

PROJECTED CASH FLOW BASED ON HISTORICAL FIGURE AND ESTIMATES

Category	1/1/2017	2/1/2017	3/1/2017	4/1/2017	5/1/2017	6/1/2017	7/1/2017	8/1/2017	9/1/2017	10/1/2017	11/1/2017	12/1/2017	1/1/2018
Members:	620	625	632	631	623	620	610	615	616	620	624	620	614.00
Members w/ Staff Membership	54	130	180	188	190	203	208	210	211	213	213	213	85.00
Cash Flow Balance	353,099.64	436,179.67	451,415.85	475,627.10	485,017.31	491,377.43	499,417.94	494,458.00	499,548.76	455,514.73	460,381.25	463,264.37	586,084.77
Delta	33,302.21	83,080.03	15,236.18	24,211.25	9,390.21	6,360.12	8,040.51	-4,959.94	5,090.76	-44,034.03	4,866.52	2,883.12	122,820.40
2017 FC Operating Account Balance	86,856.19	172,472.12	191,687.33	217,492.85	267,907.38	237,263.95	240,913.26	244,511.47	256,948.12	250,500.71	238,807.23	209,229.17	209,071.17
2017 Paragon Acct Balance	60,153.73	60,179.28	60,202.37	60,227.94	60,252.70	60,278.29	60,303.07	60,328.68	60,354.30	68,701.40	85,832.33	75,400.06	145,261.16
2017 Money Market Balance	60,102.99	60,104.22	60,105.11	60,106.72	60,108.03	60,109.35	60,117.89	60,119.42	60,121.66	60,124.16	60,126.94	60,129.23	60,133.05
2017 NCCA Investor Account	464,946.00	473,294.35	483,527.05	488,732.83	495,095.72	500,410.18	503,842.00	513,763.05	514,800.07	524,538.00	529,931.61	536,383.00	540,048.48
2017 TOTAL Bank Balance	672,058.91	766,049.97	795,521.86	826,560.34	883,363.83	858,061.77	865,176.22	878,722.62	892,224.15	903,864.27	914,698.11	881,141.46	954,513.86
2016 FC Operating Account Balance	\$230,250.66	\$266,134.50	\$298,408.08	\$313,341.03	\$325,396.79	\$135,942.16	\$136,007.85	\$56,554.39	\$77,483.33	\$87,186.88	\$67,986.16	\$52,331.90	
2016 Paragon Acct Balance								\$60,000.00	\$60,053.29	\$60,077.97	\$60,103.49	\$60,128.19	
2016 Money Market Balance	\$60,072.94	\$60,075.49	\$60,077.87	\$60,080.41	\$60,082.87	\$60,085.42	\$60,087.88	\$60,089.50	\$60,090.47	\$60,092.52	\$60,094.23		
2016 NCCA Investor Account	\$294,585.45	\$279,695.40	\$276,599.96	\$291,163.00	\$292,899.69	\$444,353.05	\$442,552.86	\$454,016.21	\$456,285.76	\$457,703.83	\$454,944.37	\$458,711.69	
2016 TOTAL Bank Balance	\$584,909.05	\$605,905.39	\$635,085.91	\$664,584.44	\$678,379.35	\$640,380.63	\$638,648.59	\$630,660.10	\$653,912.85	\$665,061.20	\$643,128.25	\$571,171.78	
2015 Operating Account Balance	\$290,610.89	\$166,251.27	\$160,955.77	\$180,672.90	\$182,694.76	\$151,619.25	\$177,779.34	\$180,607.10	\$193,286.91	\$206,115.48	\$208,099.21	\$218,815.90	
2015 Money Market Balance	\$60,042.99	\$60,045.46	\$60,047.77	\$60,050.08	\$60,052.48	\$60,054.79	\$60,057.80	\$60,061.30	\$60,064.80	\$60,068.70	\$60,071.72	\$60,075.92	
