

PROJECTED CASH FLOW BASED ON HISTORICAL FIGURE AND ESTIMATES

Category	1/1/2019	2/1/2019	3/1/2019	4/1/2019	5/1/2019	6/1/2019	7/1/2019	8/1/2019	9/1/2019	10/1/2019	11/1/2019	12/1/2019
Members:	621	632	640	639	625	627	619	623	627			
Members w/ Staff Membership	160	161	169	172	179	185	185	185	185			
Cash Flow Balance	379,102.89	412,682.94	395,937.87	392,406.60	385,290.43	379,906.88	385,899.04	416,102.50				
Delta	30,137.27	33,580.05	-16,745.07	-3,531.27	-7,116.17	-5,383.55	5,992.16	30,203.46				
2019 FC Operating Account Balance	8,863.17	8,858.17	8,853.17	8,848.17	0.00	0.00	0.00	0.00				
2019 Paragon Acct Balance	194,736.74	256,797.27	235,234.32	244,155.09	250,183.76	244,916.06	247,667.10	248,010.85				
2019 Money Market Balance	60,611.35	60,612.89	60,614.15	60,616.93	60,619.04	60,619.95	60,200.96	60,201.51				
2019 NCCA Investor Account	688,180.65	727,627.89	746,348.78	750,526.10	771,133.58	739,391.74	773,119.82	774,522.55				
2019 TOTAL Bank Balance	952,391.91	1,053,896.22	1,051,050.42	1,064,146.29	1,081,936.38	1,044,927.75	1,080,987.88	1,082,734.91				
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	8,888.17	8,883.17	8,878.17	8,873.17	8,868.17
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	216,556.91	216,601.29	196,398.33	154,406.42	194,736.74
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	60,150.46	60,151.84	60,154.25	60,157.32	60,159.88
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	751,940.50	754,282.86	755,308.30	713,893.82	724,659.53
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	1,037,536.04	1,039,919.16	1,020,739.05	937,330.73	988,424.32
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	\$60,101.35
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	\$631,273.13
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
2019 NCCA-PAC	\$65,668.01	\$65,278.32	\$65,575.75	\$71,360.80	\$74,631.13	\$77,526.48	\$80,319.97					
2018 NCCA-PAC	\$95,845.65	\$99,079.05	\$101,455.22	\$103,946.82	\$98,930.63	\$87,691.23	\$90,738.95	\$93,231.28	\$95,276.40	\$87,200.71	\$62,970.14	\$65,668.01
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

2018 Dues	43.33											
2019 Dues	40589.12	25057.58	33931.01	25202.99	24597.82	21507.94	27945.99	19209.35				
2020 Dues								200.00				
2018 Partner Program												
2019 Partner Program	16913.12	2604.22	1774.98	1774.98	1774.98	2774.98	958.32	1835.55				
2020 Partner Program							6000.00					
2019 Spring Conference	15900.00	8060.00	7427.00	30980.61	709.79							
2019 Fall Convention						13975.00	7610	21190.00				

CA Seminars								
2019 CA certification	12975.00	4940.00	5925.00	7700.00	3025.00	5225.00	8325.00	4675.00
CCA Recert	250.00	180.00	355.00	560.00	810.00	875.00	940.00	435.00
2019 Xray certification	16805.00	1300.00	20.00	9165.00	9975.00	3140.00	1736.25	9365.00
2018 Xray Recertification	940.00	1090.00						
2019 Xray Recertification						3305.00	2680.00	3705.00
DC Seminars								
Online Co Sponsor Seminars		404.65	110.70	282.50	10.00		420.75	
Co-Sponsor Seminars								
Chiro Opioid Awareness Summit								
Talcott Seminar								
Advertisements/Sponsors	710.00	740.00	1520.00	1210.00	1075.00	1140.00	1130.00	630.00
Affiliate Income	3649.50	786.00	345.00	1453.91	442.50	1898.50	418.50	604.00
Interest	101.80	103.63	99.93	112.75	109.46	98.30	115.49	107.93
Membership Development								
Donations								
Medova Income	500.00		475.00	465.00	1000.00		535.00	1060.00
NC Unclaimed Property								
Florence Relief Fund								
Closing of First Citizens Account				8848.17				

