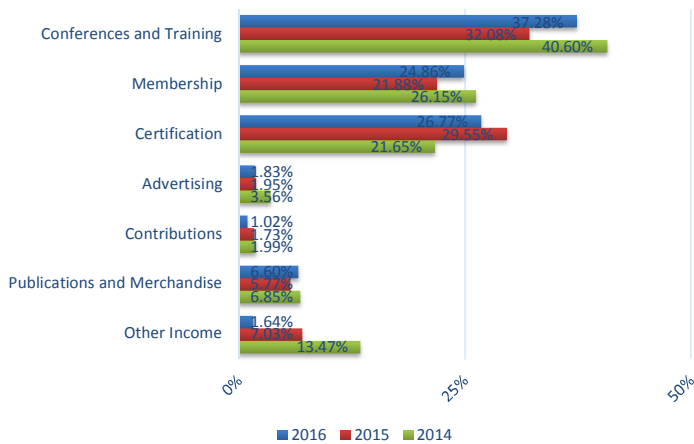


National Association for Interpretation December 2016 Dashboard

FOR MANAGEMENT USE ONLY

Revenues By Source - Cash Basis



Highlighted Financial Data	As of 12/31/16	As of 12/31/15	As of 12/31/14
Checking and Savings	\$ 176,887	\$ 41,101	\$ 48,267
Accounts Receivable, net	30,800	65,827	54,615
Inventory	123,746	123,746	142,675
Prepays and Other Current Assets	20,357	14,400	12,730
Total Current Assets	351,790	245,074	258,287
Total Current Liabilities	506,013	423,837	448,564
Current Ratio	0.70	0.58	0.58
Current Ratio (exclude Def Rev)	2.73	2.19	1.47
For the Period Ended	12/31/16	12/31/15	12/31/14
Cash Burn Amt (prior 90 days)	387,917	429,143	423,310
Budgeted Cash Exp - Future 90 Days	273,196	322,929	284,307
# of months exp in cash - future 90 days	1.94	0.38	0.51
# of months exp in cash - annualized	1.72	0.39	0.49
Total Revenue YTD	1,296,770	1,396,598	1,061,798
Total Expenses YTD	1,232,027	1,264,549	1,178,189
Net Income (cash basis)	64,743	132,049	(116,391)

