

NAOC Meeting – 10 December 2024

Treasurer's Report Summary

- NAOOC's financials remain sound into the 4th Quarter
- As of 10 December 2024
 - Dues collected are \$207,599.00
 - Sponsorships collected to date are \$15,000.00
 - Additional income of \$15,084.45, the majority of that is from sponsorships! Thank you, membership!
- Projected income at Year End is \$227,492



Treasurer's Report Summary

- 2024 Expenses to date are \$180,433.78 vs. Initial Budget of \$243,922, with ~\$200 expenses outstanding
- Expect to remain within the Approved Budget of \$223,922 and Sponsorships of \$20,000.
- Revenue was less than budgeted by ~\$20,000.
- Overall cost savings is ~\$40,000

Treasurer's Report Summary

- 2023 Taxes filed November 8th
- Increase in Membership Dues for 2024
- Lost one member firms
 - 5 Very Small Businesses
- Gained six new member firms
 - 1 Small Businesses
 - 5 Very Small Businesses
- Proposed 2024 Budget prepared

Treasurer's Report Summary

- Dues Increase by annual 5% as voted on by the board in 2023.
- Effective January 2025, Membership Dues will be:

	2024	2025	Increased
Small <\$5M	\$ 1,920	\$ 2,016	\$ 96
Small	\$ 3,841	\$ 4,033	\$ 192
Large	\$ 5,378	\$ 5,647	\$ 269

Approved 2024 Budget -17 January 2024		
Income		Totals
Income:		
Membership Dues	\$ 223,922.00	
Sponsorships	\$ 20,000.00	
Guests		
Other (Interest, Raffle)		
		\$ 243,922.00
Expenses		
		Totals
Lobbyist:		
Fees (12 months @ \$13,000)	\$ 156,000.00	
Expenses	\$ 3,000.00	
		\$ 159,000.00
Meetings:		
Annual Membership Meeting	\$ 53,950.00	
Board Meetings	\$ 1,500.00	
Capital Fly-in	\$ 5,000.00	
		\$ 60,450.00
Partnering Sessions:		
Conference/Symposium/Meeting Attendance	\$ 500.00	
		\$ 500.00
Committees:		
Government Affairs	\$ 1,000.00	
Membership	\$ 1,000.00	
Operations & Standards	\$ 1,000.00	
Technology	\$ 1,000.00	
Small Business	\$ 1,000.00	
		\$ 5,000.00
Officers' Accounts:		
President	\$ 2,000.00	
Vice President	\$ -	
Secretary	\$ -	
Treasurer	\$ 2,000.00	
		\$ 4,000.00
Scholarship		
EOD Warrior Foundation	\$ 5,000.00	
		\$ 5,000.00
Miscellaneous:		
Web Site	\$ 1,272.00	
Printing Fees	\$ 500.00	
Fed Ex	\$ 500.00	
DC Corp Filing	\$ 100.00	
Tax Preparation	\$ 2,500.00	
Credit Card Fees	\$ 200.00	
Certificates	\$ 100.00	
General Expenses	\$ 200.00	
Legal fees	\$ 200.00	
Leadership Award/Speaker Gifts	\$ 2,000.00	
New Brochures	\$ -	
Insurance	\$ 2,400.00	
Coins	\$ -	
New Booth Panels	\$ -	
		\$ 9,972.00
Total Budget		\$ 243,922.00

Proposed 2025 Budget -10 December 2024		
Income		Totals
Income:		
Membership Dues	\$ 227,053.00	
Sponsorships	\$ 20,000.00	
Guests		
Other (Interest, Raffle)		
		\$ 247,053.00
Expenses		
		Totals
Lobbyist:		
Fees (12 months @ \$13,000)	\$ 156,000.00	
Expenses	\$ 3,000.00	
		\$ 159,000.00
Meetings:		
Annual Membership Meeting	\$ 56,581.00	
2024 Annual Meeting Savings	\$ 30,000.00	
Board Meetings	\$ 1,500.00	
Capital Fly-in	\$ 5,000.00	
		\$ 93,081.00
Partnering Sessions:		
Conference/Symposium/Meeting Attendance	\$ 1,000.00	
		\$ 1,000.00
Committees:		
Government Affairs	\$ 1,000.00	
Membership	\$ 1,000.00	
Operations & Standards	\$ 1,000.00	
Technology	\$ 1,000.00	
Small Business	\$ 1,000.00	
		\$ 5,000.00
Officers' Accounts:		
President	\$ 2,000.00	
Vice President	\$ -	
Secretary	\$ -	
Treasurer	\$ 2,000.00	
		\$ 4,000.00
Scholarship		
EOD Warrior Foundation	\$ 5,000.00	
		\$ 5,000.00
Miscellaneous:		
Web Site	\$ 1,272.00	
Printing Fees	\$ 500.00	
Fed Ex	\$ 500.00	
DC Corp Filing	\$ 100.00	
Tax Preparation	\$ 2,500.00	
Credit Card Fees	\$ 200.00	
Certificates	\$ 100.00	
General Expenses	\$ 200.00	
Legal fees	\$ 200.00	
Leadership Award/Speaker Gifts	\$ 2,000.00	
New Brochures	\$ -	
Insurance	\$ 2,400.00	
Coins	\$ -	
New Booth Panels	\$ -	
		\$ 9,972.00
Total Budget		\$ 277,053.00
Total Budget		\$ 247,053.00

2025 Proposed Budget

Increase in revenue from Membership Dues

Carried forward savings from 2024 Meeting for use for 2025 meeting.

Minor adjustments to Miscellaneous expenses to balance budget

