



STATEMENT OF INCOME+

2018/2019 Projected **2017/2018 Budget** **2016/201 Actual**

Cooperative Program	\$3,168,000	\$3,168,000	\$3,232,296
Other Support	296,185	296,185	101,858
Event Related Income	633,000	633,000	461,091
Project & Other Related Revenue	137,700	137,700	93,086
TOTAL INCOME	\$4,234,885	\$4,234,885	3,888,331
What Percent was CP of your Total Income	74.81%	74.81%	83.13%

2018/2019 Projected **2017/2018 Projected** **2016/2017 Actual**

Salaries & Benefits	\$ 2,566,656	\$2,566,556	\$2,524,945
Travel \$ Business Expense	300,575	300,575	242,453
Executive Office	226,660	226,660	254,736
Events & Strategic Initiatives	754,404	754,404	586,582
Business & Finance	172,388	172,388	131,574
Communications	171,572	171,572	142,283
Public Policy & Research	42,630	42,630	2,884
TOTAL	\$4,234,885	\$4,234,885	\$3,885,458

OTHER REPORTS AND DECLARATIONS

1. What is your projected contingent reserves for 2019? \$1,058,721
2. What is your projected contingent reserves for 2018? \$1,058,721
3. What was your contingent reserves for 2017? \$1,021,365
4. What is your projected operating reserves in 2019? \$90,000
5. What is your projected operating reserves in 2018? \$50,000
6. What was your operating reserves in 2017? \$36,130
7. Were reserves or other contingent funds used for financing assigned ministries during 2017?
Explain, listing amounts used? No
8. Has the Convention approved a maximum amount for your contingent reserve? (See XI of the
Budget and Financial Plan) Yes
9. If yes, what year did the Convention approve the amount? What was the maximum amount?
1983, 90 days
10. Indicate the actual or anticipated financial reserves in endowment funds at the close of 2019?
zero
11. Indicate the actual or anticipated financial reserves in endowment funds at the close of 2018?
zero
12. Indicate the actual or anticipated financial reserves in endowment funds at the close of 2017?
zero
13. Indicate the actual or anticipated financial reserves in Other Funds at the close of 2017? zero
14. Is the corpus of all trust funds intact? Yes
15. Have trust funds been used at any time for any purpose other than that for which such funds
were created? No

16. State the anticipated debt at the close of 2019? Zero
17. State the anticipated debt at the close of 2018? Zero
18. State the actual debt at the close of 2016? Zero
19. Has debt of any subsidiary corporation been increased? If so, how much? No
20. Please list the total amount invested as of September 30, 2017, or the entity's latest fiscal year. Indicate date used. 9/30/2017, \$1,057,495
21. Please list each type of investment and the Book Value of each. Short term fund \$36,129.57
Flexible Income Fund \$1,021,363.73
22. Has your entity made or does it contemplate making any appropriation to any cause or for any purpose other than for the promotion of its own work during the 2018, 2017 and 2016? No
23. Has a review of your insurance coverage determined that you have adequate coverage based on replacement values? Yes
24. What is the anticipated budget that relates to personnel (salaries, benefits) for 2017?
\$2,566,656
25. What is the total number of employees anticipated to be working in Nashville by the end of 2018? We have 18 full time employees budgeted for the Nashville office for 2017-2018 fiscal year.
26. What was the budget that related to personnel (salaries, benefits) for 2017? \$2,566,506. This includes Nashville and DC offices as well as those working remotely, full time, part time and contract workers and retirees.
27. What was the total number of employees working in Nashville by the end of 2017? 17 full time employees in Nashville office as of 9/30/2017
28. Please state below the most recently reported dollar amount of your unrestricted net assets?
9/30/2017 \$1,397,138
29. Please state below the reported dollar amount of your unrestricted net assets for 2016?
9/30/2016 \$1,499,711
30. For 2017: What is your board - convention approved Annual Operating Budget? \$4,234,885

31. For 2016: What is your board - convention approved Annual Operating Budget? \$4,098,948

32. Do you anticipate receiving the same percentage of Cooperative Program dollars for 2019 as you received this past year? yes