Monthly Income Total	\$109,376.87	\$45,266.08	\$51,983.62	\$87,755.91	\$43,529.55	\$53,939.72	\$58,815.30						
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Expense								
Payroll & Taxes	20471.39	30568.32	20,949.98	20819.42	20819.42	20816.51	20814.19	20802.04
Payroll Expense		122.14		125.19	128.24	128.24	128.24	128.24
Employee 401K Match			4,225.00					
Condo Fees	390.54		820.14	410.07	410.07		820.14	410.07
Vehicle Lease	474.65	474.65	474.65	474.65	474.65	474.65	474.65	474.65
Vehicle Expense	224.60	222.20	141.93	202.19	239.09	309.79	125.78	
Insurance- BCBS	1942.53	1942.53	1,955.73	1955.73	1968.93	1955.73		155.82
Bank & Service Chgs	2402.68	4227.89	2,118.68	1906.12	1743.50	1513.88	2066.97	2152.85
Website - 1TS & WTE Solutions		11.25						
Copier Lease	774.66	695.19	660.38	660.38	912.36	730.49		
Communications								
AT&T								395.04
Time Warner	212.86	212.86	215.11	215.11	214.66			
Heather Phone	87.13		85.13	85.13	170.26	85.13		
Rachael Cell	50.00		50.00	50.00	100.00	50.00		
Fax	19.21							
RingCentral	202.28	282.28	202.28	202.28	201.45	201.45	201.46	
Conference Call	14.99	14.99	14.99	14.99	14.99	14.99	15.70	
Constant Contact(Email)	125.00	125.00	125.00	125.00	125.00	125.00	125.00	
GoToTraining	295.00	295.00	295.00	295.00	295.00		295.00	590.00
Postal Machine - Lease & Service	1170.43			860.12	-375.70	434.96		
General Office	611.80	31.82	15.00	346.90	120.67	320.02		
Staff Education			320.00	234.76	80.00		1379.57	

Office Supplies	226.09	137.62	161.16	106.27	621.00	247.58	293.13		
Misc Meetings & Dinner	135.01	138.49	214.10	10.00	211.37	300.05	69.29		
Parking	35.00	4.00		10.00	9.25	54.00			
District Mtg HQ Expense									
Temporary Staff									
Donations									
Janitorial Services	300.00		150.00	150.00	300.00				
Electricity	129.95	138.38	152.08	134.01	123.40		129.04	146.79	
Condo Improvements									
Tarheels for Life									
Florence Relief fund						2000.00			
Computer	5841.81	5850.71	351.25	56.25	102.49	247.23	228.51		
YourMembership									
Postage	1128.06	555.98	5.30		500.00				
Board & Officer Meetings		4210.63	17.78	3840.41		409.81			
2020 Cruise				100.00	400.00	400.00			
Dues & Subscriptions	445.29								
Public Relations	7754.43	184.43	3,196.44	2988.20	3303.73	5063.36	800.22		
Opioid Prevention Summit					1500.00	354.38			
Accountant	12000.00								
Legal			578.00	947.75		292.50			
NCLC Meeting	1015.90	1486.51				659.66			
Membership Development	383.68	217.83			788.78	95.70			
Insurance - D&O			2,042.00						
Insurance - Property & WC									
Retirement Admin Fee			281.25						
COCSA Meeting				2477.15	1160.21	475.00	269.84	-1278.00	
Taxes & Licenses									
Legislative		252.00				666.73			
Lobbyist	9000.00		9,000.00		4500.00	4500.00			
Store Merchandise									
Repairs & Maintenance		244.00					150.15		
Doctor of the Day									
Spring Conference 2019		624.21	311.11	52316.87	72.00				
Fall Convention 2019					4050.00		206.47		
Spring Conference 2020						5.00			
Fall Convention 2020									
District Meetings	327.04		1,885.42	652.13	177.78	1187.74			
CA Seminars									
2019 Xray Certification	4500.00	6600.00	4,500.00	2100.00	2100.00	1432.58			
2019 CA Certification	2754.81	2140.24			1350.50	295.40	18.49		
CCA Recertification									
Xray Recertification									
2020 Xray Certification						2100.00			
DC Seminars									
Chiro Opioid Awareness summit									
talcott	350.00								

Monthly Expenses Total	\$75,796.82	\$62,011.15	\$55,514.89	\$94,872.08	\$48,913.10	\$47,947.56	\$28,611.84						
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