

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

**Comparative Statement of Financial Position**

**March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016, and March 31, 2016**

|  | 31-Mar-17                | 31-Dec-16             | 30-Sep-16             | 30-Jun-16             | 31-Mar-16             |
|--|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>ASSETS</b>  |                          |                       |                       |                       |                       |
| <b>Current Assets:</b>                               |                          |                       |                       |                       |                       |
| Cash - Capital City Bank                             | \$ 345,009               | 179,329               | 206,154               | 492,343               | 329,091               |
| Investments - Vanguard                               | 15,901                   | 15,882                | 15,869                | 40,835                | 40,790                |
| Investments - CD's                                   | 182,249                  | 181,830               | 181,411               | 156,061               | 155,673               |
| Accounts Receivable                                  | 67,285                   | 751                   | 13,910                | 4,949                 | 54,015                |
| Interest Receivable                                  | 103                      | 116                   | 74                    | 59                    | 65                    |
| Prepaid Expenses                                     | 3,321                    | 498                   | 78                    | 5,493                 | 6,966                 |
| Prepaid Conference Expenses                          | 3,349                    | 230                   | 0                     | 0                     | 12,692                |
| Prepaid School of Gov Finance Expenses               | 0                        | 0                     | 630                   | 431                   | 431                   |
| Deposits   | 14,450                   | 7,000                 | 6,500                 | 4,500                 | 30,533                |
| <b>Total Current Assets</b>                          | \$ <u>631,667</u>        | <u>385,636</u>        | <u>424,626</u>        | <u>704,671</u>        | <u>630,256</u>        |
| <b>Equipment:</b>                                    |                          |                       |                       |                       |                       |
| Computer Equipment                                   | \$ 5,227                 | 5,227                 | 5,227                 | 5,227                 | 5,227                 |
| Less: Accumulated Depreciation                       | (4,460)                  | (4,394)               | (4,327)               | (4,261)               | (4,149)               |
| <b>Net Equipment</b>                                 | \$ <u>767</u>            | <u>833</u>            | <u>900</u>            | <u>966</u>            | <u>1,078</u>          |
| <b>Other Assets:</b>                                 |                          |                       |                       |                       |                       |
| Deposits   | 3,500                    | 3,500                 | 3,500                 | 0                     | 1,500                 |
| <b>Total Assets</b>                                  | \$ <u><u>635,934</u></u> | <u><u>389,969</u></u> | <u><u>429,026</u></u> | <u><u>705,637</u></u> | <u><u>632,834</u></u> |
| <b>LIABILITIES AND NET ASSETS</b>                    |                          |                       |                       |                       |                       |
| <b>Current Liabilities:</b>                          |                          |                       |                       |                       |                       |
| Deferred Revenues                                    | \$ 309,115               | 600                   | 65,070                | 0                     | 355,075               |
| Accounts Payable                                     | 49,550                   | 102,759               | 47,603                | 461,823               | 39,041                |
| <b>Total Current Liabilities</b>                     | \$ <u>358,665</u>        | <u>103,359</u>        | <u>112,673</u>        | <u>461,823</u>        | <u>394,116</u>        |
| <b>Unrestricted Net Assets</b>                       | \$ <u>277,269</u>        | <u>286,610</u>        | <u>316,353</u>        | <u>243,814</u>        | <u>238,718</u>        |
| <b>Total Liabilities and Unrestricted Net Assets</b> | \$ <u><u>635,934</u></u> | <u><u>389,969</u></u> | <u><u>429,026</u></u> | <u><u>705,637</u></u> | <u><u>632,834</u></u> |