2015 NCCA Investor Account	\$149,058.97	\$298,094.01	\$308,734.93	\$306,753.89	\$307,549.94	\$308,033.76	\$303,478.93	\$306,247.20	\$291,731.50	\$283,860.83	\$298,149.85	\$298,708.57	
2015 TOTAL Bank Balance	\$499,712.85	\$524,390.74	\$529,738.47	\$547,476.87	\$550,297.18	\$519,707.80	\$541,316.07	\$546,915.60	\$545,083.21	\$550,045.01	\$566,320.78	\$577,600.39	
2014 Bank Statement Monthly Balance	\$53,300.22	\$113,353.23	\$130,404.06	\$155,125.65	\$160,382.78	\$131,745.73	\$180,369.97	\$179,778.16	\$193,528.76	\$187,645.27	\$159,634.06	\$257,557.59	
2014 Money Market Balance	\$60,010.96	\$60,014.53	\$60,017.75	\$60,020.30	\$60,022.77	\$60,025.32	\$60,027.78	\$60,030.33	\$60,032.88	\$60,035.35	\$60,037.90	\$60,040.45	
2014 NCCA Investor Account	\$142,394.35	\$139,106.05	\$145,713.21	\$145,000.21	\$144,456.46	\$147,130.11	\$149,464.94	\$146,602.77	\$150,064.77	\$146,595.96	\$148,461.49		
2014 TOTAL Bank Balance	\$255,705.53	\$312,473.81	\$336,135.02	\$360,146.16	\$364,862.01	\$338,901.16	\$389,862.69	\$386,411.26	\$403,626.41	\$394,276.58	\$368,133.45	\$317,598.04	
2013 Bank Statement Monthly Balance	\$107,350.58	\$174,666.95	\$180,819.98	\$164,343.11	\$182,667.18	\$139,034.13	\$121,475.16	\$129,231.65	\$111,068.88	\$126,858.39	\$85,117.07	\$53,011.60	
2013 Money Market Balance												\$60,007.39	
2013 NCCA Investor Account	\$123,867.90	\$124,866.99	\$124,866.99	\$127,610.26	\$128,992.28	\$129,576.75	\$126,870.05	\$131,066.66	\$128,992.30	\$134,685.08	\$137,482.70	\$142,394.35	
2013 TOTAL Bank Balance	\$231,218.48	\$299,533.94	\$305,686.97	\$291,953.37	\$311,659.46	\$268,610.88	\$248,345.21	\$260,298.31	\$240,061.18	\$261,543.47	\$222,599.77	\$255,413.34	
2012 Bank Statement Monthly Balance	\$139,823.03	\$164,205.81	\$166,646.21	\$177,266.82	\$126,062.65	\$142,366.27	\$138,937.62	\$123,505.10	\$115,598.81	\$121,765.34	\$113,419.09	\$147,451.68	
2012 NCCA Investor Account	\$108,962.46			\$117,268.00	\$116,700.27	\$109,996.18	\$112,504.79	\$113,150.01	\$115,858.03	\$118,368.00			
2012 TOTAL Bank Balance	\$248,785.49	\$164,205.81	\$166,646.21	\$294,534.82	\$242,762.92	\$252,362.45	\$251,442.41	\$236,655.11	\$231,456.84	\$240,133.34	\$113,419.09	\$147,451.68	
2017 NCCA-PAC	\$59,364.12	\$60,520.35	\$60,816.20	\$68,677.89	\$71,860.44	\$75,076.72	\$78,071.28	\$81,268.31	\$84,378.26	\$86,520.63	\$91,804.30	\$93,496.62	95,845.65
2016 NCCA-PAC	\$82,210.65	\$83,145.65	\$74,149.30	\$72,389.43	\$72,389.43	\$73,669.14	\$75,950.19	\$76,580.16	\$73,194.25	\$76,021.77	\$60,142.81	\$62,356.39	
2015 NCCA-PAC	\$51,545.41	\$52,534.89	\$54,178.20	\$55,926.76	\$57,546.02	\$63,110.64	\$64,758.06	\$67,626.79	\$70,373.74	\$74,612.49	\$78,947.27	\$80,508.67	

