



Finance Committee Meeting

Financial Performance Review

April 23, 2026

Statement of
Revenues and
Expense,
MARCH 2026

NABIP
Revenues and Expenditures - Budget vs Actual
As of March 31, 2026

	<u>Actual</u> <u>MARCH</u>	<u>Budget</u> <u>MARCH</u>	<u>VARIANCE</u>		<u>Budget</u> <u>ANNUAL</u>
			<u>\$\$</u>	<u>%</u>	
REVENUE					
Membership Dues	343,835	351,433	(7,598)	-2.2%	4,217,200
Program Service Revenue	71,823	192,177	(120,354)	-62.6%	2,651,145
Investment Income	(15,161)	833	(15,994)	-1919%	10,000
TOTAL REVENUES	400,498	544,444	(143,946)	-26%	6,878,345
EXPENSES					
Personnel Cost	172,452	274,729	(102,277)	-37%	3,296,744
Occupancy / Rent	13,027	12,875	152	1%	154,500
Purchased Services	107,365	122,846	(15,481)	-13%	1,474,153
General and Administrative	88,908	71,125	17,783	25%	853,500
Travel	7,132	24,566	(17,434)	-71%	294,788
TOTAL EXPENSES	388,883	506,140	(117,257)	-23%	6,073,685
EBITA	11,614	38,303	(26,689)	-70%	804,660
DEPRECIATION & AMORTIZATION	4,047	12,000	(7,953)	-66%	45,000
EARNINGS FROM OPERATIONS	7,567	26,303	(18,736)	-71%	759,660

Statement of
Revenues and
Expense,
YEAR TO DATE
2026

NABIP
Revenues and Expenditures - Budget vs Actual
As of March 31, 2026 YTD

	<u>Actual</u> <u>JANUARY</u>	<u>Actual</u> <u>FEBRUARY</u>	<u>Actual</u> <u>MARCH</u>	<u>Actual</u> <u>YTD</u>	<u>Budget</u> <u>YTD</u>	<u>VARIANCE</u>	
						<u>\$\$</u>	<u>%</u>
REVENUE							
Membership Dues	306,000	283,407	343,835	933,242	1,054,300	(121,058)	-11%
Program Service Revenue	137,841	120,731	71,823	330,395	662,786	(332,391)	-50%
Investment Income	7,539	7,049	(15,161)	(573)	2,500	(3,073)	-123%
TOTAL REVENUES	451,379	411,187	400,498	1,263,064	1,719,586	(456,522)	-27%
EXPENSES							
Personnel Cost	208,635	217,323	172,452	598,410	824,186	(225,776)	-27%
Occupancy / Rent	13,027	13,027	13,027	39,082	38,625	457	1%
Purchased Services	124,437	106,876	107,365	338,677	368,538	(29,861)	-8%
General and Administrative	111,976	101,228	88,908	302,112	213,375	88,737	42%
Travel	33,107	16,254	7,132	56,493	73,697	(17,204)	-23%
TOTAL EXPENSES	491,183	454,708	388,883	1,334,774	1,518,421	(183,647)	-12%
EBITA	(39,803)	(43,520)	11,614	(71,710)	201,165	(272,875)	-136%
DEPRECIATION & AMORTIZATION	4,222	4,047	4,047	12,316	11,250	1,066	9%
EARNINGS FROM OPERATIONS	(44,025)	(47,567)	7,567	(84,026)	189,915	(273,941)	-144%

Program
Service
Revenue,
YEAR TO
DATE 2026

NABIP
Program Service Revenue
As of March 31, 2026

	<u>JANUARY</u>	<u>FEBRUARY</u>	<u>MARCH</u>
Professional Development	39,315.00	56,598.05	49,971.39
Adverstising Revenue	36,503.67	51,155.28	21,852.06
Sponsorship	62,022.33	12,977.67	-
On-line Sponsorship	-	-	-
TOTAL:	137,841.00	120,731.00	71,823.45

Balance
Sheet as of
March 31,
2026

**NABIP
Balance Sheet**

	Month Ending
	<u>3/28/2026</u>
Assets	
Current Assets	
Cash and Cash Equivalents	346,740
Accounts Receivable, Net	103,706
Prepaid Expenses	111,012
Short Term Investments	398,500
Other Current Assets	<u>1,747,959</u>
Total Current Assets	<u>2,707,917</u>
Long-term Assets	
Property & Equipment	<u>737,332</u>
Total Long-term Assets	<u>737,332</u>
Intangible Assets	50,000
Amortization	<u>638,685</u>
Total Intangible Assets, Net	<u>(588,685)</u>
Total Assets	<u><u>2,856,564</u></u>
Liabilities and Net Assets	
Liabilities	
Short-term Liabilities	
Accounts Payable	448,467
Deferred Revenue	<u>1,042,332</u>
Total Short-term Liabilities	<u>1,490,799</u>
Long Term Liabilities	
Other Long-term Liabilities	<u>1,449,791</u>
Total Long Term Liabilities	<u>1,449,791</u>
Total Liabilities	<u>2,940,590</u>
Net Assets	<u>(84,026)</u>
Total Liabilities and Net Assets	<u><u>2,856,564</u></u>

Statement of
Cash Flows:
March 31,
2026

NABIP
Statement of Cash Flows

	3 Months Ending <u>3/31/2026</u>
CASH FLOW FROM OPERATING ACTIVITIES	
Change in Current Assets	(66,962)
Adjustments to reconcile change in net assets to net cash provide (used) in operating activities:	
Amortization	13,047
Changes in assets and liabilities:	
Accounts receivable	(352,874)
Prepaid Expenses	27,510
Accounts payable	(225,311)
Other Current Assets	(21,063)
Intangible Assets	-
Net cash used by operating activities	<u>(625,653)</u>
CASH FLOW FROM INVESTING ACTIVITIES	
Short Term Investments	<u>(572)</u>
CASH FLOW FROM FINANCING ACTIVITIES	
Deferred revenue	(95,923)
Capital lease obligations	<u>(26,055)</u>
Net cash used by financing activities	<u>(121,978)</u>
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(748,202)
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	<u>413,702</u>
CASH AND CASH EQUIVALENTS, END OF PERIOD	<u><u>(334,500)</u></u>

STAR
Report:
MARCH 31,
2026

STATUS:

NABIP recorded an Operating Profit of \$7,567 for the month of March 2026.

The budgeted net profit was \$26,303. A performance of (\$18,736) below budget

TECHNICAL DETAILS:

Net revenue for the month was \$400,498. This was below budgeted Net Revenue of \$544,444.

Expenses for the month were \$388,883. This was below budgeted Expenses of \$506,140.

Combined Cash Flow for the month was positive: \$157,015.

ANALYSIS:

Program Service Revenue was below budget by \$120,354.

This represents a combination of Professional Development, Sponsorship, and Advertising Revenues

RELATED ITEMS:

- Draw was made April 17th of \$175,000 from Investments to pay Hyatt invoice (CapCon).
- Fundraising will be necessary to move forward with the Association Management System (AMS) project and Web Site improvements at this time.
- March combined bank fees = \$2,278.66 April combined bank fees = \$0.00
- Q1 credit card & ACH fees = \$37,988.26 11,473 transactions. \$3.31 per transaction.