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

**Statement of Activities**

**For the Nine Months Ended March 31, 2017**

|                                | QTR 1<br>1-July-16<br>to<br>30-Sept-16 | QTR2<br>1-Oct-16<br>to<br>31-Dec-16 | ---ACTUAL---<br>QTR 3<br>1-Jan-17<br>to<br>31-Mar-17 | QTR 4<br>1-Apr-17<br>to<br>30-Jun-17 | YTD<br>1-Jul-16<br>to<br>30-Jun-17 | ---BUDGET---<br>AMENDED<br>1-Jul-16<br>to<br>30-Jun-17 | ---BUDGET---<br>%<br>OF<br>BUDGET<br>SPENT | ---BUDGET---<br>VARIANCE<br>YEAR<br>TO<br>DATE |
|--------------------------------|--|-------------------------------------|--|--------------------------------------|------------------------------------|--|--|--|
| <b>REVENUES</b>                |  |                                     |  |                                      |                                    |  |  |  |
| Membership Dues                | \$ 83,545                              | 3,395                               | 6,475  | 0                                    | 93,415                             | 97,000   | 96%  | (3,585)  |
| Investment Income              | 398                                    | 476                                 | 425  | 0                                    | 1,299                              | 1,500  | 87%  | (201)  |
| Annual Conference              | 0                                      | 0                                   | 0  | 0                                    | 0                                  | 566,265  | 0%   | (566,265)                                      |
| School of Governmental Finance | 0                                      | 64,300                              | 0  | 0                                    | 64,300                             | 59,292   | 108%                                       | 5,008  |
| Leadership FGFOA               | 0                                      | 0                                   | 0  | 0                                    | 0                                  | 50,000   | 0%   | (50,000)                                       |
| Seminars                       | 0                                      | 0                                   | 0  | 0                                    | 0                                  | 22,000   | 0%   | (22,000)                                       |
| Boot Camps                     | 0                                      | 10,200                              | 13,260   | 0                                    | 23,460                             | 30,600   | 77%  | (7,140)  |
| CGFO Fees                      | 23,700                                 | 3,345                               | 14,720   | 0                                    | 41,765                             | 55,085   | 76%  | (13,320)                                       |
| Divergent Series               | 0                                      | 0                                   | 6,650  | 0                                    | 6,650                              | 13,125   | 51%  | (6,475)  |
| Miscellaneous Income           | 92                                     | 0                                   | 0  | 0                                    | 92                                 | 1,000  | 9%   | (908)  |
| <b>TOTAL REVENUES</b>          | \$ 107,735                             | 81,716                              | 41,530   | 0                                    | 230,981                            | 895,867  | 26%  | (664,886)                                      |
| <b>EXPENSES</b>                |  |                                     |  |                                      |                                    |  |  |  |
| Professional Services:         |  |                                     |  |                                      |                                    |  |  |  |
| Florida League of Cities, Inc. | \$ 24,485                              | 24,485                              | 24,485   | 0                                    | 73,455                             | 97,067   | 76%  | 23,612   |
| Auditor Fees                   | 0                                      | 0                                   | 0  | 0                                    | 0                                  | 8,875  | 0%   | 8,875  |
| Total - Professional Services  | \$ 24,485                              | 24,485                              | 24,485   | 0                                    | 73,455                             | 105,942  | 69%  | 32,487   |
| Meeting Expenses:              |  |                                     |  |                                      |                                    |  |  |  |
| Board of Directors             | \$ 862                                 | 1,694                               | 2,314  | 0                                    | 4,870                              | 8,500  | 57%  | 3,630  |
| Strategic Planning             | 0                                      | 0                                   | 0  | 0                                    | 0                                  | 2,750  | 0%   | 2,750  |
| GFOA Conference                | 0                                      | 0                                   | 0  | 0                                    | 0                                  | 5,000  | 0%   | 5,000  |
| GFOA Reception                 | 0                                      | 0                                   | 0  | 0                                    | 0                                  | 5,000  | 0%   | 5,000  |
| Total - Meeting Expenses       | \$ 862                                 | 1,694                               | 2,314  | 0                                    | 4,870                              | 21,250   | 23%  | 16,380   |