Income

2016 Dues													
2017 Dues	71691.89	31671.96	42392.79	27776.62	23543.86	26116.31	23840.20	20036.22	17880.22	17671.94	16879.53	16706.70	
2018 Dues												74054.00	
Golf Tournament													
2016 Partner Program		2603.03											
2017 Partner Program	12955.46	3150.00	1150.00	8650.00	1150.00	1150.00		421.17	2150.00	1394.47	5091.67	2400.00	
2018 Partner Program											1500.00	3000.00	
2017 Spring Conference	16435.00	9791.00	5710.00	35100.00	4815.00	770.00							
2017 Fall Convention							8265.00	17180.00	9840.00	28349.37	135.00		
2018 Spring Conference													7050.00
CA Seminars													
2016 Xray Cert - Mod 76													
CA Certification	5850.00	5872.00	7975.00	5325.00	5204.00	11555.00	5401.00	4950.00	6015.00	4750.00	3925.00	5445.00	

CCA Recert	1890.00	2701.00	4330.00	4933.00	5782.00	3554.00	614.00	450.00	225.00	156.00	133.00	
Xray certification	13748.75	2770.00	1005.00	4967.50	8340.50	2670.00	4120.00	3709.00	-600.00	1925.00	1190.00	3950.00
Xray Recertification	967.69	1671.00	665.00	630.00	1540.00	1410.00	2590.00	2334.00	2710.00	5335.00	7365.00	8370.00
DC Seminars 2017 Weiniger									895.00	796.00	299.00	
Online Seminars		2447.95		355.45			1065.70	262.45	23.00	217.30	128.75	627.15
Co-Sponsor		1850.00		1850.00								210.00
Advertisements/Sponsors	1955.66	770.00	1010.00	1550.00	580.00	1300.00	1260.00	1330.00	1460.00	560.00	1510.00	610.00
Affiliate Income	238.50	1751.00	369.00	1128.50	639.00	378.00	388.50	436.50	421.50	400.50	453.00	345.00
Interest										33.17	37.57	52.55
Sales Manuals												
Membership Development												
Copier Lease												
Telephone												
Merchandise												
Donations												

Monthly Income Total	\$125,732.95	\$67,048.94	\$64,606.79	\$92,266.07	\$51,594.36	\$48,903.31	\$47,544.40	\$51,109.34	\$41,019.72	\$61,588.75	\$38,647.52	\$122,820.40
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Expense

Payroll & Taxes	14612.00	14873.28	14,805.58	14793.21	18117.30	21018.21	20992.25	20971.76	20961.76	20961.76	20696.60	21232.76
Condo Fees	781.08	390.54		781.08		390.54	390.54	781.08	390.54	390.54	390.54	390.54
Vehicle Lease	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	
Vehicle Expense			278.73	42.15	126.82	287.31	180.16	115.20	107.16	234.31	318.98	215.05
Insurance- BCBS	1555.67	1555.67	1,555.67	1546.07	1546.07	1546.07	1546.07	1546.07	1654.67	2703.59	2031.50	2054.30
Bank & Service Chgs	2345.47	2846.15	1,942.21	2053.96	1964.47	1998.43	1823.94	1802.54	2326.01	1606.37	1382.59	1564.94
Website - ITS & WTE Solutions	11.25	11.25	11.25	11.25	11.25	11.25	11.25	11.25	11.25	11.25	11.25	11.25
Copier Lease	1447.27	862.25	675.33	850.99	730.81	690.11	654.36	806.65	651.53	830.88	717.67	684.10
Communications												
Time Warner	212.72	212.72	212.02	212.54	212.54	215.64	209.38	212.48	212.48	425.18	212.70	212.70
Heather Phone	85.12	85.13	85.13	85.13	85.13		85.13	85.13		101.00	170.26	85.13
Rachael Cell	37.00	37.00	37.00	37.00	37.00		37.00	37.00		74.00	37.00	37.00
Fax		19.72	41.60			40.04	18.73		71.64			37.08
RingCentral	218.22	216.90	216.84	216.84	216.36	216.36	216.36	217.32	217.32	217.32	219.06	176.76
Conference Call		14.99	14.99	14.99	14.99	14.99	14.99	14.99	14.99	14.99	14.99	14.99
Constant Contact	85.00	85.00	85.00	85.00	85.00	115.00	115.00	115.00	115.00	125.00	125.00	125.00
GoToTraining	280.00	300.32	295.00	295.00	295.00	295.00	295.00	295.00	295.00	295.00	295.00	295.00
Postal Machine - Lease & Service	517.43			433.00			433.00			433.00		
General Office	213.70	242.86			67.51	266.92	844.10	432.71		107.20		
Staff Education		155.00		40.00	289.00	525.00	274.75	1050.25	37.74		74.68	58.19
Office Supplies	668.18	749.70	336.45	140.99	674.00	160.73	244.32	103.69	275.75	152.60	284.47	358.43
Misc Meetings & Dinner	209.35	85.66	107.18	124.96	249.23	175.62	111.10	55.59	133.68		133.43	44.98
Parking			6.00		66.00	50.00	40.00		2.00			
District Mtg HQ Expense											157.07	
Temporary Staff	984.40	2341.24	2,678.77	1784.06	2125.87	1982.19	1109.02					
Donations												
Janitorial Services	150.00	150.00		150.00	150.00	150.00	150.00	300.00	150.00	150.00	150.00	
Electricity	104.83	97.07	97.04	103.04	80.45	90.00	103.99	128.39	120.25	121.04	102.93	104.64
Condo Improvements					510.01	651.24		244.00	75.00			

