

Home Care Assoc.
HCA Education Research
Balance Sheet
As of February 28, 2019

	<u>HCA E & R</u>	<u>Home Care Assoc</u>	<u>Feb 2019 Combined</u>	<u>Feb 2018 Combined</u>
ASSETS				
Current Assets				
Checking/Savings	281,195	843,535	1,124,730	991,737
Accounts Receivable	38,636	831,956	870,591	915,449
Merrill Lynch Investment	1,450,381	0.00	1,450,381	1,520,757
Total Current Assets	1,770,212	1,675,490	3,445,703	3,427,942
Total Fixed Assets	0.00	9,756	9,756	10,368
Other Assets				
Prepaid Expense	20,430	20,604	41,034	34,239
TOTAL ASSETS	\$ 1,790,642	\$ 1,705,850	\$ 3,496,492	\$ 3,472,550
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable	70,586	12,397	82,982	16,870
Other Current Liabilities	0.00	1,075	1,075	1,022
Total Current Liabilities	70,586	13,471	84,057	17,892
Long Term Liabilities				
2700 · Other Liabilities				
2710 · DT/DF HCA Educ & Research	189,322	(189,322)	0.00	0.00
2712 · Accrued Payroll	48,250	48,668	96,919	102,381
2713 · Accrued Other Expenses	215	3,400	3,614	4,374
2735 · Deferred Revenue Workshops	833	0.00	833	12,112
2738 · Deferred Rev Annual Conference	40,200	0.00	40,200	31,400
2740 · Deferred Revenue - Sepsis Grant	0.00	0.00	0.00	69,883
Total 2700 · Other Liabilities	278,820	(137,254)	141,566	220,150
Total Long Term Liabilities	278,820	(137,254)	141,566	220,150
Total Liabilities	349,406	(123,783)	225,623	238,042
Equity				
3150 · Temp. Restricted Net Assets	27,822	0.00	27,822	27,822
3200 · Unrestricted Net Assets	1,352,094	671,407	2,023,501	1,926,776
Net Income	61,320	1,158,227	1,219,546	1,279,910
Total Equity	1,441,236	1,829,633	3,270,869	3,234,507
TOTAL LIABILITIES & EQUITY	\$ 1,790,642	\$ 1,705,850	\$ 3,496,492	\$ 3,472,550

Home Care Assoc.
HCA Education and Research
Profit and Loss Statement
As of February 28, 2019

	Combined Total as of Feb 28, 2019	Feb YTD Budget	Feb Actual vs Feb YTD Budget	Current 2019 Annual Budget	Combined 2019 YTD Actual	2019 Annual Budget vs Feb Actual	Prior Year 2018 Annual Budget	Prior Year Feb 28 2018	
Ordinary Income/Expense									
1	Education Programs Revenue	1,491	38,333	(36,842)	230,000	1,491	(228,509)	240,000	9,811
	Sponsorship/Exhibit Revenue	0.00	0.00	0.00	160,000	0.00	(160,000)	165,000	6,000
	Annual Membership Conference Regist. Rev.	0.00	0.00	0.00	80,000	0.00	(80,000)	78,000	0.00
	EP Grant Revenue	0.00	4,167	(4,167)	25,000	0.00	(25,000)	25,000	0.00
	Sepsis Grant Revenue	0.00	0.00	0.00	0.00	0.00	0.00	119,799	19,967
	Checking/Savings Interest	42	42	1	250	42	(208)	200	42
2	Other Types of Income (HER)	21,250	15,000	6,250	90,000	21,250	(68,750)	15,000	0.00
	Other Types of Income (HCA)	0.00	333	(333)	2,000	0.00	(2,000)	10,000	0.00
	Forums Revenue (HCA)	1,416	1,500	(84)	9,000	1,416	(7,584)	18,000	312
	Total	24,199	59,375	(35,176)	596,250	24,199	(572,051)	670,999	36,132
Membership Dues									
	Provider Member Dues	1,322,300	1,237,500	84,800	1,650,000	1,322,300	(327,700)	1,655,000	1,410,550
	Allied Member Dues	0.00	1,550	(1,550)	1,550	0.00	(1,550)	2,500	1,550
	Associate Member Dues	60,375	60,000	375	85,000	60,375	(24,625)	80,000	64,700
	Individual Member Dues	1,560	1,000	560	1,000	1,560	560	1,000	1,140
	HCC Member Dues	41,500	60,000	(18,500)	85,000	41,500	(43,500)	95,000	65,100
3	Total 4700 - Membership Dues	1,425,735	1,360,050	65,685	1,822,550	1,425,735	(396,815)	1,833,500	1,543,040
Other Programs									
	NELS Contract revenue	28,549	23,000	5,549	23,000	28,549	5,549	30,000	25,842
4	NELS Shared Services Rev	167,244	0.00	167,244	0.00	167,244	167,244	0.00	120,983
	Total Other Programs	195,793	23,000	172,793	23,000	195,793	172,793	30,000	146,825
	Total Income	1,645,727	1,442,425	203,302	2,441,800	1,645,727	(796,073)	2,534,499	1,725,997
Expense									
5	5010 - 5013 Salaries/Vac Expense	162,324	218,000	(55,676)	1,308,000	162,324	(1,145,676)	1,322,099	173,414
	5011 - Payroll Taxes-FICA,SUI,FUI	13,589	14,667	(1,077)	88,000	13,589	(74,411)	90,000	14,792
	5016 - Pension Plan Contribution	18,022	21,167	(3,144)	127,000	18,022	(108,978)	150,000	21,677
	5019 - Other Fringe Benefits	25,981	27,333	(1,352)	164,000	25,981	(138,019)	132,000	24,489
	5022 - Payroll Service Fee	383	308	74	1,850	383	(1,467)	1,800	361
	6091 - Registration Fees	0.00	833	(833)	5,000	0.00	(5,000)	3,600	150
	6092 - Bank Charges & Merchant Fees	5,730	5,833	(104)	35,000	5,730	(29,270)	25,000	8,023
	6093 - Investment Mgmt fee	0.00	0.00	0.00	20,000	0.00	(20,000)	17,500	0.00
	6210 - Consulting	0.00	1,667	(1,667)	10,000	0.00	(10,000)	0.00	0.00
	6211 - Accounting Fees	0.00	0.00	0.00	20,000	0.00	(20,000)	20,000	0.00