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

**Statement of Activities**

**For the Nine Months Ended March 31, 2017**

|                                     | ---ACTUAL---  |               |               |           |               | ---BUDGET---   | ---BUDGET--- | ---BUDGET---   |
|-------------------------------------|---------------|---------------|---------------|-----------|---------------|----------------|--------------|----------------|
|                                     | QTR 1         | QTR2          | QTR 3         | QTR 4     | YTD           | AMENDED        | %            | VARIANCE       |
|                                     | 1-July-16     | 1-Oct-16      | 1-Jan-17      | 1-Apr-17  | 1-Jul-16      | 1-Jul-16       | OF           | YEAR           |
|                                     | to            | to            | to            | to        | to            | to             | BUDGET       | TO             |
|                                     | 30-Sept-16    | 31-Dec-16     | 31-Mar-17     | 30-Jun-17 | 30-Jun-17     | 30-Jun-17      | SPENT        | DATE           |
| Training/Education:                 |               |               |               |           |               |                |              |                |
| Conference Expenses                 | \$ 0          | 0             | 0             | 0         | 0             | 536,812        | 0%           | 536,812        |
| School of Governmental Finance      | 0             | 60,000        | 0             | 0         | 60,000        | 73,862         | 81%          | 13,862         |
| Leadership FGFOA                    | 0             | 0             | 0             | 0         | 0             | 63,475         | 0%           | 63,475         |
| Seminars                            | 0             | 0             | 0             | 0         | 0             | 24,000         | 0%           | 24,000         |
| Boot Camps                          | 0             | 7,911         | 9,203         | 0         | 17,114        | 27,900         | 61%          | 10,786         |
| CGFO Expenses                       | 229           | 13,608        | 1,585         | 0         | 15,422        | 17,878         | 86%          | 2,456          |
| Divergent Series Expenses           | 0             | 0             | 6,695         | 0         | 6,695         | 12,500         | 54%          | 5,805          |
| <b>Total - Training/Education</b>   | <b>\$ 229</b> | <b>81,519</b> | <b>17,483</b> | <b>0</b>  | <b>99,231</b> | <b>756,427</b> | <b>13%</b>   | <b>657,196</b> |
| Standing Committees:                |               |               |               |           |               |                |              |                |
| Standing Committee Meetings         | 0             | 374           | 244           | 0         | 618           | 1,500          | 41%          | 882            |
| All Committee Meetings @ Conference | 0             | 0             | 0             | 0         | 0             | 6,000          | 0%           | 6,000          |
| <b>Total - Standing Committees</b>  | <b>\$ 0</b>   | <b>374</b>    | <b>244</b>    | <b>0</b>  | <b>618</b>    | <b>7,500</b>   | <b>8%</b>    | <b>6,882</b>   |

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

**Statement of Activities**

**For the Nine Months Ended March 31, 2017**

|   | -----             | ---ACTUAL---    | -----          | ---BUDGET---   | ---BUDGET---   | ---BUDGET---    |              |                |
|---|-------------------|-----------------|----------------|----------------|----------------|-----------------|--------------|----------------|
|   | QTR 1             | QTR2            | QTR 3          | QTR 4          | YTD            | AMENDED         | %            |                |
|   | 1-July-16         | 1-Oct-16        | 1-Jan-17       | 1-Apr-17       | 1-Jul-16       | 1-Jul-16        | OF           |                |
|   | to                | to              | to             | to             | to             | to              | BUDGET       |                |
|   | 30-Sept-16        | 31-Dec-16       | 31-Mar-17      | 30-Jun-17      | 30-Jun-17      | 30-Jun-17       | SPENT        |                |
|   |                   |                 |                |                |                |                 | VARIANCE     |                |
|   |                   |                 |                |                |                |                 | YEAR         |                |
|   |                   |                 |                |                |                |                 | TO           |                |
|   |                   |                 |                |                |                |                 | DATE         |                |
| Communication to Members:                             |                   |                 |                |                |                |                 |              |                |
| Postage & Mailing                                     | 54                | 53              | 42             | 0              | 149            | 1,500           | 10%          | 1,351          |
| Internet Homepage                                     | 0                 | 0               | 0              | 0              | 0              | 100             | 0%           | 100            |
| Printing & Duplicating                                | 160               | 4               | 174            | 0              | 338            | 1,000           | 34%          | 662            |
| <b>Total - Communication to Members</b>               | <b>\$ 214</b>     | <b>57</b>       | <b>216</b>     | <b>0</b>       | <b>487</b>     | <b>2,600</b>    | <b>19%</b>   | <b>2,113</b>   |
| Administrative Expenses:                              |                   |                 |                |                |                |                 |              |                |
| Insurance Expense                                     | \$ 4,051          | 0               | 0              | 0              | 4,051          | 4,000           | 101%         | (51)           |
| List Serve  | 1,990             | 0               | 873            | 0              | 2,863          | 5,000           | 57%          | 2,137          |
| Filings & Registrations                               | 0                 | 0               | 0              | 0              | 0              | 61              | 0%           | 61             |
| Staff Travel  | 419               | 0               | 436            | 0              | 855            | 3,000           | 29%          | 2,145          |
| Miscellaneous Expense                                 | 290               | 73              | 1,372          | 0              | 1,735          | 6,000           | 29%          | 4,265          |
| Credit Card and Bank Fees                             | 2,590             | 3,190           | 3,382          | 0              | 9,162          | 15,000          | 61%          | 5,838          |
| Depreciation  | 66                | 67              | 66             | 0              | 199            | 500             | 40%          | 301            |
|   |                   | 0               |                |                |                |                 |              |                |
| <b>Total - Administrative Expenses</b>                | <b>\$ 9,406</b>   | <b>3,330</b>    | <b>6,129</b>   | <b>0</b>       | <b>18,865</b>  | <b>33,561</b>   | <b>56%</b>   | <b>14,696</b>  |
| <b>TOTAL EXPENSES</b>                                 | <b>\$ 35,196</b>  | <b>111,459</b>  | <b>50,871</b>  | <b>0</b>       | <b>197,526</b> | <b>927,280</b>  | <b>21%</b>   | <b>729,754</b> |
| <b>Increase (Decrease) in Unrestricted Net Assets</b> | <b>\$ 72,539</b>  | <b>(29,743)</b> | <b>(9,341)</b> | <b>0</b>       | <b>33,455</b>  | <b>(31,413)</b> | <b>-107%</b> | <b>64,868</b>  |
| <b>Unrestricted Net Assets, Beginning of Period</b>   | <b>\$ 243,814</b> | <b>316,353</b>  | <b>286,610</b> | <b>277,269</b> | <b>243,814</b> | <b>243,814</b>  | <b>100%</b>  | <b>0</b>       |
| <b>Unrestricted Net Assets, End of Period</b>         | <b>\$ 316,353</b> | <b>286,610</b>  | <b>277,269</b> | <b>277,269</b> | <b>277,269</b> | <b>212,401</b>  | <b>131%</b>  | <b>64,868</b>  |

