	0.00	0.00			
	3,688.70	-3,688.70			
	12,561.30	-12,561.30			
	51,897.86	-51,897.86			
	0.00	0.00			
	0.00	0.00			
	699.69	-699.69			
	792.56	-792.56			
	71,710.24	-71,710.24			
	595,473.22	-595,473.22			
\$798,789.10	\$595,473.22	\$203,315.88			

NACM Revenue/Expenses by Category

			2017			2017		
			Budget Revenue	Budget Expenses	Budget Net	Actual Revenue	Actual Expenses	Actual Net
Conferences- Q3000 (Midyear)								
MIDYEAR CONFERENCE								
REVENUE								
Fees & Registrations	A420-01	Q3000.3000- MC Even	61,800.00		61,800.00	122,075.00		122,075.00
		Q3000.4000 - MC Vendors				4,050.00		4,050.00
Social/Other Income	A425-01	Q3000.3000- MC Even	300.00		300.00	430.00		430.00
Vendor Income	A430-01	Q3000.4000 - MC Ven	55,000.00		55,000.00	54,825.00		54,825.00
Sponsorship Income	A435-01	Q3000.4000 - MC Ven	17,000.00		17,000.00	17,900.00		17,900.00
SJI Grant	A440-01	Q3000.6017 - Midyear	36,975.00		36,975.00	40,368.22		40,368.22
	MY	Revenue Total	171,075.00		171,075.00	239,648.22		239,648.22
EXPENSE								
Consultant - Live Stream	A500-01	Q3000.6017 -SJI Midyear Conf. 2017		18,500.00	-18,500.00		18,500.00	-18,500.00
				18,500.00	-18,500.00		18,500.00	-18,500.00
Travel - Gen.	A510-00	Q3000.1000 - MC Education		0.00	0.00		0.00	0.00
		Q3000.2000- MC Planning		5,000.00	-5,000.00		3,099.60	-3,099.60
		Q3000.6017 -SJI Midyear Conf. 2017		0.00	0.00		3,393.22	-3,393.22
				5,000.00	-5,000.00		6,492.82	-6,492.82
Honoraria	A514-01	Q3000.6017 - SJI Midyear Conf. 2017		4,125.00	-4,125.00		4,125.00	-4,125.00
				4,125.00	-4,125.00		4,125.00	-4,125.00
Audio Visual/Internet	A516-01	Q3000.1000 - MC Education		0.00	0.00		0.00	0.00
		Q3000.4000 - MC Vendors		150.00	-150.00		2,860.00	-2,860.00
		Q3000.6017 - SJI Midyear Conf. 2017		14,350.00	-14,350.00		14,350.00	-14,350.00
				14,500.00	-14,500.00		17,210.00	-17,210.00
Food & Beverage	A518-01	Q3000.3000- MC Events		45,957.00	-45,957.00		59,535.44	-59,535.44
		Q3000.4000 - MC Vendors		0.00	0.00		0.00	0.00
				45,957.00	-45,957.00		59,535.44	-59,535.44
Conference Exps.	A520-01	Q3000.2000 - MC Planning		2,000.00	-2,000.00		1,617.20	-1,617.20
		Q3000.3000 - MC Events		2,000.00	-2,000.00		2,944.54	-2,944.54
		Q3000.4000 - MC Vendors		3,500.00	-3,500.00		2,734.30	-2,734.30
				7,500.00	-7,500.00		7,296.04	-7,296.04
Postage	A535-01	Q3000.2000-MC Planning		1,500.00	-1,500.00		1,247.90	-1,247.90
Printing/Photocopying	A540-01	Q3000.4000- MC Vendors		100.00	-100.00		0.00	0.00
Insurance Expense	A560-01	Q3000.2000 - MC Planning		306.72	-306.72		385.88	-385.88
Admin/Contract Fee	A575-01	Q3000.2000 - MC Planning		0.00	0.00		0.00	0.00
Grant Match - Consultant	A577-00	Q3000.2000 MC Planning		0.00	0.00		0.00	0.00
Grant Match- Travel	A577-01	Q3000.1000 MC Education		0.00	0.00		0.00	0.00
Grant Match - Honorariur	A577-02	Q3000.1000 MC Education		1,375.00	-1,375.00		1,375.00	-1,375.00
Grant Match - AV	A577-03	Q3000.1000 MC Education		14,350.00	-14,350.00		14,667.20	-14,667.20
Grant Match - Postage	A577-04	Q3000.2000 MC Planning		0.00	0.00		0.00	0.00
Grant Match-Admin/Cont	A577-07	Q3000.2000 - MC Planning		0.00	0.00		0.00	0.00
Other Expenses	A595-01	Q3000.3000 - MC Events/Rental		6,000.00	-6,000.00		6,000.00	-6,000.00
				23,631.72	-23,631.72		23,675.98	-23,675.98
	MY	Expense Total		119,213.72	-119,213.72		136,835.28	-136,835.28
		Total Midyear Confer	\$171,075.00	\$119,213.72	\$51,861.28	\$239,648.22	\$136,835.28	\$102,812.94

