

# FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.

## Comparative Statement of Financial Position

March 31, 2022, December 31, 2021, September 30, 2021, June 30, 2021, and March 31, 2021

	3/31/2022	12/31/2021	9/30/2021	6/30/2021	3/31/2021
<b>ASSETS</b>					
<b>Current Assets:</b>					
Cash - Capital City Bank	775,684	520,735	619,846	462,242	394,067
Investments - Vanguard	16,723	16,722	16,721	16,721	16,720
Investments - CDs	195,542	195,039	195,032	195,022	195,011
Accounts Receivable	1,935	440	2,365	400	290
Interest Receivable	23	405	279	152	26
Prepaid Expenses	12,802	0	0	5,819	0
Prepaid Conference Expenses	12,561	4,811	4,811	0	0
Prepaid School of Gov Financial Expenses	0	0	3,705	0	0
Deposits	86,298	51,858	32,808	32,108	11,335
<b>Total Current Assets</b>	<b>1,101,568</b>	<b>790,010</b>	<b>875,567</b>	<b>712,464</b>	<b>617,449</b>
<b>Equipment:</b>					
Computer Equipment	2,162	2,162	2,162	2,162	2,162
Less: Accumulated Depreciation	(2,066)	(2,035)	(2,003)	(1,971)	(1,939)
<b>Net Equipment</b>	<b>96</b>	<b>127</b>	<b>159</b>	<b>191</b>	<b>223</b>
<b>Other Assets</b>					
Deposits	5,000	2,500	7,750	7,750	16,138
Prepaid	0	0	0	0	0
<b>Total Other Assets</b>	<b>5,000</b>	<b>2,500</b>	<b>7,750</b>	<b>7,750</b>	<b>16,138</b>
<b>Total Assets</b>	<b>1,106,664</b>	<b>792,637</b>	<b>883,476</b>	<b>720,405</b>	<b>633,810</b>
<b>LIABILITIES AND NET ASSETS</b>					
<b>Current Liabilities:</b>					
Deferred Income	293,115	0	126,870	550	117,310
Accounts Payable	89,584	51,300	45,873	78,053	32,721
<b>Total Current Liabilities</b>	<b>382,699</b>	<b>51,300</b>	<b>172,743</b>	<b>78,603</b>	<b>150,031</b>
<b>Unrestricted Net Assets</b>	<b>723,965</b>	<b>741,337</b>	<b>710,733</b>	<b>641,802</b>	<b>483,779</b>
<b>Total Liabilities and Unrestricted Net Assets</b>	<b>1,106,664</b>	<b>792,637</b>	<b>883,476</b>	<b>720,405</b>	<b>633,810</b>

# FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.

## Statement of Activities

For the Nine Months Ended March 31, 2022

	----- QTR 1 7/1/2021 to 9/30/2021	----- QTR 2 10/1/2021 to 12/31/2021	---ACTUAL--- QTR 3 1/1/2022 to 3/31/2022	----- QTR 4 to	----- YTD 7/1/2021 to 3/31/2022	---BUDGET--- AMENDED 7/1/2021 to 6/30/2022	---BUDGET--- % OF BUDGET SPENT	---BUDGET--- VARIANCE YEAR TO DATE
<b>REVENUES</b>								
Membership Dues	110,650	10,500	10,900	0	132,050	150,000	88%	(17,950)
Investment Income	138	133	123	0	394	4,000	10%	(3,606)
Annual Conference	0	0	0	0	0	675,500	39%	(675,500)
School of Governmental Finance	0	131,309	10,595	0	141,904	138,405	103%	3,499
Pre Conference Seminars	0	0	0	0	0	35,000	28%	(35,000)
Leadership FGFOA	0	0	0	0	0	19,900	100%	(19,900)
Boot Camps	0	13,200	13,200	0	26,400	39,600	67%	(13,200)
CGFO Fees	13,115	1,885	11,795	0	26,795	36,000	74%	(9,205)
On-Line Learning	0	0	0	0	0	3,300	0%	(3,300)
<b>TOTAL REVENUES</b>	<b>123,903</b>	<b>157,027</b>	<b>46,613</b>	<b>0</b>	<b>327,543</b>	<b>1,101,705</b>	<b>30%</b>	<b>(774,162)</b>
<b>EXPENSES</b>								
Professional Services:								
Florida League of Cities, Inc.	32,188	32,187	32,188	0	96,563	129,000	75%	(32,437)
Auditor Fees	0	0	10,610	0	10,610	10,250	104%	360
Total - Professional Services	32,188	32,187	42,798	0	107,173	139,250	77%	(32,077)
Meeting Expenses:								
Board of Directors	2,601	5,942	4,862	0	13,405	30,500	44%	(17,095)
Strategic Planning	0	0	0	0	0	3,500	0%	(3,500)
GFOA Conference	0	0	0	0	0	5,500	0%	(5,500)
GFOA Reception	0	0	0	0	0	5,500	0%	(5,500)
Total - Meeting Expenses	2,601	5,942	4,862	0	13,405	45,000	30%	(31,595)