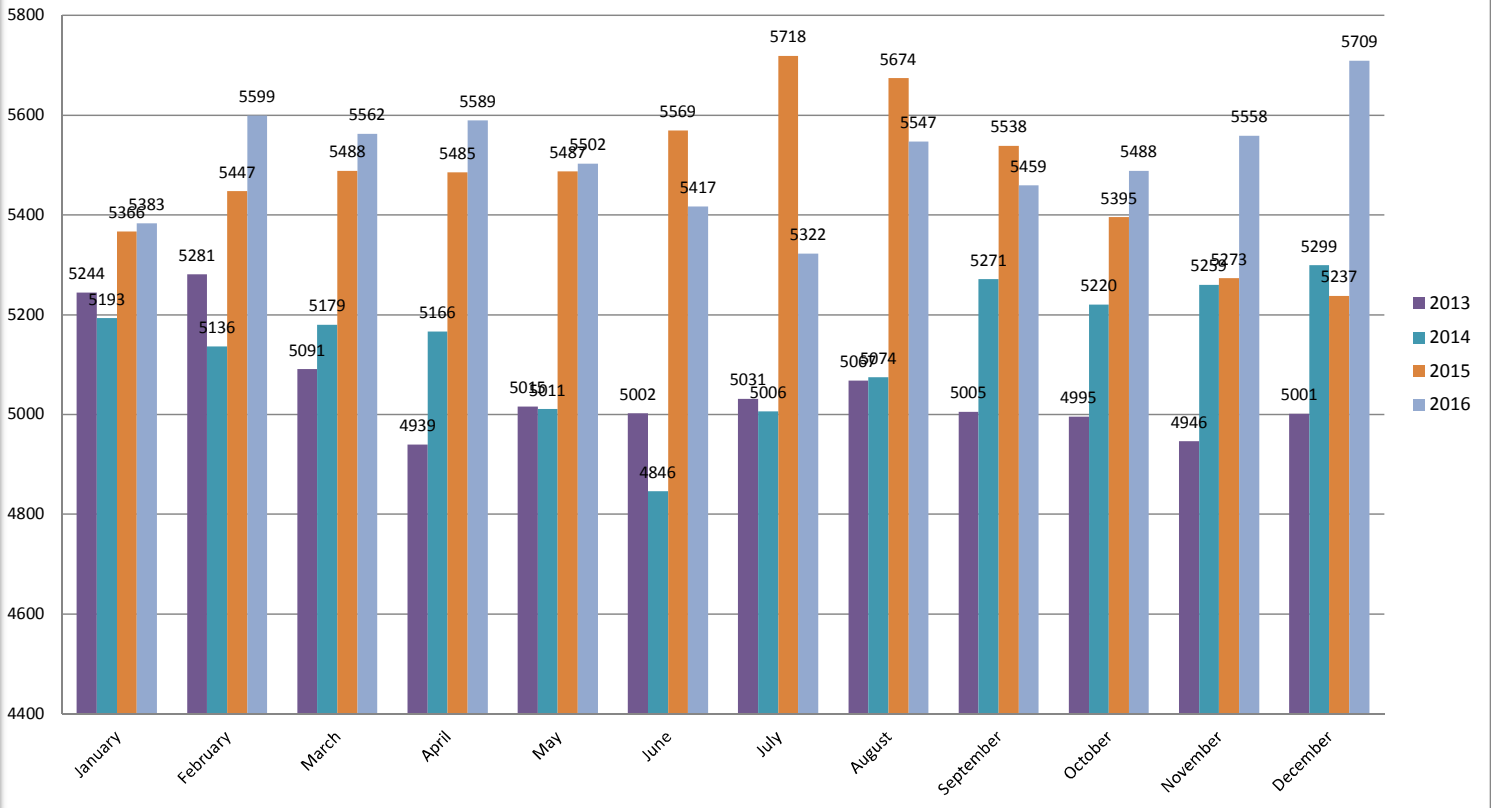
ACCOUNTS RECEIVABLE - 12/31/16	Aging of Receivables, Stated at Gross				Strategic Goals	YTD Actual	YTD Budget	Variance
	Current - 60	61-120	120+	Total				
Accounts Receivable, net	\$ 26,387	\$ 5,460	\$ (1,047)	\$ 30,800				
Total	\$ 26,387	\$ 5,460	\$ (1,047)	\$ 30,800				

Revenue Forecast	YTD Actual Jan - Dec	Forecast for remainder of Year	Full Year Forecast For Entire Year	Full Year Budget 2016	Variance to Full Year Budget	YOY % Forecast	FY 15 Actual (entire year)
REVENUE - CASH BASIS							
Conferences and Training	\$ 483,483	\$ (48,464)	\$ 435,019	\$ 435,019	-	-3%	\$ 448,068
Membership	322,430	(1,889)	320,541	320,541	-	5%	\$305,577
Certification	347,119	21,426	368,545	368,545	-	-11%	\$412,710
Advertising	23,684	26,916	50,600	50,600	-	85%	\$27,278
Contributions	13,235	865	14,100	14,100	-	-42%	\$24,166
Publications and Merchandise	85,595	(43,835)	41,760	41,760	-	-48%	\$80,651
Other Income	21,224	15,280	36,504	36,504	-	-63%	\$98,148
Total Revenue	\$ 1,296,770	\$ (29,701)	\$ 1,267,069	\$ 1,267,069	-	-9%	\$ 1,396,598

