

**ATD-OC Board Meeting
July 14, 2019**

Finance Report For JUNE 2019

Balance Sheet

| | |
|----------------------|-------------|
| Checking Account- | \$3,369.32 |
| MM Account- | \$71,634.47 |
| Petty Cash- | \$250 |
| Equipment (Cameras)- | \$4,414.30 |
| Net Worth- | \$79,668.09 |

| | |
|-------------------------|-----------------|
| JUNE Net Income: | -\$97.07 |
| JUNE Income: | \$5,608.69 |
| JUNE Expenses: | \$5,705.76 |

YTD thru JUNE: **\$4,846.39**

Changes to ATD-OC Net worth YTD

| | |
|------------|----------|
| Jan 2017: | \$95,390 |
| Dec 2017: | \$84,196 |
| Jan 2018: | \$82,848 |
| Dec 2018: | \$74,636 |
| Jan 2019: | \$73,360 |
| Feb 2019: | \$73,025 |
| Mar 2019: | \$72,038 |
| Apr 2019: | \$76,444 |
| May 2019: | \$79,622 |
| June 2019: | \$79,668 |

YTD Goals

100% for income or HIGHER to be on track for YTD goals
100% for expenses or LESS to be on track for YTD goals

Annual Goals

50% for income or HIGHER to be on track (6/12's of the year)
50% for expenses or LESS to be on track (6/12's of the year)

Finance

- **Income- 134.6%** of YTD goal and **66.83%** of annual goal (**\$32,254 vs \$48,266**)
Remember: Income goal of \$48,266 is \$8,646 below our expected expenses of \$56,912!

1. Past President -The CHIP Program is **20.68%** of annual goal (\$290 vs \$1,400)

(1st quarter 2019 results).

2. CFO Interest Income- **55.7%** of annual goal (\$17 vs \$30)
3. Marketing- **143%** of YTD goal and **71.33%** of annual goal (\$1,070 vs \$1500)
Note: Web Advertising: Mar: \$520; Apr: \$550

4. Programs- **101.74%** of YTD goal and **66.48%** of annual goal (\$2,513 vs \$3,780)
 - MLE's Net Income: **\$245**
 - Income: \$2,513
 - Expenses: \$2,268
 - Change SIG: **\$116**
 - Income: \$150
 - Expenses: \$34
 - Trainer SIG: **\$180**
 - Income: \$165
 - Expenses -\$15
 - Tech SIG: **\$20**
 - Income :
 - Expenses: -\$20

5. Training Institute- **293%** of YTD goals and **131.42%** of annual goal (\$19,318 vs \$14,700)

(NOTE: Annual goal exceeded by \$4,618! Way to go!)

Total Trainer: \$14,130- \$2,190= \$11,940 Net Income

- \$10,850 (Creating Training) (Expenses: \$2,190) Food: \$1,367, Supplies: \$823
- \$3,280 (Delivering Training) (Expenses: \$0) Food: \$0, social media: \$, Supplies: \$0, Gifts: \$0,
- \$0 (e-Learning Projects) (Expenses: \$0)

Workshops: \$4,215 Net Income (\$5,188- \$973= \$4,215)

- Improving Comm w/DiSC
 - Income: \$2,075
 - Expenses: \$300
- Using the 5 Behaviors
 - Income: \$2,115
 - Expenses: \$672.89
- Gamification Cert
 - Income: \$998
 - Expenses: \$0
- Gamification Webinar
 - Income: \$10
 - Expenses: \$0

- 6. Membership – **67.37%** of YTD goal and **33.69%** of its annual goals (\$9,047 vs \$26,856)
 - New Members: \$4,883 (**83.8%** of YTD goal)
 - Renewals: \$4,164 (**54.78%** of YTD goal)

NOTE: Comparison June 2018 to June 2019 (31.3% INCREASE over this time last year!)

June 2018: \$6,888

June 2019: \$9,047

- **Expenses- 94.12%** of YTD goals and **48.16 %** of annual goal (**\$27,408 vs \$56,912**)
 1. President – **102.48%** of YTD goal and **68.32%** of annual goal (\$307 vs \$450)
(Note: Board meeting budget)
 2. President elect – **97.21%** of YTD goal, and **48.01%** of annual goal (\$12,819 vs \$26,700)
(ATD Office- \$12,819)
 3. CFO- **88.76%** of YTD goal and **66.72%** of annual goal (\$4,837 vs \$7,250)
(NOTE: Insurance and tax invoices)
 4. Technology- **93.26%** of YTD goal and **40.07%** of annual goal (\$1,795 vs \$4,480)
 - Website maintenance: \$1,675
 - Software Subscriptions: \$70
 - Media Equipment : \$50
 5. Marketing- **198.72%** of YTD goal and **99.36%** of annual goal (\$1,006 vs \$1,012)
 - Constant Contact- \$456
 - Note Glass Cleaner (Promo)- \$550 Not budgeted
 6. Programs- **88.9%** of YTD goal and **43.6%** of annual goal (\$2,267 vs \$5,200)
 7. Training Institute (Professional Development)- **105.43%** of YTD goal and **50.21%** of annual goals (\$3,163 vs \$6,300)
(NOTE: See expenses broken down in Training Institute income section)
 8. Membership- **87.33%** of YTD goal and **46.33%** of annual budget (\$1,214 vs \$3,000)
 9. Talent Management- **0%** of YTD goal and **0%** of annual goal (\$0 vs \$2,900)

For the minutes-

Net Income

YTD thru MAY: **\$4,846**

ATD-OC Net Worth

YTD thru MAY: \$79,668