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

Statement of Activities

For the Nine Months Ended March 31, 2022

	----- QTR 1 7/1/2021 to 9/30/2021	----- QTR 2 10/1/2021 to 12/31/2021	---ACTUAL--- QTR 3 1/1/2022 to 3/31/2022	----- QTR 4 to	----- YTD 7/1/2021 to 3/31/2022	----- ---BUDGET--- AMENDED 7/1/2021 to 6/30/2022	---BUDGET--- % OF BUDGET SPENT	---BUDGET--- VARIANCE YEAR TO DATE
<b>Training/Education:</b>								
Conference Expenses	0	0	0	0	0	700,900	0%	(700,900)
School of Governmental Finance	0	72,689	5,750	0	78,439	141,350	55%	(62,911)
Pre Conference Seminars	0	0	0	0	0	32,000	0%	(32,000)
Leadership FGFOA	0	0	0	0	0	60,950	0%	(60,950)
Boot Camps	0	7,078	6,657	0	13,735	30,400	45%	(16,665)
CGFO Expenses	0	3,003	0	0	3,003	28,000	11%	(24,997)
NASBA Fees	0	0	795	0	795	3,000	27%	(2,205)
On-Line Learning	0	0	0	0	0	2,500	0%	(2,500)
Local Chapter Support	8,333	0	0	0	8,333	8,000	104%	333
<b>Total - Training/Education</b>	<b>8,333</b>	<b>82,770</b>	<b>13,202</b>	<b>0</b>	<b>104,305</b>	<b>1,007,100</b>	<b>10%</b>	<b>(902,795)</b>
<b>Standing Committees:</b>								
Standing Committee Meetings	0	627	0	0	627	1,000	63%	(373)
All Committee Meetings@ Conference	0	0	0	0	0	7,000	0%	(7,000)
<b>Total - Standing Committees</b>	<b>0</b>	<b>627</b>	<b>0</b>	<b>0</b>	<b>627</b>	<b>8,000</b>	<b>8%</b>	<b>(7,373)</b>
<b>Communication to Members:</b>								
Postage & Mailing	448	0	141	0	589	1,000	59%	(411)
Internet Homepage	0	165	0	0	165	500	33%	(335)
Printing & Duplicating	0	12	288	0	300	3,000	10%	(2,700)
<b>Total - Communication to Members</b>	<b>448</b>	<b>177</b>	<b>429</b>	<b>0</b>	<b>1,054</b>	<b>4,500</b>	<b>23%</b>	<b>(3,446)</b>