National Association for Interpretation December 2016 Dashboard

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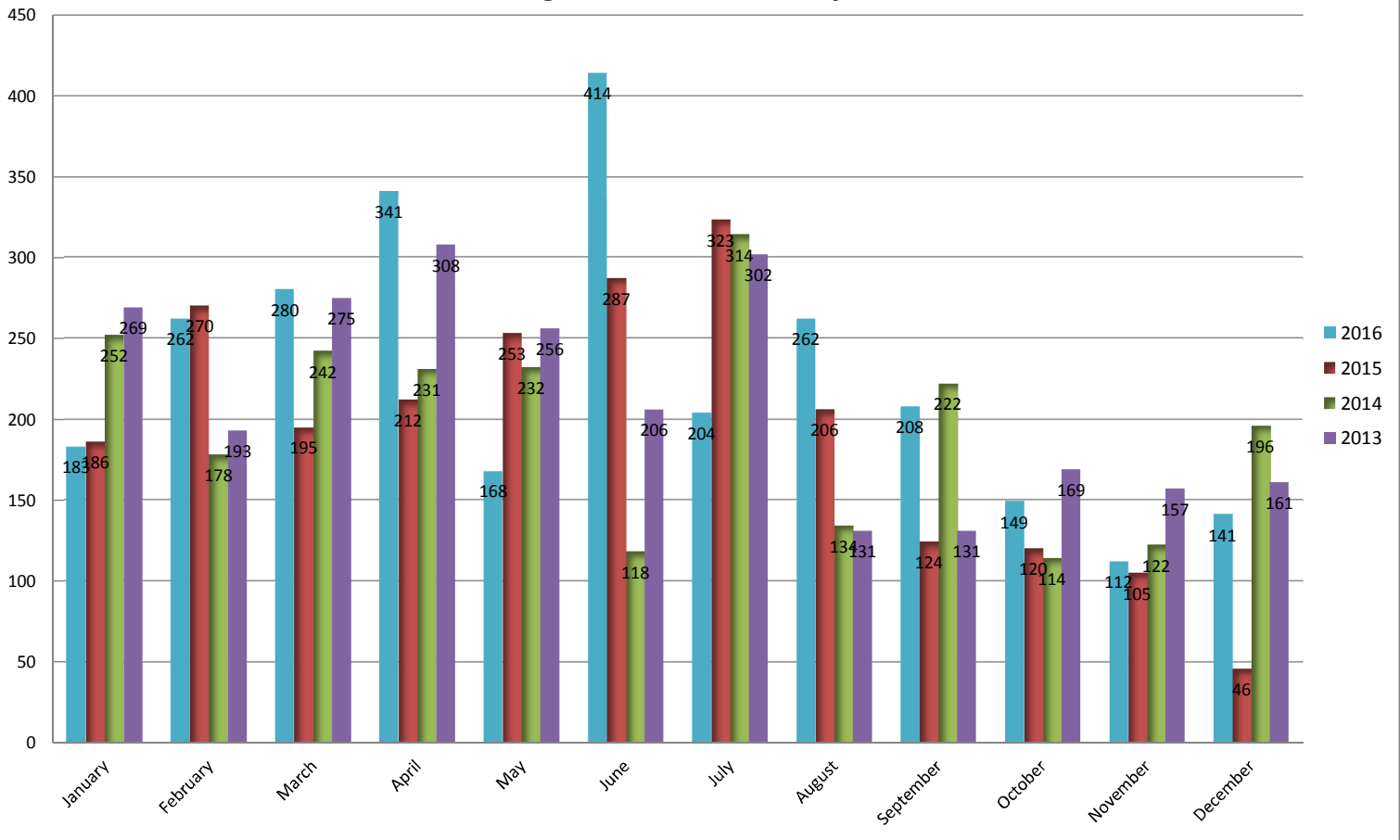
NAI Memberships By Month



National Association for Interpretation December 2016 Dashboard

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NAI Program Certifications By Month