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

**Statement of Cash Flows**

**For the Nine Months Ended March 31, 2017**

Cash Flows From Operating Activities

|  |    |                  |
|--|----|------------------|
| Receipts from Members and Associates     | \$ | 369,987          |
| Receipts from Exhibitors and Hotel Sites |    | 106,473          |
| Interest and Dividends                   |    | 1,255            |
| Fees Paid to Florida League of Cities    |    | (111,052)        |
| Payments to Vendors                      |    | <u>(512,742)</u> |

Net Cash Used by Operating Activities \$ (146,079)

Cash Flows from Investing Activities

|                                       |    |                |
|---------------------------------------|----|----------------|
| Purchase of Certificates of Deposit   | \$ | (207,599)      |
| Proceeds from Certificates of Deposit |    | <u>181,410</u> |

Net Cash Used by Investing Activities \$ (26,189)

Net Decrease in Cash and Cash Equivalents \$ (172,268)

Cash and Cash Equivalents-Beginning of Period \$ 533,178

Cash and Cash Equivalents-End of Period \$ 360,910

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

**Statement of Cash Flows**

**For the Nine Months Ended March 31, 2017**

**Reconciliation of Increase in Net Assets to Net Cash**

**Used by Operating Activities**

|  |    |                |                         |
|--|----|----------------|-------------------------|
| Increase in Net Assets   | \$ | 33,455         |                         |
| Adjustments to Reconcile Increase in Net Assets<br>to Net Cash Used by Operating Activities: |    |                |                         |
| Depreciation   |    | 200            |                         |
| Increase in Accounts Receivable  |    | (62,380)       |                         |
| Increase in Prepaid Expenses   |    | (746)          |                         |
| Increase in Deposits   |    | (13,450)       |                         |
| Decrease in Accounts Payable   |    | (412,273)      |                         |
| Increase in Deferred Revenues  |    | <u>309,115</u> |                         |
| <b>Net Cash Used by Operating Activities</b>   | \$ |                | <u><u>(146,079)</u></u> |

FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.  
2016 School of Governmental Finance  
Fort Myers, FL

