



# 2018

ANNUAL REPORT

# Christine Freeland, NSA President

Dear Friends,

NSA has seen a lot of changes over the past year: staff retired and moved on to other things, and new officers were elected. Our new CEO, John Rice, has come on board to help guide NSA towards bigger and better things. And, of course, we saw the biggest change to our profession in decades: The Tax Cuts and Jobs Act of 2017.

In the face of the Tax Act, NSA immediately brought in NSA member, Tim Sundstrom, to lead the two most well-attended webinars in NSA history, focusing on that new information.

I am working closely with NSA's CEO John Rice and our Board of Governors to re-energize NSA. We have created a new Strategic Plan to chart NSA's course forward. As part of that new plan, we sent out an education survey to you this year and learned quite a bit about your preferences for live events which will inform our decisions regarding educational programs for this year and beyond.

You will read about our new effort to increase our communication with you on page 12, and I want you to know how important this is. Your input and replies to surveys help us create a truly valuable membership experience.

The Annual Convention Task Force is creating a plan and process to build your upcoming annual convention from scratch. They have done away with the old plans, and the old way of doing things.

Please make plans to attend the Annual Convention in Charlotte, North Carolina this year from August 19th through the 25th. It is going to be an exciting 74th Annual Convention! Read more about it on page 10.

As we move into 2019, NSA will be more transparent with you; it is a key value.

In keeping with that transparency, we are instituting online voting. YOU will cast your votes for NSA officers and changes to our bylaws online from this point on. This is how you can make NSA YOUR organization.

John and I are also working with NSA's staff to investigate new benefits that will be of concrete value to you. Look at VeriFyle (I use it). That service normally costs \$108 a year but is free to you as an NSA member.

It helps protect practitioners and their clients from data theft. As a benefit, it is a timely addition to your cybersecurity plans, and it saves

*"It's about communication. It's about honesty. It's about treating people in the organization as deserving to know the facts. You don't try to give them half the story. You don't try to hide the story. You treat them as true equals, and you communicate and you communicate and communicate."*

-Louis V. Gerstner, Jr.  
Chairman of the Board and  
CEO of IBM 1993-2002

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# Christine Freeland, NSA President

you money. This is a great example of what we want to do for you.

These and other changes we are making are because of you. YOU are NSA.

I'm not sure if that has ever been made clear, but we want to convey it to you right now.

Join me in looking forward to the new NSA. Start building YOUR organization and your membership value today.

Best wishes,

Christine Freeland

NSA President 2018-2019

# John Rice, NSA CEO

Hello and welcome to NSA in 2019 — and your NSA Annual Report.

The new Annual Report you're about to read was created for a number of reasons that add up to one simple thing: NSA has not communicated with you effectively in the past. This is a condition we are going to end right now.

This Annual Report begins an era of transparency and new beginnings. From this point forward, you will learn more about what NSA is doing right now and how we plan to move forward.

When I began working at NSA in September 2018, along with the Board of Directors, I immediately began a process of discovery. That work has resulted in a reinvigorated staff, an excellent working relationship with the NSA's Board of Governors, the creation of a Strategic Plan that will carry NSA forward, and a passion for the business of NSA and its members.

A major component of the new plan is reexamining the existing Bylaws that govern NSA. As I write this note, that process is ongoing, and after the Board of Governors have completed that process, you — as members — will have the opportunity to vote on these changes this summer.

We have begun, and are completing, the second major step in the Plan: filling staff positions that were unfilled. In late December, we hired Jennifer Harrison as NSA's Membership Director. She will be working with myself and the rest of the NSA staff to improve your membership experience and value, as well as spearheading the effort to grow NSA's membership.

We also plan to bring on a Communications Coordinator in early 2019 who will help us build new audiences, advance our messaging efforts, and revitalize NSA's social media involvement.

Another aspect of renewing NSA is clearing away things that no longer serve members. Through surveys and in person discussions, we learned that the Annual Convention no longer resonates with you. Knowing that, we have reinvented the format of the old conventions, and we are in the process of building something entirely new.

