



**NOAP Annual Membership Meeting  
Membership, Financial and Conference Report  
Membership Report**

As of	Active Members							New members in 2017							Lapsed by Type					
	Total	Associate	Associate Reduced	Full	Organization	Sub-Member	Volunteer/Student	Total	Associate	Associate Reduced	Full	Organization	Sub-Member	Volunteer/Student	Total	Associate	Associate Reduced	Full	Organization	Sub-Member
Mar-15	64	5		5	22	32	0	7	1		2	4			13	3		1	6	3
Mar-16	66	3		6	23	34	0	2	0		1	1	0	0	7	4		2	1	0
Mar-17	69	2	1	6	23	36	1	7	1	1	1	4	0	1	7	3	0	1	3	0

75 Members as of 29-March-2017

**Members by State**

State/Province	Total	Associate	Associate Reduced	Full	Organization	Sub-Member	Volunteer/Student	State/Province	Total	Associate	Associate Reduced	Full	Organization	Sub-Member	Volunteer/Student	State/Province	Total	Associate	Associate Reduced	Full	Organization	Sub-Member	Volunteer/Student
California	1						1	Iowa	2				1	1		Oklahoma	2					1	1
Colorado	2				1	1		Louisiana	4			1	1	2		Oregon	3				1	1	1
Florida	5				2	3		Maine	4				1	3		Pennsylvania	9				1	3	5
Georgia	3				1	2		Michigan	1			1				Tennessee	2					1	1
Hawaii	2				1	1		Minnesota	2				1	1		Texas	2					1	1
Idaho	5				2	3		Montana	3				1	2		Virginia	3					1	2
Illinois	6				2	4		New Jersey	3	2	1					Washington	1				1		
								New York	3				1	2		West Virginia	1				1		

23 states represented



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## NOAP Financial Report (ended Dec. 31, 2016) Balance Sheet

	Dec 31, 16	Dec 31, 15
<b>ASSETS</b>		
Cash	187,063.45	159,323.74
Prepaid Expenses*	270.00	8,610.00
<b>TOTAL ASSETS</b>	<b>187,333.45</b>	<b>167,933.74</b>
<b>LIABILITIES &amp; EQUITY</b>		
Deferred Revenue**	10,750.00	13,950.00
Unrestricted Net Assets	153,983.74	105,065.65
Net Income	22,599.71	48,918.09
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>187,333.45</b>	<b>167,933.74</b>

\*Prepaid expenses include web hosting.

\*\*Deferred revenue includes membership renewals and conference registrations received in 2016 that apply to the 2017 fiscal year.

## NOAP Profit and Loss with previous year comparison

	Jan - Dec 16	Jan - Dec 15
<b>Income</b>		
Conference Income	77,866.48	86,951.51
Donation	0.00	500.00
<b>Membership Dues</b>		
Associate	550.00	900.00
Full	1,200.00	1,400.00
Organizational	12,000.00	9,600.00
Student/Volunteer	100.00	0.00
<b>Total Membership Dues</b>	<b>13,850.00</b>	<b>11,900.00</b>
Other Income	0.00	739.90
<b>Total Income</b>	<b>91,716.48</b>	<b>100,091.41</b>

	Jan - Dec 16	Jan - Dec 15
<b>Expense</b>		
Bank Fees	10.00	0.00
<b>Board of Directors</b>		
Association Membership	400.00	0.00
Gifts	122.70	0.00
Meetings	125.94	324.94
<b>Total Board of Directors</b>	<b>648.64</b>	<b>324.94</b>
Conference Expenses	46,154.88	35,553.89
<b>Credit Card Transactions</b>		
Transaction Fees	1,089.27	1,259.62
<b>Total Credit Card Transactions</b>	<b>1,089.27</b>	<b>1,259.62</b>
<b>Legal/Professional Fees</b>		
Accountant	550.00	350.00
<b>Total Legal/Professional Fees</b>	<b>550.00</b>	<b>350.00</b>
Management Fee	17,880.00	12,400.00
<b>Office Expenses</b>		
Copies/Printing	612.49	29.82
Fax	1.75	2.73
Postage	281.16	8.64
Scans	19.75	4.50
Supplies	985.09	669.18
Web Hosting	883.74	570.00
<b>Total Office Expenses</b>	<b>2,783.98</b>	<b>1,284.87</b>
<b>Total Expense</b>	<b>69,116.77</b>	<b>51,173.32</b>
<b>Net Income</b>	<b>22,599.71</b>	<b>48,918.09</b>

Income decrease of (\$8,300) due to decrease in conference income. Full conference report below.

Expenses:

Association Membership = NAADAC



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## 2015 & 2016 Conference Comparison

### NOAP Conferences

	conf2016	conf2015
<b>Income</b>		
<b>Conference Income</b>		
<b>Commission</b>	1,236.48	1,101.51
<b>Registration</b>		
<b>Additional Attendee</b>	6,000.00	10,635.00
<b>Member Early</b>	5,005.00	9,470.00
<b>Member Late</b>	485.00	970.00
<b>Non-Member Additional</b>	600.00	0.00
<b>Non-Member Early</b>	4,500.00	2,700.00
<b>Non-Member Late</b>	2,200.00	3,850.00
<b>Single Day Early</b>	450.00	0.00
<b>Speaker</b>	1,200.00	0.00
<b>Total Registration</b>	20,440.00	27,625.00
<b>Sponsors &amp; Exhibits</b>		
<b>Additional Attendees</b>	2,350.00	0.00
<b>Advertising</b>	0.00	1,000.00
<b>Bronze</b>	31,500.00	0.00
<b>Gold</b>	5,000.00	0.00
<b>Platinum</b>	7,500.00	0.00
<b>Silver</b>	9,000.00	0.00
<b>Sponsorship</b>	0.00	21,500.00
<b>Tables</b>	0.00	33,600.00
<b>Total Sponsors &amp; Exhibits</b>	55,350.00	56,100.00
<b>Workshop</b>	750.00	1,620.00
<b>Total Conference Income</b>	77,776.48	86,446.51
<b>Total Income</b>	77,776.48	86,446.51
<b>Expense</b>		
<b>Board of Directors</b>	125.94	324.94
<b>Conference Expenses</b>		
<b>A/V Expenses</b>	8,052.03	6,847.37
<b>Advertising</b>	26.00	0.00
<b>Cancellations</b>	0.00	1,555.00
<b>Conference Management</b>	4,073.68	0.00
<b>Meal Functions</b>	25,135.02	23,746.75
<b>Printing and Copying</b>	1,386.57	1,605.13
<b>Shipping Charges</b>	162.20	668.24
<b>Supplies</b>	965.02	669.18
<b>Travel</b>	6,000.00	1,967.78
<b>Total Conference Expenses</b>	45,800.52	37,059.45
<b>Total Expense</b>	45,926.46	37,384.39
<b>Net Income</b>	31,850.02	49,062.12

Sponsorship figures are not directly comparative because of a change in options from 2015 to 2016.

Conference management, \$4,073.68, includes \$2,800 mobile app.



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### Conference Registration (as of 30-March)

Type	2017	2016	2015
Exhibitor (20 tables)	33	39	43
Member Registration	46	34	58
Speaker/Presenter	17	4	0
Non-Member Registration	14	16	14
Single day	1	10	0
	111	103	115
Workshop	15	16	38
Riverwalk Cruise	38		