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	Combined Total as of Feb 28, 2019	Feb YTD Budget	Feb Actual vs Feb YTD Budget	Current 2019 Annual Budget	Combined 2019 YTD Actual	2019 Annual Budget vs Feb Actual	Prior Year 2018 Annual Budget	Prior Year Feb 28 2018
6214 · Legal Fees	8,000	8,333	(333)	50,000	8,000	(42,000)	50,000	8,000
6215 · Professional Fees	0.00	5,833	(5,833)	35,000	0.00	(35,000)	40,000	0.00
6217 · Website & Network support	9,605	9,500	105	57,000	9,605	(47,395)	52,000	10,339
6220 · Federal Advocacy	10,000	10,000	0.00	60,000	10,000	(50,000)	61,000	10,000
6225 · State Advocacy	20,708	20,000	708	120,000	20,708	(99,292)	114,000	19,115
6281 · Depr and Amort - Allowable	1,128	1,667	(539)	10,000	1,128	(8,872)	18,000	2,873
6284 · Equip Rental and Maintenance	2,840	2,833	7	17,000	2,840	(14,160)	17,000	2,731
6289 · Rent, Parking, Utilities	10,208	11,417	(1,208)	68,500	10,208	(58,292)	70,000	12,330
6501 · Books, Subscriptions, Dues	3,171	1,250	1,921	7,500	3,171	(4,329)	10,000	3,092
6502 · Postage, Mailing Service	878	908	(30)	5,450	878	(4,572)	5,000	1,146
6503 · Printing and Copying	1,420	1,667	(247)	10,000	1,420	(8,580)	13,000	1,467
6504 · Supplies	2,544	2,500	44	15,000	2,544	(12,456)	12,000	1,859
6505 · Telephone, Telecom.	2,102	2,500	(398)	15,000	2,102	(12,898)	20,000	3,521
6512 · Insurance - Liability, D and O	1,768	2,000	(232)	12,000	1,768	(10,232)	12,000	1,766
6516 · Other Miscellaneous Expenses	161	167	(5)	1,000	161	(839)	1,000	189
6518 · Bad Debt Expense	0.00	0.00	0.00	10,000	0.00	(10,000)	10,000	0.00
6810 · Travel	2,011	3,333	(1,323)	20,000	2,011	(17,989)	20,000	2,141
6815 · Meal & Entertainment	489	750	(261)	4,500	489	(4,011)	4,500	494
6820 · Member Meetings & Forums	7,456	2,500	4,956	15,000	7,456	(7,544)	20,000	4,106
6825 · Board of Directors Meetings	2,340	3,833	(1,493)	23,000	2,340	(20,660)	25,000	10,213
6830 · Education Programs & Conference	98	11,667	(11,569)	70,000	98	(69,902)	80,000	7,355
6840 · Annual Conference	0.00	0.00	0.00	75,000	0.00	(75,000)	75,000	0.00
4a 6847 · NELS Expenses	113,224	0.00	113,224	0.00	113,224	113,224	0.00	93,366
6870 · EP Grant Related Expenses	0.00	333	(333)	2,000	0.00	(2,000)	1,000	267
6880 · Sepsis Grant Related Expenses	0.00	0.00	0.00	0.00	0.00	0.00	42,000	6,814
Total Expense	426,181	392,800	33,381	2,481,800	426,181	(2,055,619)	2,534,499	446,087
Net Ordinary Income	\$ 1,219,546	1,049,625	\$ 169,921	(40,000)	\$ 1,219,546	\$ 1,259,546	0.00	\$ 1,279,910
Investments								
4510 · Investment Dividend-Interest	0.00	0.00	0.00	40,000	0.00	(40,000)	0.00	0.00
4511 · Investment Fund-Settlement	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Capital Gain & (Loss) Investment	0.00	0.00	0.00	40,000	0.00	(40,000)	0.00	0.00
6 - Net Total Income	\$ 1,219,546	1,049,625	\$ 169,921	0.00	\$ 1,219,546	\$ 1,219,546	0.00	\$ 1,279,910