You have asked for fun, more free time, less focus on the business aspect of the organization, and more relevant education. You're going to get it, and our communications staff will make sure you know more about these new developments as they unfold.

In 2019, and beyond, NSA's focus will be on you. You are the professionals this society was created to support, and we are going

*“The world as we have created it is a process of our thinking. It cannot be changed without changing our thinking.”*

*-Albert Einstein*

continued on the next page

# John Rice, NSA CEO

to make concrete efforts to make this the most beneficial membership possible. You invest \$225 every year to be a part of NSA, and we are working to make sure you receive that amount in return many times over.

Did you know that \$225 can show over \$1,500 in value just by taking advantage of benefits that are free to you as members of NSA?

With that in mind, please go to page 13. Look at the bottom graphic on the left. What kind of value can you build with the list on the right side of the page?

Give it a try. You'll like what it adds up to.

Welcome to the new energy and excitement of YOUR National Society of Accountants.

Best wishes,

John Rice

CEO, National Society of Accountants

The Accreditation Council for Accountancy and Taxation (ACAT) was established in 1973 and remains steadfast in its mission to “maintain the highest level of service to the public” through the accreditation of highly skilled tax and accounting professionals.

Today, ACAT offers four credentials for accountants and tax preparers that certify their understanding of tax law, ethics, and specialization. These credentials are the:



ACAT maintains strict guidelines to ensure that credential holders meet the high standards set by ACAT to ensure that the public and industry are aware of the elite status of ACAT credential holders. These standards are the reason why the IRS granted ABA and ATP exemption to the Annual Filing Season Program.

Recognizing the continuing need for premiere, highly-skilled preparers and advisors, ACAT will be working with NSA over the coming years to continue building greater visibility for the credentials, and expand into the higher education market.

Based on the warm reception at the American Accounting Association Annual Meeting in 2018, ACAT and the NSA are planning to attend the event again in order to increase visibility, and to communicate ACAT’s value in the world of higher education. This will serve to inform students who are searching for respected credentials as alternatives to CPA and EA — or as additions to their other designations.

In 2019, ACAT looks forward to working closely with NSA to continue substantial yearly revisions of course materials, and will continue investigating avenues for increasing the public’s awareness of credentials, and credential holders’ excellence.

*“My (ACAT) credential is recognized by the IRS and allows me to avoid their annual testing. And NSA and ACAT have worked hand-in-hand to provide that important benefit, to me and all ACAT credential holders for many years. The strong relationship between these two societies has allowed all tax practitioners to play on a more level “tax” playing field. My ACAT and NSA certificates are proudly displayed in my business office.”*

- Eric Hansen, ATP, RTP

## Credential Holders

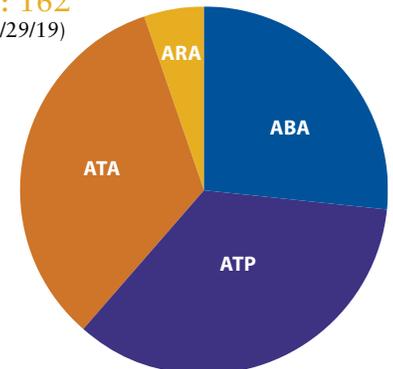
ATP: 1,130

ATA: 1,079

ABA: 864

ARA: 162

(as of 1/29/19)



*“NSA and ACAT accomplished a lot this year. For the first time since the organization was created, NSA represented ACAT at the American Accounting Association trade show. This is a great example of how NSA works with ACAT to extend its reach.”*

- Devlin Bennett  
ACAT

# NSA SCHOLARSHIP FOUNDATION



The National Society of Accountants Scholarship Foundation was created in 1969 to support the continuing education of accounting students across the nation. Since then, over \$1,000,000 has been distributed to scholarship winners who meet the Foundation's criteria for application.

Scholarships are awarded based on determination of financial need, academic record, and leadership potential. Students must also be enrolled in a two- or four-year accounting program at an accredited college or university.

In 2018, 31 students were selected to receive scholarships, ranging from \$1,000 to \$2,400. These awards are made possible through donations from our members and by generous contributions from industry sources.