**REVENUE COMPARISON**

| REGISTRATIONS                   | # of<br>REG | 2016<br>ACTUAL | BUDGET        | VARIANCE     |
|---------------------------------|-------------|----------------|---------------|--------------|
| Active Member Basic             | 40          | 8,800          | 9,350         | (550)        |
| Active Member Basic Late        | 8           | 2,080          | 1,547         | 533          |
| Active Member Intermediate      | 58          | 12,180         | 13,923        | (1,743)      |
| Active Member Intermediate Late | 13          | 3,250          | 1,912         | 1,338        |
| Associate Member Basic          | 4           | 1,140          | 485           | 655          |
| Associate Member Intermediate   | 2           | 540            | 264           | 276          |
| Non Member Basic                | 3           | 1,035          | 1,466         | (431)        |
| Non Member Basic Late           | 0           | 0              | 327           | (327)        |
| Non Member Intermediate         | 2           | 650            | 829           | (179)        |
| Non Member Intermediate Late    | 1           | 365            | 0             | 365          |
| Active Member Week              | 87          | 27,840         | 25,568        | 2,272        |
| Associate Member Entire Week    | 3           | 1,335          | 1,513         | (178)        |
| Active Member Week Late         | 9           | 3,960          | 1,224         | 2,736        |
| Non Member Week                 | 1           | 560            | 476           | 84           |
| Associate Member Entire Week    | 1           | 485            | 0             | 485          |
| Cancellation Fees               | 2           | 80             | 408           | (328)        |
| Hotel Commissions               |             |                |               | 0            |
| Room Credits                    |             |                |               | 0            |
| <b>Total Revenues</b>           |             | <b>64,300</b>  | <b>59,292</b> | <b>5,008</b> |

**EXPENSE COMPARISON**

|                           | 2016<br>ACTUAL | BUDGET          | VARIANCE      |
|---------------------------|----------------|-----------------|---------------|
| Hospitality Suite         | 8,231          | 7,500           | (731)         |
| Refreshment Breaks        | 25,793         | 40,400          | 14,607        |
| Emerging Leader Reception | 2,983          | 2,500           | (483)         |
| Staff Travel              | 4,069          | 5,500           | 1,431         |
| Equipment Rentals         | 7,650          | 8,000           | 350           |
| Speaker Expense           | 0              | 500             | 500           |
| Speaker Gifts             | 0              | 0               | 0             |
| Postage/Mailing           | 27             | 0               | (27)          |
| Printing/Duplicating      | 1,549          | 600             | (949)         |
| Meeting Planning Services | 6,650          | 5,500           | (1,150)       |
| Insurance                 | 431            | 287             | (144)         |
| Internet Café             | 1,845          | 2,100           | 255           |
| Operating Supplies        | 132            | 250             | 118           |
| Transportation            | 640            | 725             | 85            |
| <b>TOTAL EXPENSES</b>     | <b>60,000</b>  | <b>73,862</b>   | <b>13,862</b> |
| <b>NET (LOSS)</b>         | <b>4,300</b>   | <b>(14,570)</b> | <b>18,870</b> |

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

**2016-17 Bootcamps**

**For the Nine Months ended March 31, 2017**

**REVENUE COMPARISON**

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| <b>REGISTRATIONS</b>  | <b># of<br/>REG</b> | <b>2017<br/>ACTUAL</b> | <b>ORIGINAL<br/>BUDGET</b> | <b>VARIANCE</b> |
|-----------------------|---------------------|------------------------|----------------------------|-----------------|
| Registration Fees     | 69                  | 23,460                 | 30,600                     | (7,140)         |
| <b>Total Revenues</b> |                     | <b>23,460</b>          | <b>30,600</b>              | <b>(7,140)</b>  |

**EXPENSE COMPARISON**

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|                          | <b>2017<br/>ACTUAL</b> | <b>ORIGINAL<br/>BUDGET</b> | <b>VARIANCE</b> |
|--------------------------|------------------------|----------------------------|-----------------|
| Refreshment Breaks       | 4,728                  | 12,000                     | 7,272           |
| Lunch                    | 2,325                  | 1,600                      | (725)           |
| Printing and Duplicating | 110                    | 0                          | (110)           |
| Speaker Expense          | 6,037                  | 9,000                      | 2,963           |
| Staff Travel             | 1,078                  | 500                        | (578)           |
| Equipment Rent           | 2,444                  | 4,500                      | 2,056           |
| Room Rental              | 392                    | 300                        | (92)            |
| <b>TOTAL EXPENSES</b>    | <b>17,114</b>          | <b>27,900</b>              | <b>10,786</b>   |
| <b>NET INCOME</b>        | <b>6,346</b>           | <b>2,700</b>               | <b>3,646</b>    |

