



STATEMENT OF INCOME

	<b><u>2017/2018 Projected</u></b>	<b><u>2016/2017 Budget</u></b>	<b><u>2015/2016 Actual</u></b>
Cooperative Program	\$3,294,423	\$3,294,423	\$ 3,229,553
Other Support	\$112,000	\$112,000	\$60,243
Event Related Income	\$544,575	\$544,575	\$356,307
Project & Other Related Revenue	\$147,950	\$147,950	\$71,909
<b>TOTAL INCOME</b>	<b>\$4,098,948</b>	<b>\$4,098,948</b>	<b>\$3,718,012</b>
What Percent was CP of your Total Income	80.37%	80.37%	86.86%

	<b><u>2017/2018 Projected</u></b>	<b><u>2016/2017 Projected</u></b>	<b><u>2015/2016 Actual</u></b>
Salaries & Benefits	\$2,566,506	\$2,566,506	\$2,484,365
Travel	\$280,860	\$280,860	\$252,524
Executive Office	\$273,550	\$273,550	\$175,433
Events & Strategic Initiatives	\$621,929	\$621,929	\$500,277
Business & Finance	\$165,726	\$165,726	\$124,704
Communications	\$136,102	\$136,102	\$144,275
Public Policy & Research	\$54,275	\$54,275	\$24,004
Non Cash (Post-retirement benefit adjustment, etc.)	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$4,098,948</b>	<b>\$4,098,948</b>	<b>\$3,705,582</b>

## OTHER REPORTS AND DECLARATIONS

1. What is your projected contingent reserves for 2018? **\$1,024,737**
2. What is your projected contingent reserves for 2017? **\$1,024,737**
3. What was your contingent reserves for 2016? **\$1,079,450**
4. What is your projected operating reserves in 2018? **\$341,579**
5. What is your projected operating reserves in 2017? **\$341,579**
6. What was your operating reserves in 2016? **\$35,575**
7. Were reserves or other contingent funds used for financing assigned ministries during 2016?  
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 2018?  
**Zero**
11. Indicate the actual or anticipated financial reserves in endowment funds at the close of 2017?  
**Zero**
12. Indicate the actual or anticipated financial reserves in endowment funds at the close of 2016?  
**Zero**
13. Indicate the actual or anticipated financial reserves in Other Funds at the close of 2018? **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 2018? **Zero**
17. State the anticipated debt at the close of 2017? **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, 2016, or the entity's latest fiscal year. Indicate date used. **9/30/2016 \$1,115,027**
21. Please list each type of investment and the Book Value of each. **Short term fund \$35,573.97  
Flexible Income Fund \$1,079,453.10**
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?  
**\$2,566,506**
25. What is the total number of employees anticipated to be working in Nashville by the end of 2017? **We have 14 full time employees budgeted for the Nashville office for 2016-2017 fiscal year.**
26. What was the budget that related to personnel (salaries, benefits) for 2016? **\$2,522,776. 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 2016? **12 full time employees in Nashville office as of 9/30/2016**
28. Please state below the most recently reported dollar amount of your unrestricted net assets?  
**9/30/2016 \$1,499,711**
29. Please state below the reported dollar amount of your unrestricted net assets for 2015?  
**9/30/2015 \$615,839**
30. For 2016: What is your board - convention approved Annual Operating Budget? **\$4,098,948**
31. For 2015: What is your board - convention approved Annual Operating Budget? **\$4,079,573**
32. Do you anticipate receiving the same percentage of Cooperative Program dollars for 2018 as you received this past year? **yes**