## Higher Education Costs Are Rising

As the cost of higher education rises, the National Society of Accountants Scholarship Foundation will continue to offer financial aid to the best and brightest accounting students. Donations from NSA members help fund this program and ensure that deserving scholars can afford higher education. The Foundation hopes that more members will come forward to show



Centerpiece of the NSA Scholarship Foundation wall.

their support, so that more students will have the opportunity to apply for, and benefit from NSA's scholarships.

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*In 2018, the average in-state tuition for a public university was \$10,691. In 2008, it was \$6,468. (College Board)*

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The National Society of Accountants Scholarship accepts donations year-round and participates in AmazonSmile, which contributes a percentage of the cost of your orders towards the Foundation's programs.

Learn more by visiting the Scholarship Foundation [page](#) on NSA's website.

# 2018 Scholarship Beneficiaries

**Jared Bolt**  
*Harding University*

**Jaylun Brumfield**  
*Louisiana State University - Baton Rouge*

**KeiAsia Coates**  
*University of Maryland-College Park*

**Adam Cochran**  
*University of Missouri-Columbia*

**Greg Dittman**  
*University of Nebraska-Lincoln*

**Nicole Earl**  
*Yavapai College*

**Kenneth Fenster**  
*University of Pittsburgh-Pittsburgh Campus*

**Dillon Groves**  
*Ouachita Baptist University*

**Linjiang Han**  
*University of Virginia-Main Campus*

**Kingston Handley**  
*University of North Carolina at Charlotte*

**Terrence Henderson**  
*University of Phoenix-Phoenix-Hohokam Campus*

**Nia Hill**  
*Howard University*

**Jacob Isiminger**  
*Spring Arbor University*

**Anton Khokhryakov**  
*University of Oregon*

**Monica Linn**  
*James Madison University*

**Audrey Manser**  
*University of Wisconsin-Madison*

**Amanda Muscha**  
*Montana State University*

**Josie Orvik**  
*Washington State University*

**Theodore Proctor**  
*Plymouth State University*

**Roy Rosekrans**  
*Georgia State University*

**Victoria Schmidlin**  
*Pacific Lutheran University*

**Alisia Szablewski**  
*University of Wisconsin-Parkside*

**Ryan Waelde**  
*The University of Alabama*

**Adeline Weems**  
*Stetson University*

**Lawrence Williams**  
*University of Louisiana-Lafayette*

# NSA POLITICAL ACTION COMMITTEE (PAC)



NSA's PAC has worked for many years to ensure that the key members of Congress, who exert influence on tax matters and small business issues, understand the impact of their decisions on the tax and accounting professionals

communities. NSA's PAC presence on Capitol Hill means that concerns of NSA members can be communicated to the House, Senate, and IRS.

This year, NSA addressed the unfairness of the new S-corp election deadline of March 15th with Acting IRS Commissioner David Kautter. NSA is a regular presence on the Capitol Hill; attending Ways and Means Committee meetings as well as other functions. This work reflects the PAC and NSA's commitment to defending the fundamental fairness of tax laws, how they are enforced, and ensuring that tax and accounting professionals have access to continuing education to ensure that they are ethical and competent members of the profession.

NSA also participates on the Electronic Tax Administration Advisory Committee (ETAAC), which is an organized public forum for the discussion of issues such as prevention of identity theft and refund fraud. Being involved in this forum is vital. It allows NSA to keep abreast of the latest information regarding cybersecurity from a variety of sources, and represent members by voicing their concerns and sharing their experiences with the IRS.

NSA Past President, Kathy Hettick, is continuing her work with the Internal Revenue Service Advisory Council (IRSAC). In her role as Vice Chair, she is an important voice advocating for, and representing, the tax and accounting industry. Her participation in IRSAC's reporting and recommendations to the IRS is an invaluable addition to NSA's work to maintain and expand tax preparer rights.

In November of 2018, NSA's District III Governor Paul Thompson, and CEO John Rice attended the IRS' Office of National Public Liaison (NPL) meeting and produced a report which was shared with NSA members. This representation at NPL will continue, and subsequent reports will be made available to all members.