Tarheels for Life			267.10							219.95		
Computer	1036.27	578.07	47.46	175.00	40.00	2021.93	674.54	206.68	912.96	218.34	52.50	356.72
YourMembership												
Postage	1056.47	92.48		1011.33		31.92		506.80	73.62	500.00		150.28
Board & Officer Meetings				1381.35			515.94			1845.79		
Dues & Subscriptions		799.00							165.00			325.00
Public Relations					750.00		188.51	2612.35				18.00
Accountant		8000.00									5000.00	
Legal	857.50			130.00		130.00	97.50	237.00	699.50	2899.44	2619.50	
NCLC Meeting	1147.01		1,644.44	2020.10							3420.44	321.40
Membership Development	25.00	196.88	920.37		521.20		40.06	521.20	595.71	1663.20	906.82	363.85
Insurance - D&O		1957.00								1613.00		
Insurance - Property & WC	340.00									1878.00		
Retirement Admin Fee					356.25			281.25			281.25	
COCSA Meeting						212.55				-178.91		
Taxes & Licenses								3003.50				
Legislative	200.00				509.17		80.34				149.00	
Lobbyist	3000.00	4752.00	4,000.00	4000.00	4000.00	4000.00	4000.00	4000.00	4052.13	4000.00	4000.00	4000.00
Store Merchandise												
Office Relocation												
Doctor of the Day					423.90	468.36	681.28	150.00				
Spring Conference 2017		355.43	1,930.89	2915.63	44204.24							
Fall Convention 2017			125.44			1630.00		2598.12	570.04	35755.32	3054.60	
Spring Conference 2019											2500.00	
100th Celebration								6928.53	521.75			
Golf Tournament												
District Meetings	90.00	43.75	1,882.27	153.41	1377.44	258.47	880.32	462.00	205.20	194.11	1546.49	446.82
2017 Cruise	1029.86	2914.13	1,097.86									
CA Seminars												
2016 Module 76 Xray	752.12											
2017 Xray Certification	7500.00	4200.00	2,100.00	2100.00	1174.24	5090.36	3315.12	6415.56	3492.12	2185.32	3142.91	1083.59
CA Certification		2091.57		2207.46	688.78			688.78		1233.41	688.78	
CCA Recertification					675.83							
Xray Recertification	600.00							95.00		1050.00	600.00	
DC Seminars												
Weiniger								900.00			1234.22	995.90

Monthly Expenses Total	\$42,652.92	\$51,812.76	\$37,997.62	\$40,395.54	\$82,875.86	\$45,234.24	\$40,862.80	\$52,504.34	\$46,018.58	\$85,053.75	\$56,722.23	\$35,764.40
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