NACM Revenue/Expenses by Category

		2017			2017		
		Budget Revenue	Budget Expenses	Budget Net	Actual Revenue	Actual Expenses	Actual Net
Publications - Q4200.0000/Q4200.6014/4200.2000/Q4200.3000							
REVENUE							
Grant Income	A440-01	Q4200.6016 - SJI Grar	0.00	0.00	0.00	0.00	0.00
			0.00	0.00	0.00	0.00	0.00
Advertising Income	A450-01	Q4200.1000 - Court Mgr	16,000.00	16,000.00	16,008.00	16,008.00	16,008.00
		Q4200.2000 - Court Express		0.00	250.00	250.00	250.00
		Q4200.3000 - Website	2,000.00	2,000.00	0.00	0.00	0.00
			18,000.00	18,000.00	16,258.00	16,258.00	16,258.00
Publication Sales	A460-01	Q4200.1000 - Court Mgr	500.00	500.00	475.00	475.00	475.00
	Publication	Revenue Total	18,500.00	18,500.00	16,733.00	16,733.00	16,733.00
EXPENSES							
Consultant	A500-01	Q4200.3000 - Website		3,500.00		12,948.80	-12,948.80
Postage	A535-01	Q4200.1000 - Court Manager		1,375.00		3,371.23	-3,371.23
Printing/Photocopying	A540-01	Q4200.1000 - Court Manager		20,000.00		46,263.72	-46,263.72
		Q4200.2000 - Court Express		0.00		0.00	0.00
				20,000.00		46,263.72	-46,263.72
Grant Match - Consultant	A577-00	Q4200.3000 - Website		0.00		0.00	0.00
				0.00		0.00	0.00
		Publication Expense Total		24,875.00		62,583.75	-62,583.75
		Total Publications	\$18,500.00	\$24,875.00	\$16,733.00	\$62,583.75	-\$45,850.75
Membership - Q4400.0000							
REVENUE							
Mbrshp. Dues-Reg.	A400-01	Q4400.0000	171,650.00	171,650.00	152,480.34	152,480.34	152,480.34
Mbrshp. Dues-Assoc.	A400-02	Q4400.0000	7,625.00	7,625.00	13,785.00	13,785.00	13,785.00
Mbrshp. Dues-Sustaining	A400-03	Q4400.0000	4,355.00	4,355.00	4,550.00	4,550.00	4,550.00
Mbrshp. Dues-Retired	A400-04	Q4400.0000	1,600.00	1,600.00	1,650.00	1,650.00	1,650.00
Mbrshp. Dues-Student	A400-07	Q4400.0000	245.00	245.00	210.00	210.00	210.00
			185,475.00	185,475.00	172,675.34	172,675.34	172,675.34
EXPENSES							
Postage	A535-01	Q4400.0000		1,000.00		1,429.96	-1,429.96
Printing/Photocopying	A540-01	Q4400.0000		250.00		0.00	0.00
Office Supplies/Exp.	A545-01	Q4400.0000		400.00		1,471.78	-1,471.78
Awards	A585-02	Q4400.0000		1,000.00		268.23	-268.23
				2,650.00		3,169.97	-3,169.97
		Total Membership	185,475.00	2,650.00	172,675.34	3,169.97	169,505.37
Guides- Q5000.0000/Q5000.6013/Q5000.6014							
REVENUE							
Grant Income	A440-01	Q5000.6014 - SJI Grar	0.00	0.00	0.00	0.00	0.00
			0.00	0.00	0.00	0.00	0.00
Publication Sales	A460-01	Q5000.0000 - Guides	500.00	500.00	1,887.00	1,887.00	1,887.00
		Guide Revenue Total	500.00	500.00	1,887.00	1,887.00	1,887.00
EXPENSES							
Postage	A535-01	Q5000.0000 - Guides		0.00		127.69	-127.69
Printing/Copying/Layout	A540-01	Q5000.0000 - Guides		1,200.00		1,517.50	-1,517.50
				1,200.00		1,645.19	-1,645.19
		Guide Expense Total		1,200.00		1,645.19	-1,645.19
		Total Guides	\$500.00	\$1,200.00	\$1,887.00	\$1,645.19	\$241.81