## Into the Future

Through active participation and presence on Capitol Hill, the PAC will serve as a national voice for NSA's members and ensure that lawmakers are aware of your views and concerns. NSA's PAC will continue to advocate for the rights of tax preparers, the need for ethical conduct, and equitable enforcement of tax laws and practices across the board.

With your support, it will continue to thrive and strive to gain more ground and influence on behalf of NSA members and all practitioners.

Information on how you can support NSA's PAC can be found on the [PAC](#) page of the NSA website.

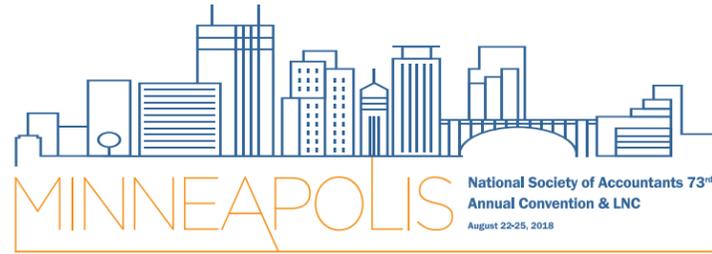
*"...being a member of NSA is extremely important, especially for those new to the profession or early in their careers...NSA provides its biggest benefit in an area that we really don't see...is that NSA is near DC fighting the battle for our right to practice. The more members iNSA has, the bigger the influence it will have on Capitol Hill."*

*-Mark S. Nelson Jr., EA*



# NSA's 73<sup>rd</sup> ANNUAL CONVENTION

## Minneapolis, MN August 18-25, 2018



NSA's 73rd Annual Convention kicked off on August 22, 2018 at the Marriott Hotel City Center in Minneapolis, Minnesota. During the business portion of the event, NSA elected the new members of the executive committee who will be serving for the 2018-2019 fiscal year and addressed outstanding revisions to the NSA bylaws.

The electronic voting that members will take advantage of moving forward are a result of the decisions made in Minneapolis during the business meeting.

### Education

Prior to the main Convention, NSA offered the Live EA Exam Review Course and ATP exam review. The ARA, ATP, and ABA exams were also offered in Minneapolis during the event. During the Convention, CPE sessions featuring topics like cybersecurity, IT security, and tax updates, were offered.

### The Social Side

Wednesday night, August 22nd, the Fabulous 50's Sock Hop set the tone for the social events. That night, members and their families danced to the hits that are a part of the fabric of American musical culture.

On Thursday the 23rd, NSA's awards luncheon drew a great crowd as the 2018 winners were recognized for their excellence. Thursday night was capped off by a wine and cheese "dine around" reception.

Friday night, August 24th, scheduled social events closed with the official welcome reception for President Christine Freeland who will be serving for the 2018-2019 term.

### 2018-2019 Executive Committee

#### President

Christine Freeland, Chandler, AZ

#### First Vice President

Joel Grandon, Marion, IA

#### Second Vice President

Curtis Lee, Raleigh, NC

#### Secretary-Treasurer

Ruth Godfrey, EA, Upland, CA

#### Immediate Past President

Brian Thompson, CPA, Little Rock, AR

#### Chief Executive Officer

John Rice, Alexandria, VA

#### Board Representative

Debra Cope, CPA, ATA, ATP, Chattanooga, TN

### New District Governors

#### District II

Andrew J. Piernock, Jr., ATP, Philadelphia, PA

#### District IV

Margie H. Strider, ATA, ATP, Asheboro, NC

#### District VI

Debra Cope, CPA, ATA, ATP, Chattanooga, TN

#### District VIII

Marchelle Foshee, CPA, Morrilton, AR

#### District X

Nancy Weinstein, EA, Mesa, AZ



# NSA's 74th Annual Convention

## Charlotte, NC August 19-25, 2019



charlottesgotalot.com / Kyo H. Nam

### New - About You

NSA is pleased to announce that the 74th Annual Convention will be held in Charlotte, North Carolina at the Marriot City Center from August 19th through the 25th.

