

**NAVAJO NATION BAR ASSOCIATION**  
**STATEMENT OF SUPPORT, REVENUE, AND EXPENSES- BUDGET VS. ACTUAL-**  
**MODIFIED CASH BASIS**  
**JANUARY-DECEMBER 2017**

	Jan-Dec 17	Budget	\$ Over Budget	% of Budget
<b>REVENUE</b>				
<b>EXAM</b>				
EXAM QUESTIONS	420.00	350.00	70.00	120%
<b>COURSE INCOME</b>				
MEMBERSHIP, TRAINING & SEMINARS	-	175.00	(175.00)	0%
TRADITIONAL TEACHINGS	-	6,800.00	(6,800.00)	0%
BAR REVIEW COURSE	4,625.00	6,200.00	(1,575.00)	75%
<b>CONFERENCE</b>				
BAR CONFERENCE	-	52,000.00	(52,000.00)	0%
CONTRIBUTION TO BAR CONFERENCE	-	3,500.00	(3,500.00)	0%
CONFERENCE BOOTH	-	50.00	(50.00)	0%
<b>CLE</b>				
LAST CHANGE CLE	-	2,500.00	(2,500.00)	0%
<b>FEEES</b>				
LATE FEES	930.00	2,000.00	(1,070.00)	47%
BAR APPLICATION	1,875.00	4,000.00	(2,125.00)	47%
<b>DUES</b>				
CHANGE IN STATUS DUES	-	500.00	(500.00)	0%
JUDICIAL DUES	-	100.00	(100.00)	0%
INACTIVE DUES	-	1,000.00	(1,000.00)	0%
BAR DUES/EXAM	46,100.00	52,000.00	(5,900.00)	89%
<b>OTHER REVENUE</b>				
NNBA ADMISSION FEE	-	50.00	(50.00)	0%
CDs/DVDs	450.00	1,200.00	(750.00)	38%
ATTN LISTING	930.00	1,000.00	(70.00)	93%
OPINIONS	-	1,250.00	(1,250.00)	0%
FEE FOR APPEAL	20.00	50.00	(30.00)	40%
EXTRA MEAL TICKET	-	50.00	(50.00)	0%
RULES	-	450.00	(450.00)	0%
<b>DONATIONS TO BAR</b>	50.00	1,000.00	(950.00)	5%
<b>INVESTMENTS</b>				
INTEREST-SAVINGS, SHORT TERM CD	-	16.00	(16.00)	0%
<b>OTHER TYPES OF INCOME</b>	5,160.00	3,500.00	1,660.00	147%
<b>Total Revenue</b>	<u>60,560.00</u>	<u>139,741.00</u>	<u>(79,181.00)</u>	<u>43%</u>

No assurance is provided on these financial statements

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<b>OPERATING EXPENSES</b>				
<b>BUSINESS EXPENSES</b>	40.00	-	40.00	100%
<b>CONTRACT SERVICES</b>				
ACCOUNTING FEES	244.00			
HINKLE + LANDERS BOOKKEEPING	3,500.00	4,200.00	(700.00)	83%
HINKLE + LANDERS 990	-	1,000.00	(1,000.00)	0%
HARRINGTON	-	800.00	(800.00)	0%
LEGAL FEES	-	2,000.00	(2,000.00)	0%
OUTSIDE CONTRACT SERVICES	-	4,000.00	(4,000.00)	0%
<b>FACILITIES AND EQUIPMENT</b>				
EQUIPMENT RENTAL AND MAINTENAN	1,602.05	3,000.00	(1,397.95)	53%
RENT, PARKING, UTILITIES	4,248.99	7,800.00	(3,551.01)	54%
<b>OPERATIONS</b>				
BANK FEES	336.75	700.00	(363.25)	48%
INTEREST EXPENSE	-	200.00	(200.00)	0%
OFFICE SUPPLIES	103.97	5,000.00	(4,896.03)	2%
RETURN ITEM CHARGEBACK	-	100.00	(100.00)	0%
WEBSITE	750.00	500.00	250.00	150%
BOOKS, SUBSCRIPTIONS, REFERENCE	-	500.00	(500.00)	0%
POSTAGE, MAILING	261.57	2,500.00	(2,238.43)	10%
TELEPHONE	1,323.45	6,200.00	(4,876.55)	21%
<b>OTHER TYPES OF EXPENSES</b>				
INSURANCE-LIAB, WC, DIR & OFF	-	2,700.00	(2,700.00)	0%
MEMBERSHIP DUES	-	500.00	(500.00)	0%
OTHER COSTS	25.00	4,000.00	(3,975.00)	1%
STAFF DEVELOPMENT	-	150.00	(150.00)	0%
<b>PAYROLL WAGES AND TAXES</b>				
WAGES	10,820.50	48,500.00	(37,679.50)	22%
PAYROLL TAXES	1,468.88	5,000.00	(3,531.12)	29%
PAYROLL EXPENSES	21.00	100.00	(79.00)	21%
<b>TRAVEL AND MEETINGS</b>				
MEALS AND ENTERTAINMENT	248.96	800.00	(551.04)	31%
ROOM RENTAL	1,350.00	500.00	850.00	270%
CONFERENCE, CONVENTION, MEETING	-	35,000.00	(35,000.00)	0%
SUPPLIES	58.08	100.00	(41.92)	58%
TRAVEL	-	600.00	(600.00)	0%
<b>Total Operating Expenses</b>	<u>26,403.20</u>	<u>136,450.00</u>	<u>(110,046.80)</u>	<u>19%</u>
<b>NET INCOME (LOSS)</b>	<u>34,156.80</u>	<u>3,291.00</u>	<u>30,865.80</u>	<u>1,038%</u>

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