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

Statement of Activities

For the Nine Months Ended March 31, 2022

	----- QTR 1 7/1/2021 to 9/30/2021	----- QTR 2 10/1/2021 to 12/31/2021	---ACTUAL--- QTR 3 1/1/2022 to 3/31/2022	----- QTR 4 to	----- YTD 7/1/2021 to 3/31/2022	---BUDGET--- AMENDED 7/1/2021 to 6/30/2022	---BUDGET--- % OF BUDGET SPENT	---BUDGET--- VARIANCE YEAR TO DATE
Administrative Expenses:								
Insurance Expense	4,211	0	0	0	4,211	5,000	84%	(789)
List Serve	1,375	0	615	0	1,990	3,000	66%	(1,010)
Filings and Registrations	0	0	0	0	0	100	0%	(100)
Staff Travel	0	0	302	0	302	3,500	9%	(3,198)
Miscellaneous Expense	1,686	397	623	0	2,706	3,500	77%	(794)
Credit Card & Bank Fees	4,098	4,291	1,122	0	9,511	30,000	32%	(20,489)
Depreciation	32	32	32	0	96	200	48%	(104)
Total - Administrative Expenses	11,402	4,720	2,694	0	18,816	45,300	42%	(26,484)
<b>TOTAL EXPENSES</b>	<b>54,972</b>	<b>126,423</b>	<b>63,985</b>	<b>0</b>	<b>245,380</b>	<b>1,249,150</b>	<b>20%</b>	<b>(1,003,770)</b>
<b>Increase (Decrease) in Unrestricted Net Assets</b>	<b>68,931</b>	<b>30,604</b>	<b>(17,372)</b>	<b>0</b>	<b>82,163</b>	<b>(147,445)</b>	<b>-56%</b>	<b>229,608</b>
<b>Unrestricted Net Assets, Beginning of Period</b>	<b>641,802</b>	<b>710,733</b>	<b>741,337</b>	<b>723,965</b>	<b>641,802</b>	<b>641,802</b>	<b>100%</b>	<b>0</b>
<b>Unrestricted Net Assets, End of Period</b>	<b>710,733</b>	<b>741,337</b>	<b>723,965</b>	<b>723,965</b>	<b>723,965</b>	<b>494,357</b>	<b>146%</b>	<b>229,608</b>

# FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.

## Statement of Cash Flows

For the Nine Months Ended March 31, 2022

### Cash Flows From Operating Activities

Receipts from Members and Associates	421,960
Receipts from Exhibitors and Hotel Sites	196,219
Interest and Dividends	523
Fees Paid to Florida League of Cities	(110,985)
Payments to Vendors	<u>(193,752)</u>

**Net Cash Provided by Operating Activities** **313,965**

### Cash Flows from Investing Activities

Proceeds from Investments	195,530
Purchase of Investments	<u>(196,051)</u>

**Net Cash Used by Investing Activities** (521)

**Net Increase in Cash and Cash Equivalents** **313,444**

Cash and Cash Equivalents - Beginning of Period 478,963

**Cash and Cash Equivalents - End of Period** 792,407

### Reconciliation of Increase in Net Assets to Net Cash Provided by Operating Activities:

Increase in Net Assets	82,163
Adjustments to Reconcile Increase in Net Assets to Net Cash Provided by Operating Activities:	
Depreciation	96
Increase in Accounts Receivable	(1,406)
Increase in Prepaid Expenses	(19,544)
Increase in Deposits	(51,440)
Increase in Accounts Payable	11,531
Increase in Deferred Income	<u>292,565</u>

**Net Cash Provided by Operating Activities** 313,965

# FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.

## Supplemental Information

For the Nine Months Ended March 31, 2022

**Accounts Receivable:**

Registration Fees	1,935	Boot Camp, CGFO, & Annual Conference
<b>Total Accounts Receivable</b>	<u><u>1,935</u></u>	

**Prepaid Expenses:**

GFOA Conference	2,152
Leadership FGFOA	<u>10,650</u>
<b>Total Prepaid Expenses</b>	<u><u>12,802</u></u>

**CONFERENCE:**

Transportation	7,750
Insurance	<u>4,811</u>
<b>Total Conference Prepaid Expenses</b>	<u><u>12,561</u></u>

**Deposits:**

**Current:**

Universal Studios Orlando	75,548	2022 Annual Conference
Rosen Shingle Creek	1,000	2022 Annual Conference
Hull & Associates	5,250	Leadership Conference - Date to be Determined
Trusted Speakers	2,000	2022 Annual Conference
Bohemian Celebration	2,500	Leadership - April 2022

**Non-Current:**

Rosen Shingle Creek	1,000	2023 Annual Conference
Diplomat Hotel	1,500	2025 Annual Conference
Hilton Hotels	2,500	2024 Annual Conference

<b>Total Deposits</b>	<u><u>91,298</u></u>
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**Accounts Payable:**