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**  
**2016-17 Certified Government Finance Officer**  
**For the Nine Months Ended March 31, 2017**

**REVENUE COMPARISON**

| <b>REGISTRATIONS</b>   | <b># of<br/>REG</b> | <b>2017<br/>ACTUAL</b> | <b>ORIGINAL<br/>BUDGET</b> | <b>VARIANCE</b> |
|------------------------|---------------------|------------------------|----------------------------|-----------------|
| Renewals               | 63                  | 2,545                  | 5,860                      | (3,315)         |
| Application Fees       | 54                  | 2,700                  | 3,500                      | (800)           |
| Fall Review Courses    | 295                 | 13,275                 | 16,000                     | (2,725)         |
| Fall Exams             | 311                 | 9,330                  | 9,500                      | (170)           |
| Spring Review Webinars | 295                 | 7,375                  | 12,425                     | (5,050)         |
| Spring Exams           | 218                 | 6,540                  | 7,800                      | (1,260)         |
| <b>Total Revenues</b>  |                     | <b>41,765</b>          | <b>55,085</b>              | <b>(13,320)</b> |

**EXPENSE COMPARISON**

|                                   | <b>2017<br/>ACTUAL</b> | <b>ORIGINAL<br/>BUDGET</b> | <b>VARIANCE</b> |
|-----------------------------------|------------------------|----------------------------|-----------------|
| Food and Beverage                 | 12,059                 | 13,140                     | 1,081           |
| NASBA Expenses                    | 995                    | 503                        | (492)           |
| Scantron Maintenance and Supplies | 318                    | 650                        | 332             |
| Printing and Duplicating          | 577                    | 1,800                      | 1,223           |
| Postage Mailing                   | 12                     | 285                        | 273             |
| Equipment Rental                  | 1,461                  | 1,500                      | 39              |
| <b>TOTAL EXPENSES</b>             | <b>15,422</b>          | <b>17,878</b>              | <b>2,456</b>    |
| <b>NET INCOME (LOSS)</b>          | <b>26,343</b>          | <b>37,207</b>              | <b>(10,864)</b> |

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

**2016-17 Divergent Series**

**For the Nine Months Ended March 31, 2017**

**REVENUE COMPARISON**

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| <b>REGISTRATIONS</b>  | <b># of<br/>REG</b> | <b>2017<br/>ACTUAL</b> | <b>ORIGINAL<br/>BUDGET</b> | <b>VARIANCE</b> |
|-----------------------|---------------------|------------------------|----------------------------|-----------------|
| Registration Fees     | 38                  | 6,650                  | 13,125                     | (6,475)         |
| <b>Total Revenues</b> |                     | <b>6,650</b>           | <b>13,125</b>              | <b>(6,475)</b>  |

**EXPENSE COMPARISON**

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|                          | <b>2017<br/>ACTUAL</b> | <b>ORIGINAL<br/>BUDGET</b> | <b>VARIANCE</b> |
|--------------------------|------------------------|----------------------------|-----------------|
| Room Rental              | 0                      | 500                        | (500)           |
| Refreshment Breaks       | 1,317                  | 2,000                      | (683)           |
| Breakfast                | 1,571                  | 3,000                      | (1,429)         |
| Lunch                    | 1,785                  | 5,200                      | (3,415)         |
| Printing and Duplicating | 0                      | 300                        | (300)           |
| Staff Travel             | 454                    | 1,000                      | (546)           |
| Equipment Rental         | 1,568                  | 500                        | 1,068           |
| <b>TOTAL EXPENSES</b>    | <b>6,695</b>           | <b>12,500</b>              | <b>(5,805)</b>  |
| <b>NET (LOSS) INCOME</b> | <b>(45)</b>            | <b>625</b>                 | <b>(670)</b>    |

# FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.

## Supplemental Information

For the Nine Months Ended March 31, 2017

### Accounts Receivable:

|                          |               |                       |
|--------------------------|---------------|-----------------------|
| Conference Registrations | 18,985        | Member Registrations  |
| Exhibitor Fees           | <u>48,300</u> | Conference Exhibitors |