NACM Revenue/Expenses by Category

			2017		
			Budget Revenue	Budget Expenses	Budget Net
FACT Q5500.0000					
REVENUE					
Membership Dues	A400-01	Q5500.0000 - FACT	0.00		0.00
	FACT	Revenue Total	0.00		0.00
EXPENSES					
Travel - General	A510-00	Q5500.0000 - FACT		0.00	0.00
Food & Beverage	A518-01	Q5500.0000 - FACT		0.00	0.00
Conference Expenses	A520-01	Q5500.0000 - FACT		0.00	0.00
Website Development	A528-01	Q5500.0000 - FACT		0.00	0.00
Postage	A535-01	Q5500.0000 - FACT		0.00	0.00
Printing/Photocopying	A540-01	Q5500.0000 - FACT		0.00	0.00
Office Supplies/Exp.	A545-01	Q5500.0000 - FACT		0.00	0.00
Contributions	A570-01	Q5500.0000 - FACT		0.00	0.00
Admin Support/Contract	A575-01	Q5500.0000 - FACT		0.00	0.00
	FACT	Expense Total		0.00	0.00
		Total FACT	\$0.00	\$0.00	\$0.00
SJI Core Competency Revision Q7002.0000					
REVENUE					
Other Income	A440-01	Q7002.0000- SJI Core	0.00		0.00
	SJI Core	Revenue Total	0.00		0.00
EXPENSES					
Consultant	A500-01	Q7002.0000- SJI Core		0.00	0.00
Travel - General	A510-00	Q7002.0000- SJI Core		0.00	0.00
	SJI Core	Expense Total		0.00	0.00
		Total SJI Core	\$0.00	\$0.00	\$0.00
TOTAL REVENUE			\$1,184,868.00		
TOTAL EXPENSES				\$1,201,600.72	
TOTAL INCOME(LOSS)					-\$16,732.72

			2017		
			Actual Revenue	Actual Expenses	Actual Net
FACT Q5500.0000					
REVENUE					
			0.00		0.00
			0.00		0.00
EXPENSES					
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
			\$0.00	\$0.00	\$0.00
SJI Core Competency Revision Q7002.0000					
REVENUE					
			0.00		0.00
			0.00		0.00
EXPENSES					
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
				0.00	0.00
			\$0.00	\$0.00	\$0.00

RESTRICTED FUNDS		
REVENUE - SPECIAL PROJECT FUND (fundraising)		
Donations/Other	A405-01	Q4800.0000
Scholarship Fund	A405-05	Q4800.0000
EXPENSES		
Expenses	A520-01	Q4800.0000
Scholarships	A565-01	Q4800.0000

			2017		
			Budget Revenue	Budget Expenses	Budget Net
			0.00		0.00
			0.00		0.00
				0.00	0.00
				0.00	0.00
			0.00	0.00	0.00
			\$0.00	\$0.00	\$0.00

			2017		
			Actual Revenue	Actual Expenses	Actual Net
			0.00		0.00
			8,839.02		8,839.02
				0.00	0.00
				9,521.49	-9,521.49
			8,839.02	9,521.49	-682.47
			\$8,839.02	\$9,521.49	-\$682.47