We've heard your comments and read your survey results, and NSA is creating a brand new event that will break the mold of previous Annual Conventions. The focus has changed and will now focus on your needs and wants: education, fun, social opportunities, and peer-to-peer networking. NSA's business meetings functions will be held elsewhere, and all voting will be available online.

Prior to the convention, NSA will be offering the popular Live Enrolled Agent Exam Review as well as the ATP review on site. Members can also take advantage of the ARA, ABA, ATA and ATP exams that will all be available as well.

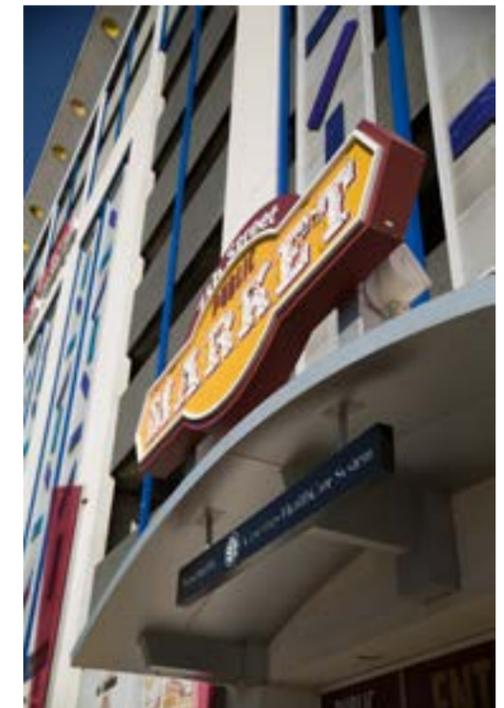
During the Convention, at least seven CPE sessions will be offered, and attendees can also look forward to an exciting event at Charlotte's NASCAR Hall of Fame!

### About Charlotte

Charlotte is a thoroughly modern city, boasting a thriving food scene and excellent nightlife. Charlotte manages to keep its signature Southern charm while accelerating into the future. Members can expect plenty of opportunity to enjoy the city on their own, and fun group activities that are currently being planned.

Watch MemberLink, Main Street Practitioner, and other upcoming announcements for more details as they're made available.

Make your plans to attend: registration opens spring of 2019!



charlottesgotalot.com

# EDUCATION

NSA designed 2018's education programs to provide a broad array of live webinars focused on timely, and increasingly important topics, such as cybersecurity and tax planning using the 1040 form. Education programs also included live workshops and seminars at various locations around the country.

At NSA's Annual Convention in Minneapolis, John Everett and William Duncan prepared students to pass the EA exam, and ace the ATP exam. The program was so successful that a second Live Enrolled Agent Exam Review was organized and presented in St. Louis in November.

NSA exhibited at all five IRS Tax Forums, and NSA members Kathy Hettick and Gene Bell, presented *S-Corporation Hot Spots* and *Partnership Schedule K-1* at the events — both of which were heavily attended. Kathy and Gene received accolades from attendees for the quality of their content. These classes were also featured as NSA ConnectEd webinars.

NSA also sponsored the Gear Up 1040 Individual course at Mohegan Sun in Connecticut. Many new attendees and students from previous years returned to brush up on 1040 Individual return preparation. This is a testament to the importance and quality of the Gear Up 1040 program.

In order to plan the education offerings for 2019, NSA sent out a survey to members, and your responses provided some very useful information. We learned a lot and we are taking that information into consideration as we move ahead.

In fact, NSA has already begun. Here's how: Kathy and Gene will be presenting full-day sessions the day before the Tax Forums in Orlando and San Diego.

More plans are in the works as we build towards creating more relevant, timely, and engaging

education programs for tax professionals and accountants everywhere.

Keep watching NSA's newsletters and websites where you will be able to see announcements of speakers and topics for Charlotte.



*“You can trust NSA to provide the educational opportunities you need to maintain your expert status for your clients as well as help you avoid unnecessary errors and penalties. We are excited to offer a new 8-hour S-Corporation course in conjunction with the IRS Nationwide Tax Forums in the summer of 2019. You can trust NSA to provide the education you need to maintain your professional competence, be sure to take advantage of it!”*

*-Kathy Hettick, EA, ABA, ATP*

# MEMBERSHIP

NSA is changing to serve you better.

