

## PROJECTED CASH FLOW BASED ON HISTORICAL FIGURE AND ESTIMATES

Category	1/1/2018	2/1/2018	3/1/2018	4/1/2018	5/1/2018	6/1/2018	7/1/2018	8/1/2018	9/1/2018	10/1/2018	11/1/2018	12/1/2018
Members:	614	623	633	625	624	619	622					
Members w/ Staff Membership	85	108	155	159	166	172	185					
Cash Flow Balance	586,084.77	635,181.59	664,763.34	586,630.27	611,118.69	607,642.53	607,642.53					
Delta	122,820.40	49,096.82	29,581.75	-78,133.07	24,488.42	-3,476.16						
2018 FC Operating Account Balance	209,071.17	20,943.17	209,013.17	208,983.17	208,953.17	208,923.17	8,893.17					
2018 Paragon Acct Balance	145,261.16	216,622.02	242,218.97	248,029.25	203,962.93	209,256.98	205,413.30					
2018 Money Market Balance	60,133.05	60,134.78	60,136.23	60,138.52	60,139.78	60,141.15	60,147.96					
2018 NCCA Investor Account	540,048.48	561,427.23	545,421.98	538,828.91	540,703.32	542,618.16	738,079.22					
2018 TOTAL Bank Balance	954,513.86	859,127.20	1,056,790.35	1,055,979.85	1,013,759.20	1,020,939.46	1,012,533.65					
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
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
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
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
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
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
2018 NCCA-PAC	\$95,845.65	\$99,079.05	\$101,455.22	\$103,946.82	\$98,930.63	\$87,691.23	\$90,738.95					
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
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

2017 Dues												
2018 Dues	43753.15	39589.32	29889.81	13589.12	22679.85							
2017 Partner Program	1250.00											
2018 Partner Program	9837.48	6608.33	8758.34	1758.33	1972.63							
2017 Fall Convention	850.00											
2018 Spring Conference	6190.00	10740.00	3335.00	29700.00								
2018 Fall Convention					71.00							
CA Seminars												
2018 CA Certification	7625.00	5100.00	8590.00	5300.00	1725.00							

CCA Recert	140.00	235.00	165.00	270.00	2200.00
Xray certification	17580.00	10810.00	1415.00	1340.00	13040.00
Xray Recertification	2820.00	790.00	345.00	1195.00	2495.00
DC Seminars					
Online Seminars	2408.25				520.55
Co-Sponsor	700.00	1316.80		927.10	
Advertisements/Sponsors	1580.00	855.00	810.00	1460.00	1350.00
Affiliate Income	1107.74	1200.50	417.00	754.58	1299.00
Interest	80.11	92.24	103.40	94.22	93.75
Membership Development			323.12		395.00
Copier Lease					
Telephone					
Donations					
Medova Income			120.00	250.00	340.00
NC Unclaimed Property				7936.01	

<b>Monthly Income Total</b>	<b>\$95,921.73</b>	<b>\$77,337.19</b>	<b>\$54,271.67</b>	<b>\$64,574.36</b>	<b>\$48,181.78</b>						
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Expense					
Payroll & Taxes	20154.33	20500.29	21,362.51	20270.21	20268.42
Employee 401K Match		4020.00			
Condo Fees	390.54	390.54	781.08		781.08
Vehicle Lease	500.00	500.00	500.00	500.00	500.00
Vehicle Expense	130.68	183.25	92.68	1238.14	589.00
Insurance- BCBS	1996.10	2074.70	1,996.10	1996.10	1996.10
Bank & Service Chgs	2833.39	3032.52	2,546.84	1804.57	1286.67
Website - ITS & WTE Solutions		22.50		22.50	11.25
Copier Lease	908.08	847.86	751.60	757.54	682.11
Communications					
Time Warner	212.70	212.70	212.67	212.39	212.39
Heather Phone		85.13	170.26	85.13	85.13
Rachael Cell	37.00		100.00	50.00	50.00
Fax	39.84	82.72	111.72	25.38	49.19
RingCentral	200.63	201.87	201.87	201.87	200.68
Conference Call	14.99	14.99	14.99	14.99	14.99
Constant Contact	125.00	125.00	125.00	125.00	125.00
GoToTraining	295.00	295.00	295.00	295.00	295.00
Postal Machine - Lease & Service	517.75	244.88		433.00	
General Office	90.18			513.45	
Staff Education	150.00	140.00	500.00		21.32
Office Supplies	316.53	384.60	169.27	145.86	645.76
Misc Meetings & Dinner	304.51		207.83	154.38	436.98
Parking	20.00				7.00
District Mtg HQ Expense					
Temporary Staff					
Donations					

Janitorial Services	150.00	150.00	300.00	150.00	150.00	
Electricity	133.07	197.82	150.13	138.43	119.99	
Condo Improvements	244.00					
Tarheels for Life						
Computer	247.50	72.50	165.01	1017.75	253.67	
YourMembership			7,160.74			
Postage	1050.00	86.24	92.70	511.00	20.42	
Board & Officer Meetings	4598.76	12.14	1,417.99			
Dues & Subscriptions	600.00					
Public Relations		286.00	2,500.00	611.17	4677.06	
Accountant						
Legal	829.50		316.00			
NCLC Meeting		174.61	2,901.36			
Membership Development	503.73	332.25			654.80	
Insurance - D&O			1,999.00			
Insurance - Property & WC						
Retirement Admin Fee		281.25			306.25	
COCSA Meeting						
Taxes & Licenses					602.00	
Legislative		252.00				
Lobbyist	4000.00	4500.00	8,000.00	0.00	8000.00	0.00
Store Merchandise						
Repairs & Maintenance				550.00		
Doctor of the Day						
Spring Conference 2018		1015.12	74,613.32	824.93	128.00	
Fall Convention 2018			15.81			
Spring Conference 2019						
Fall Convention 2019				4050.00		
District Meetings	342.00		533.26	928.67	1070.86	
CA Seminars						
2018 Xray Certification	3604.84	5702.34	2,100.00	2160.48	2754.00	
CA Certification	1284.26	1334.62		298.00	4662.82	
CCA Recertification						
Xray Recertification						
DC Seminars						
Weiniger						

<b>Monthly Expenses Total</b>	<b>\$46,824.91</b>	<b>\$47,755.44</b>	<b>\$132,404.74</b>	<b>\$40,085.94</b>	<b>\$51,657.94</b>							
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