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Notes:

Revenue:

- (1) Education revenue will pick up after April due to upcoming programs.
- (2) Other Types of Income has increased due to the Audacia Foundation revenue
- (3) Membership Dues budget revenue is spread out to be received in the first five months, compared to 2018 at this time is down 8%
- (4)a Northeast Leadership Summit revenue offsets the expenses, this will be a wash once all the expenses are booked.

Expenses:

- (5) Salary exp variance is high due to allocation for SVP position.
- (6) Combined Net Ordinary Income has a positive ending of \$1,219,546

Home Care Assoc
HCA Education and Research
YTD Statement of Cash Flows
As of February 28, 2019

	Educ & Res	Home Care	Feb 2019	Feb 2018
	HCA	Assoc	Combined	Combined
OPERATING ACTIVITIES				
Net Income	61,320	1,158,227	1,219,546	1,279,910
Adjustments to reconcile Net Income				
to net cash provided by operations:				
1170 · Accounts Receivable	40,070	(765,518)	(725,448)	(830,955)
1820 · Prepaid Expense	1,000	4,735	5,735	14,962
2000·Accounts Payable	58,087	496	58,583	4,639
2712 · Accrued Payroll	0.00	(4,469)	(4,469)	0.00
0000 · Accrued Other Expenses	(12)	(2,492)	(2,504)	(12,304)
2731 · 2734 Deferred Revenue Dues	0.00	(100,175)	(100,175)	(96,030)
2735 - Deferred Revenue wrkshp	(180)	0.00	(180)	2,024
2737 - Deferred Revenue NELS	(138,067)	0.00	(138,067)	(113,851)
2738 - Deferred Revenue Annual Conference	40,200	0.00	40,200	26,400
2740 - Deferred Revenue - Sepsis Grant	0.00	0.00	0.00	(19,967)
Net cash provided by Operating Activities	62,417	290,804	353,220	254,827
INVESTING ACTIVITIES				
1710 · Furniture & Equip	0.00	0.00	0.00	0.00
1720 · Furniture & Equip Accum Deprec	0.00	1,050	1,050	2,795
1740 · Capital Lease & otherAccum Depr	0.00	78	78	78
Net cash provided by Investing Activities	0.00	1,128	1,128	2,873
FINANCING ACTIVITIES				
2710 · DT/DF HCA Educ & Research	(20,333)	20,333	0.00	0.00
2711 · DT/DF HCA PAC	0.00	0.00	0.00	0.00
Net cash provided by Financing Activities	(20,333)	20,333	0.00	0.00
Net cash increase (decrease) for period	42,084	312,264	354,348	257,700
Cash at beginning of period	239,111	531,271	770,382	734,037
Cash at end of period	\$ 281,195	\$ 843,535	\$ 1,124,730	\$ 991,737

Three Year Comparison Revenue and Expense

	Feb 2019	Feb 2018	Feb 2017
Education Prg/Conf revenue	197,284.16	162,636.35	189,507.63
Grant Revenue	0.00	19,966.50	2,134.80
Other Misc Revenue	22,708.12	354.08	2,496.82
Membership Dues Revenue	1,425,735.00	1,543,040.00	1,479,900.00
Payroll exp	220,299.62	234,733.11	238,389.51
Other exp	205,881.39	211,354.03	261,180.59