In 2019, we are embarking on a new strategy for member services and communications. The goal is simple: create a better membership experience for you.

Transparency will be a watch word for NSA moving forward. Members will learn more about the organization itself and have an opportunity to impact governance through online voting.

We will be keeping you more aware of information from the IRS and other sources that will help you stay on top of the news. You will see more of NSA on social media, so be sure to like us, share our posts, and follow us on Facebook, Twitter, and LinkedIn.

When you share content on social media or on your website, it shows that you're knowledgeable and experienced. Think of it as sharing information on Tax Talk, but with a wider reach.

Value is a central part of the new membership experience that NSA is building. Being a part of NSA is a gateway to discounts, products, and services that can positively impact the bottom line of a small business. In 2019, we will be investigating new and improved benefits that will build upon our current list of member discounts. These opportunities will make your \$225 investment an even better value.

NSA invites you to become more involved with content for the magazine and member newsletters. Submit your thoughts, propose an article, and get in on one of the most important tools for professional recognition: content marketing. Members, and readers from all over the world, will see your name and learn from what you've shared.

Do you have a desire to take a role as an educator for your fellow members? Reach out and let us know where your experience lies and what you would like to present. There are opportunities for webinars and speaking slots at the annual conventions that could have your name on them.

Welcome to the new NSA: more for your membership.

*"...We hear them (members) loudly and clearly. And with what we have "up our sleeves" for the coming months, I think they would also agree, that NSA cares about their members!"*

*-Tevin Price, Membership Services*

## THE MOST POPULAR NEW BENEFIT OF 2018



*"I LOVE it (VeriFyle). It has allowed me to securely talk with clients sending files; and the feature I like best is that I immediately know when my client looks at my email or file.*

*It has allowed me to easily see what files I have added and who they are going to and it is so easily laid out that the whole process has been very simple to use."*

*-Rhonda Marshall, EA*

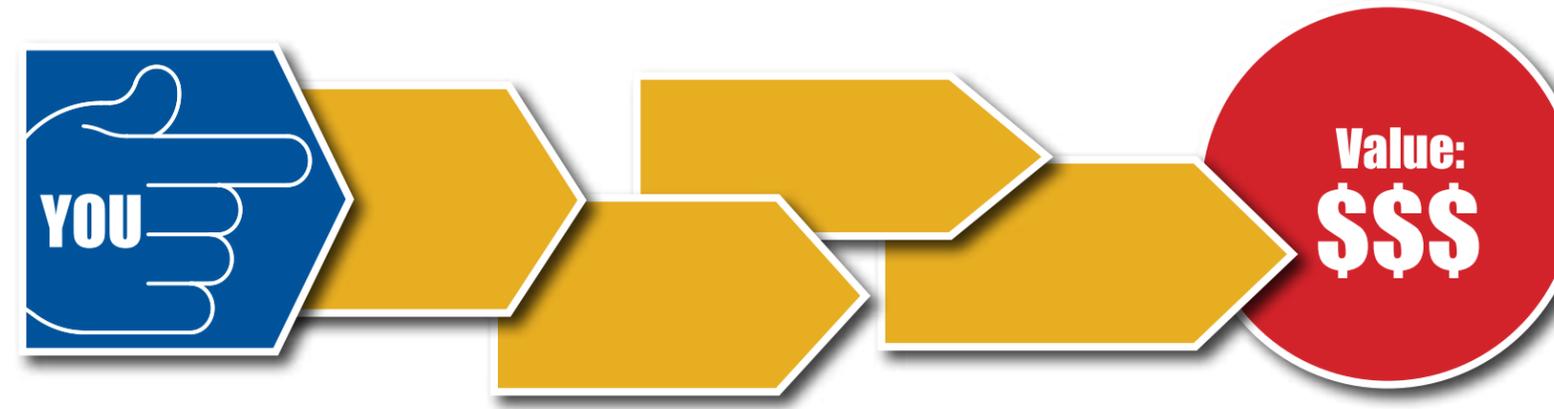
**VeriFyle Pro™ serves you and your business by keeping your client communications and documents safe from cybercriminals. As a tool, it is an integral part of your defense against hacking and data breaches that you can use right now, for free, as part of your membership with NSA.**

# VALUE FOR YOUR MEMBERSHIP

Your benefits start with your \$225 membership. You decide where that investment takes you.