**Total Accounts Receivable** 67,285

### Prepaid Expenses:

|                        |            |   |
|------------------------|------------|---|
| Network Solutions      | 78         | Domain Renewals                               |
| GFOA Conference Travel | 995        | Airline Ticket and Registration to Conference |
| Affinity Insurance     | 474        | Event Cancellation Insurance                  |
| L-Soft International   | 1,500      | Listserve Annual Node Charge                  |
| US Postal Service      | 165        | PO Box  |
| FLC                    | <u>109</u> | In-House Printing for Leadership              |

**Total Prepaid Expenses** 3,321

### Prepaid Conference Expenses:

|                        |            |                               |
|------------------------|------------|-------------------------------|
| Marco                  | 230        | Ribbons and Supplies          |
| Lauren Cheek           | 600        | Tuesday Night Event Performer |
| Affinity Insurance     | 1,850      | Event Cancellation Insurance  |
| Amazon                 | 459        | Supplies for Conference       |
| Invitation Consultants | <u>210</u> | Supplies for Conference       |

**Total Prepaid Conference Expenses** 3,349

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

**Supplemental Information**

**For the Nine Months Ended March 31, 2017**

**Deposits:**

**Current:**

|                           |               |                                  |
|---------------------------|---------------|----------------------------------|
| Executive Speakers Bureau | 3,000         | 2017 Conference Keynote Speaker  |
| Embassy Suites            | 500           | 2017 Leadership Class            |
| Diplomat Hotel            | 1,500         | 2017 Conference                  |
| Annetta Wilson            | 3,000         | 2017 Leadership                  |
| Cerviche - Orlando        | 50            | 2017 Leadership                  |
| Hull & Associates         | 5,000         | 2017 Leadership                  |
| Ferg's Depot              | 100           | 2017 Leadership                  |
| Advance                   | 800           | 2017 Leadership                  |
| Embassy Suites            | <u>500</u>    | FGFOA Strategic Planning Meeting |
| <b>Total Current:</b>     | <b>14,450</b> | <b>-</b>                         |

**Non-Current:**

|                           |                     |                        |
|---------------------------|---------------------|------------------------|
| Rosen Shingle Creek       | 1,000               | 2020 Annual Conference |
| Rosen Shingle Creek       | 1,000               | 2022 Annual Conference |
| Diplomat Hotel            | <u>1,500</u>        | 2019 Annual Conference |
| <b>Total Non-Current:</b> | <b><u>3,500</u></b> |                        |

**Total Deposits** 17,950

**Accounts Payable:**

|                                |                             |                       |
|--------------------------------|-----------------------------|-----------------------|
| Lynda Dennis                   | 2,600                       | Speaker Expenses      |
| Governmental Acct Standards Bd | 510                         | Expense Reimbursments |
| L-Soft International           | 1,767                       | List Serve Expenses   |
| US Postal Service              | 198                         | PO Box Fees           |
| FLC                            | <u>44,475</u>               | Fees and Expenses     |
| <b>Total Accounts Payable</b>  | <b><u><u>49,550</u></u></b> |                       |

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

**Supplemental Information**

**For the Nine Months Ended March 31, 2017**

**Deferred Revenues:**

|                                 |                |               |
|---------------------------------|----------------|---------------|
| Leadership Program              | 50,000         | Registrations |
| Conference Member Registrations | 106,915        | Registrations |
| Conference Exhibitor Fees       | <u>152,200</u> | Registrations |

**Total Deferred Revenues** 309,115

**Miscellaneous Expense:**

|                                |            |                         |
|--------------------------------|------------|-------------------------|
| Gift Cards                     | 109        | Tips for Hotel Staff    |
| Network Solutions              | 52         | Website Domain Expenses |
| Visual Solutions               | 129        | Misc Office Supplies    |
| My Office Products             | 432        | Misc Office Supplies    |
| State of Florida               | 61         | Annual Report Filing    |
| Donation                       | 100        | St Jude                 |
| Paypal                         | 342        | Seminar Fees            |
| Governmental Acct Standards Bd | <u>510</u> | Expense Reimbursments   |

**Total Miscellaneous Expense** 1,735