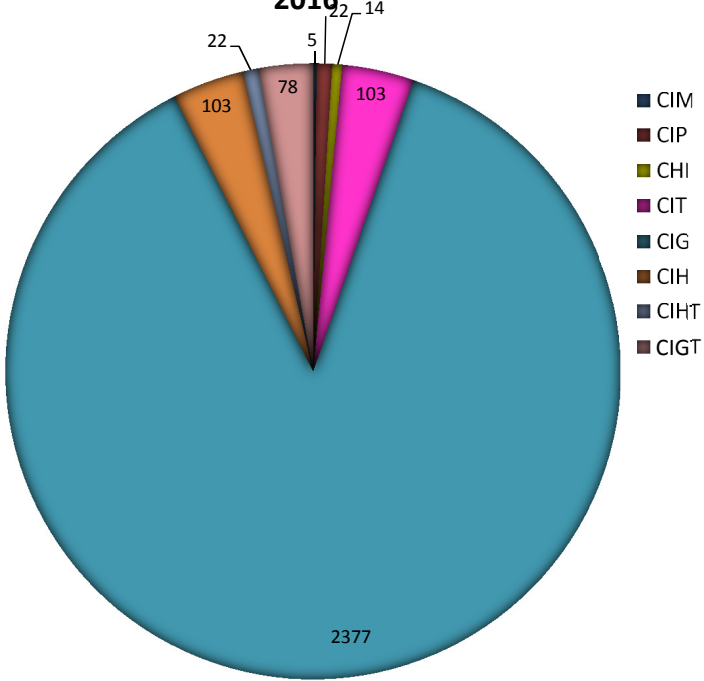


National Association for Interpretation December 2016 Dashboard

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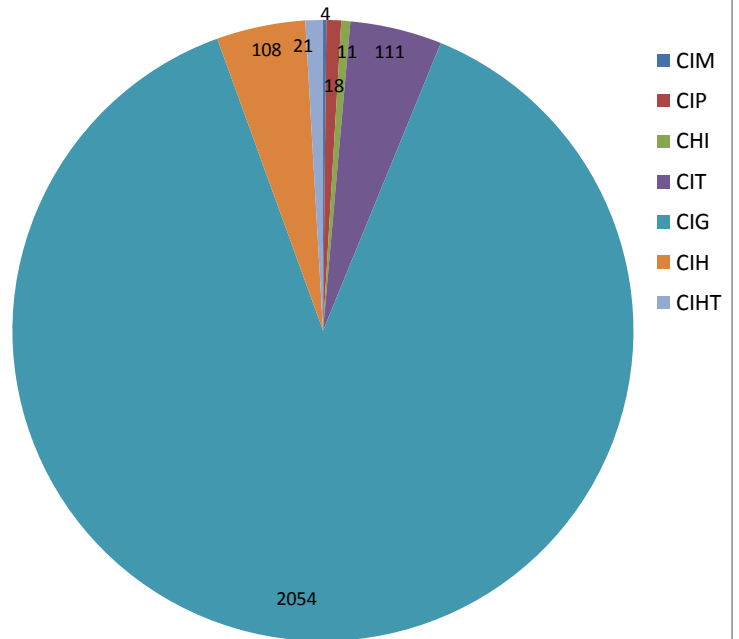
NAI Certifications By Program Jan-Dec

2016



NAI Certifications By Program Jan-Dec

2015



National Association for Interpretation

Statements of Financial Position

December 31	2016	2015
ASSETS		
Current Assets		
Checking/savings	\$ 176,887	\$ 41,101
Accounts receivable	30,800	65,827
Inventory	123,746	123,746
Prepays and other current assets	20,357	14,400
Total current assets	<u>351,790</u>	<u>245,074</u>
Property and Equipment		
Building and land	1,100,845	1,100,845
Computers and equipment	71,872	71,872
iMIS software	119,758	119,758
Furniture and fixtures	48,439	48,439
Leasehold improvements	13,143	13,143
Less accumulated depreciation	(488,894)	(450,099)
Net property and equipment	<u>865,163</u>	<u>903,958</u>
Total assets	<u>\$ 1,216,954</u>	<u>\$ 1,149,031</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable	\$ 45,564	\$ 34,435
Accrued salaries, benefits, and taxes	24,065	17,274
Accrued property taxes	31,764	31,595
Deferred revenue	332,060	311,722
Certification Fees and Credits	45,239	-
Deposits held	1,000	3,808
Notes payable, current portion	26,320	25,004
Total current liabilities	<u>506,013</u>	<u>423,838</u>
Long-Term Liabilities		
Notes payable, long-term portion	<u>212,087</u>	<u>238,413</u>
Total liabilities	<u>718,100</u>	<u>662,251</u>
Net Assets		
Temporarily restricted	-	500
Permanently restricted	701,863	701,863
Unrestricted deficit	(203,008)	(215,582)
Total net assets	<u>498,855</u>	<u>486,781</u>
Total liabilities and net assets	<u>\$ 1,216,954</u>	<u>\$ 1,149,031</u>

No assurance is provided on these financial statements. They do not include a statement of cash flows. Substantially all disclosures required by accounting principles generally accepted in the United States of America are not included