Even if you only use Tax Talk, the things you learn can save you and your clients more than you can imagine. But Tax Talk is just part of the package.

Check out the benefits these members use and the value they get for their \$225, and then start your own path to maximizing your investment with NSA.



# NSA Premium Benefits for Members

*The Bottom Line is Easy to See - You Get These for Free!*

| Free for You                           | Cost to Non-members                         |
|--|---|
| CCH Tax Aware Center                   | \$1,060 - individual subscriptions          |
| NSA ConnectEd Webinars (Exclusive)     | \$135 - credit a year for CPE               |
| Tax Help Desk (Exclusive)              | \$125 - value of your five free questions   |
| NSA Income and Fee Study               | \$125 - cost to non-members                 |
| VeriFyle Pro                           | \$108 - annual subscription for individuals |
| CPA Practice Advisor Subscriptions     | \$48 - annually                             |
| CPA Practice Advisor Technology Search | \$100 - each search                         |
| <b>The Bottom Line</b>                 | <b>\$1,701</b>                              |

# NSA Discount Programs

*Make Your Own Value!*

- NSA Enrolled Agent Exam Review Course
- NSA ConnectED Webinars
- Accredited Business Accountant/Advisor Preparatory Course
- Accredited Tax Advisor Preparatory Course
- Accredited Tax Preparer Preparatory Course
- CCH CPE Link
- Checkpoint Learning Series
- CCH Tax & Accounting Publications
- Quickfinder Handbooks
- TheTaxBook Publications & Libraries
- Practice Management Tools & Resources
- Professional Liability Insurance
- Business, Life & Health Insurance
- Cyber Liability Insurance
- Final Expense Whole Life Insurance
- LegalShield/IDShield Memberships
- NSA Income and Fees Survey
- Office Depot Discounts
- GetNetSet Custom Websites
- Constant Contact Discounts
- CardConnect
- UPS
- Geico
- Lenovo
- Deluxe

### Why is Tax Talk so valuable?

How much do you charge per hour of your time? How long would it take you to find the answer to a question that you posted on Tax Talk? If you charge \$150 per hour, and a question takes two hours to answer, but Tax Talkers answer it for free, then you've just saved \$300 and two hours of your time. Imagine what you can do with that time. And your membership is already paid in full!

