

## 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
Members:	620	625	632	631	623	620						
Members w/ Staff Membership	54	130	180	188	190	203						
Cash Flow Balance	353,099.64	436,179.67	451,415.85	475,627.10	485,017.31	536,611.67						
Delta	33,302.21	83,080.03	15,236.18	24,211.25	9,390.21	51,594.36						
2017 FC Operating Account Balance	86,856.19	172,472.12	191,687.33	217,492.85	267,907.38	237,263.95						
2017 Paragon Acct Balance	60,153.73	60,179.28	60,202.37	60,227.94	60,252.70	60,278.29						
2017 Money Market Balance	60,102.99	60,104.22	60,105.11	60,106.72	60,108.03	60,109.35						
2017 NCCA Investor Account	464,946.00	473,294.35	483,527.05	488,732.83	495,095.72	500,410.18						
2017 TOTAL Bank Balance	672,058.91	766,049.97	795,521.86	826,560.34	883,363.83	858,061.77						
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						
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							
Golf Tournament												
2016 Partner Program		2603.03										
2017 Partner Program	12955.46	3150.00	1150.00	8650.00	1150.00							
2017 Spring Conference	16435.00	9791.00	5710.00	35100.00	4815.00							
CA Seminars												
2016 Xray Cert - Mod 76												
2017 CA Certification	5850.00	5872.00	7975.00	5325.00	5204.00							
2017 CCA Recert	1890.00	2701.00	4330.00	4933.00	5782.00							

2017 Xray certification	13748.75	2770.00	1005.00	4967.50	8340.50
2017 Xray Recertification	967.69	1671.00	665.00	630.00	1540.00
DC Seminars					
Online Seminars		2447.95		355.45	
Co-Sponsor		1850.00		1850.00	
Advertismen/Sponsors	1955.66	770.00	1010.00	1550.00	580.00
Affiliate Income	238.50	1751.00	369.00	1128.50	639.00
Sales Manuals					
Membership Development					
Copier Lease					
Telephone					
Merchandise					
Donations					

<b>Monthly Income Total</b>	<b>\$125,732.95</b>	<b>\$67,048.94</b>	<b>\$64,606.79</b>	<b>\$92,266.07</b>	<b>\$51,594.36</b>						
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Expense					
Payroll & Taxes	14612.00	14873.28	14,805.58	14793.21	18117.30
Condo Fees	781.08	390.54		781.08	
Vehicle Lease	500.00	500.00	500.00	500.00	500.00
Vehicle Expense			278.73	42.15	126.82
Insurance- BCBS	1555.67	1555.67	1,555.67	1546.07	1546.07
Bank & Service Chgs	2345.47	2846.15	1,942.21	2053.96	1964.47
Website - 1TS & WTE Solutions	11.25	11.25	11.25	11.25	11.25
Copier Lease	1447.27	862.25	675.33	850.99	730.81
Communications					
Time Warner	212.72	212.72	212.02	212.54	212.54
Heather Phone	85.12	85.13	85.13	85.13	85.13
Rachael Cell	37.00	37.00	37.00	37.00	37.00
Fax		19.72	41.60		
RingCentral	218.22	216.90	216.84	216.84	216.36
Conference Call		14.99	14.99	14.99	14.99
Constant Contact	85.00	85.00	85.00	85.00	85.00
GoToTraining	280.00	300.32	295.00	295.00	295.00
Postal Machine - Lease & Service	517.43			433.00	
General Office	213.70	242.86			67.51
Staff Education		155.00		40.00	289.00
Office Supplies	668.18	749.70	336.45	140.99	674.00
Misc Meetings & Dinner	209.35	85.66	107.18	124.96	249.23
Parking			6.00		66.00
District Mtg HQ Expense					
Temporary Staff	984.40	2341.24	2,678.77	1784.06	2125.87
Donations					
Janitorial Services	150.00	150.00		150.00	150.00
Electricity	104.83	97.07	97.04	103.04	80.45
Condo Improvements					510.01

Tarheels for Life			267.10		
Computer	1036.27	578.07	47.46	175.00	40.00
YourMembership					
Postage	1056.47	92.48		1011.33	
Board & Officer Meetings				1381.35	
Dues & Subscriptions		799.00			
Public Relations					750.00
Accountant		8000.00			
Legal	857.50			130.00	
NCLC Meeting	1147.01		1,644.44	2020.10	
Membership Development	25.00	196.88	920.37		521.20
Insurance - D&O		1957.00			
Insurance - Property & WC	340.00				
Retirement Admin Fee					356.25
COCSA Meeting					
Taxes & Licenses					
Legislative	200.00				509.17
Lobbyist	3000.00	4752.00	4,000.00	4000.00	4000.00
Store Merchandise					
Office Relocation					
Doctor of the Day					423.90
Spring Conference 2017		355.43	1,930.89	2915.63	44204.24
Fall Convention 2016					
Fall Convention 2017			125.44		
Golf Tournament					
District Meetings	90.00	43.75	1,882.27	153.41	1377.44
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
CA Certification		2091.57		2207.46	688.78
CCA Recertification					675.83
2017 Xray Recertification	600.00				
DC Seminars					

<b>Monthly Expenses Total</b>	<b>\$42,652.92</b>	<b>\$51,812.76</b>	<b>\$37,997.62</b>	<b>\$40,395.54</b>	<b>\$82,875.86</b>						
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