**Tax Talk is free to all NSA members.**

## National Society of Accountants and Affiliates

Consolidating Schedule of Activities for the Year Ended August 31, 2018

|  | NSA                | ACAT             | The Foundation   | The PAC          | Eliminating Entries | Total               |
|--|--------------------|------------------|------------------|------------------|---------------------|---------------------|
| <b>Unrestricted Revenue and Support</b>            |                    |                  |                  |                  |                     |                     |
| Membership dues                                    | \$ 1,460,842       | \$ -             | \$ -             | \$ -             | \$ -                | \$ 1,460,842        |
| Accreditation and examinations                     | -                  | 312,245          | -                | -                | -                   | 312,245             |
| Education  | 194,763            | -                | -                | -                | -                   | 194,763             |
| Annual convention                                  | 98,186             | -                | 7,115            | -                | -                   | 105,301             |
| Royalties  | 52,733             | -                | -                | -                | -                   | 52,733              |
| Contributions                                      | 6,405              | -                | 18,389           | 5,789            | -                   | 30,583              |
| Other income                                       | 192,852            | 76               | -                | -                | (185,000)           | 7,928               |
| Net assets released from restrictions              | -                  | -                | 26,799           | -                | -                   | 26,799              |
| <b>Total unrestricted revenue and support</b>      | <b>2,005,781</b>   | <b>312,321</b>   | <b>52,303</b>    | <b>5,789</b>     | <b>(185,000)</b>    | <b>2,191,194</b>    |
| <b>Expenses</b>                                    |                    |                  |                  |                  |                     |                     |
| Program services:                                  |                    |                  |                  |                  |                     |                     |
| Education  | 204,257            | -                | -                | -                | -                   | 204,257             |
| Affinity programs                                  | 12,651             | -                | -                | -                | -                   | 12,651              |
| Annual convention                                  | 145,696            | -                | -                | -                | -                   | 145,696             |
| Accreditation Council for Accountancy and Taxation | 166,342            | -                | -                | -                | -                   | 166,342             |
| Federal and legislative                            | 156,431            | -                | -                | -                | -                   | 156,431             |
| NSA Scholarship Foundation                         | 9,158              | -                | 34,200           | -                | -                   | 43,358              |
| NSA Political Action Committee                     | 4,307              | -                | -                | 10,453           | -                   | 14,760              |
| Governance   | 169,097            | -                | -                | -                | -                   | 169,097             |
| <b>Total program services</b>                      | <b>867,939</b>     | <b>-</b>         | <b>34,200</b>    | <b>10,453</b>    | <b>-</b>            | <b>912,592</b>      |
| Supporting services:                               |                    |                  |                  |                  |                     |                     |
| Member services                                    | 610,219            | -                | -                | -                | -                   | 610,219             |
| Management and general                             | 529,639            | 337,536          | 17,254           | -                | (185,000)           | 699,429             |
| <b>Total supporting services</b>                   | <b>1,139,858</b>   | <b>337,536</b>   | <b>17,254</b>    | <b>-</b>         | <b>(185,000)</b>    | <b>1,309,648</b>    |
| <b>Total expenses</b>                              | <b>2,007,797</b>   | <b>337,536</b>   | <b>51,454</b>    | <b>10,453</b>    | <b>(185,000)</b>    | <b>2,222,240</b>    |
| Change in unrestricted net assets from operations  | -2,016             | (25,215)         | 849              | (4,664)          | -                   | (31,046)            |
| <b>Non-Operating Activities</b>                    |                    |                  |                  |                  |                     |                     |
| Interest and dividends                             | 57,075             | 15,941           | 10,638           | 4,800            | -                   | 88,454              |
| Net unrealized and realized gain (loss)            | 94,679             | 5,400            | 13,514           | (6,214)          | -                   | 107,379             |
| <b>Total non-operating activities</b>              | <b>151,754</b>     | <b>21,341</b>    | <b>24,152</b>    | <b>(1,414)</b>   | <b>-</b>            | <b>195,833</b>      |
| <b>Change in unrestricted net assets</b>           | <b>149,738</b>     | <b>(3,874)</b>   | <b>25,001</b>    | <b>(6,078)</b>   | <b>-</b>            | <b>164,787</b>      |
| <b>Temporarily Restricted Net Assets</b>           |                    |                  |                  |                  |                     |                     |
| Contributions                                      | -                  | -                | 23,446           | -                | -                   | 23,446              |
| Endowment earnings – interest                      | -                  | -                | 9,837            | -                | -                   | 9,837               |
| Endowment earnings – unrealized gain               | -                  | -                | 12,490           | -                | -                   | 12,490              |
| Net assets released from restrictions              | -                  | -                | (26,799)         | -                | -                   | (26,799)            |
| <b>Change in temporarily restricted net assets</b> | <b>-</b>           | <b>-</b>         | <b>18,974</b>    | <b>-</b>         | <b>-</b>            | <b>18,974</b>       |
| <b>Change in Net Assets</b>                        | <b>149,738</b>     | <b>(3,874)</b>   | <b>43,975</b>    | <b>(6,078)</b>   | <b>-</b>            | <b>183,761</b>      |
| <b>Net Assets, beginning of year</b>               | <b>1,581,515</b>   | <b>456,402</b>   | <b>921,851</b>   | <b>177,193</b>   | <b>-</b>            | <b>3,136,961</b>    |
| <b>Net Assets, end of year</b>                     | <b>\$1,731,253</b> | <b>\$452,528</b> | <b>\$965,826</b> | <b>\$171,115</b> | <b>-</b>            | <b>\$ 3,320,722</b> |



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