Members	1,950	Refunds
Vendors	194	Various
FLC	87,440	Fees and Expenses
<b>Total Accounts Payable</b>	<u><u>89,584</u></u>	

**FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.**

Supplemental Information

For the Nine Months Ended March 31, 2022

**Miscellaneous Expense:**

HootSuite	100	Social Media Account
HiTouch	1,042	Supplies
Awards4U	1,403	President & Chair plaques
CCNJOBFAIRS	100	FGFOA Membership Committee Chair for Broward Job Fair
Dept of State	<u>61</u>	Annual Report

**Total Miscellaneous Expense** 2,706

# FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.

2022 Annual Conference

For the Nine Months Ended March 31, 2022

<b>REVENUE COMPARISON</b>	<b># of Reg</b>	<b>2022 ACTUAL</b>	<b>2022 BUDGET</b>	<b>VARIANCE</b>
<b>OTHER REVENUE</b>				
Exhibitor Fees		0	210,000	(210,000)
Extra Tickets All Events		0	2,000	(2,000)
Golf		0	6,000	(6,000)
Cancellation Fees		0	1,000	(1,000)
Ethics Course Income		0	20,000	(20,000)
Room Credits		0	13,500	(13,500)
Hotel Commissions		0	55,000	(55,000)
<b>TOTAL OTHER REVENUE</b>		<b>0</b>	<b>307,500</b>	<b>(307,500)</b>
<b>REGISTRATIONS</b>				
Member Registrations		0	295,000	(295,000)
Member Late Registrations		0	9,000	(9,000)
Associate Registrations		0	44,000	(44,000)
Associate Late Registrations		0	4,000	(4,000)
Non-Member Registrations		0	15,000	(15,000)
Non-Member Late Registrations		0	1,000	(1,000)
<b>TOTAL REGISTRATIONS</b>		<b>0</b>	<b>368,000</b>	<b>(368,000)</b>
<b>TOTAL REVENUES</b>		<b>0</b>	<b>675,500</b>	<b>(675,500)</b>
<b>EXPENSE COMPARISON</b>				
<b>INSTRUCTIONAL</b>				
Equipment Rental		0	40,000	40,000
Speaker per diem/honorarium		0	15,000	15,000
Refreshment Breaks		0	160,000	160,000
Tuesday Business Luncheon		0	45,000	45,000
Monday Lunch		0	25,000	25,000
<b>TOTAL INSTRUCTIONAL EXPENSE</b>		<b>0</b>	<b>285,000</b>	<b>285,000</b>
<b>SPECIAL EVENTS</b>				
Golf Tournament		0	6,000	6,000
Opening Ceremony		0	500	500
Association Night		0	35,000	35,000
Ethics Course Expenses		0	15,000	15,000
Tuesday Event		0	100,000	100,000
Hospitality Food, Beverages & Supplies		0	35,000	35,000
President's Reception		0	15,000	15,000
Emerging Leaders Reception		0	6,000	6,000
<b>TOTAL SPECIAL EVENTS EXPENSE</b>		<b>0</b>	<b>212,500</b>	<b>212,500</b>

# FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.

2022 Annual Conference

For the Nine Months Ended March 31, 2022

	<u>2022 ACTUAL</u>	<u>2022 BUDGET</u>	<u>VARIANCE</u>
<b>SPECIAL CONFERENCE EXPENSES</b>			
Room Rate Buy Down	0	81,900	81,900
Host Committee	0	1,000	1,000
Welcome Bags	0	5,000	5,000
Speaker Gifts	0	3,500	3,500
Transportaion	0	8,500	8,500
<b>TOTAL SPECIAL CONFERENCE EXPENSES</b>	<b>0</b>	<b>99,900</b>	<b>99,900</b>
<b>REGISTRATION/MAILINGS</b>			
Postage/Shipping	0	500	500
Printing/Duplicating	0	6,000	6,000
Supplies	0	2,000	2,000
<b>TOTAL REGISTRATION/MAILING EXPENSE</b>	<b>0</b>	<b>8,500</b>	<b>8,500</b>
<b>EXHIBITOR</b>			
Security	0	2,500	2,500
Service	0	22,000	22,000
<b>TOTAL EXHIBITOR EXPENSES</b>	<b>0</b>	<b>24,500</b>	<b>24,500</b>
<b>STAFF EXPENSES</b>	<b>0</b>	<b>15,000</b>	<b>15,000</b>
<b>OTHER</b>			
Insurance	0	3,000	3,000
Internet Café - High Speed Connections	0	12,500	12,500
Miscellaneous	0	5,000	5,000
Meeting Planner Services	0	35,000	35,000
<b>TOTAL OTHER EXPENSES</b>	<b>0</b>	<b>55,500</b>	<b>55,500</b>
<b>TOTAL EXPENSES</b>	<b>0</b>	<b>700,900</b>	<b>700,900</b>
<b>(DECREASE) IN NET ASSETS</b>	<b>0</b>	<b>(25,400)</b>	<b>25,400</b>

# FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.

2021 School of Governmental Finance  
For the Nine Months Ended March 31, 2022

## REVENUE COMPARISON

REGISTRATIONS	# of REG	2021 ACTUAL	2021 BUDGET	VARIANCE
Active Member Basic	30	7,800	12,500	(4,700)
Active Member Basic Late	14	4,200	1,450	2,750
Active Member Intermediate	33	8,250	15,000	(6,750)
Active Member Intermediate Late	12	3,480	1,450	2,030
Associate Member Basic	0	0	630	(630)
Associate Member Basic Late	1	365	0	365
Associate Member Intermediate	4	1,240	0	1,240
Associate Member Intermediate Late	1	350	0	350
Non Member Basic	15	5,775	750	5,025
Non Member Basic Late	8	3,400	0	3,400
Non Member Intermediate	13	4,745	770	3,975
Non Member Intermediate Late	6	2,430	0	2,430
Active Member Week	60	24,000	40,000	(16,000)
Active Member Week Late	12	5,280	2,200	3,080
Associate Member Week	3	1,575	1,575	0
Non Member Week	13	8,320	1,280	7,040
Non Member Week Late	5	3,400	0	3,400
Exhibitor Fees		43,600	54,000	(10,400)
Hotel Commissions		10,595	2,800	7,795
Room Credits		3,099	4,000	(901)
<b>TOTAL REVENUES</b>		<b>141,904</b>	<b>138,405</b>	<b>3,499</b>

## EXPENSE COMPARISON

	2021 ACTUAL	2021 BUDGET	VARIANCE
Hospitality Suite	6,586	9,000	2,414
Refreshment Breaks	36,451	55,000	18,549
Welcome Reception	5,623	20,000	14,377
Emerging Leader Reception	0	4,000	4,000
Staff Travel	6,778	10,000	3,222
Exhibitor Decorator Service	4,210	0	(4,210)
Welcome Bags	2,161	0	(2,161)
Equipment Rentals	7,002	15,000	7,998
Speaker Expenses	326	0	(326)
Speaker Gifts	1,375	1,500	125
Postage/Mailing	0	100	100
Printing/Duplicating	536	1,000	464
Meeting Planning Services	5,750	6,500	750
Insurance	1,418	1,000	(418)
Service Fees	0	15,000	15,000
Security	0	2,000	2,000
Operating Supplies	223	1,250	1,027
<b>TOTAL EXPENSES</b>	<b>78,439</b>	<b>141,350</b>	<b>62,911</b>
<b>INCREASE (DECREASE) IN NET ASSETS</b>	<b>63,465</b>	<b>(2,945)</b>	<b>66,410</b>

# FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.

2021-22 Bootcamps

For the Nine Months Ended March 31, 2022

## REVENUE COMPARISON

<b>REGISTRATIONS</b>	<b># of REG</b>	<b>ACTUAL</b>	<b>BUDGET</b>	<b>VARIANCE</b>
Registration Fees	60	26,400	39,600	(13,200)
<b>TOTAL REVENUES</b>		<b>26,400</b>	<b>39,600</b>	<b>(13,200)</b>

## EXPENSE COMPARISON

	<b>ACTUAL</b>	<b>BUDGET</b>	<b>VARIANCE</b>
Refreshment Breaks	3,114	9,000	5,886
Lunch	5,238	7,500	2,262
Printing and Duplicating	575	900	325
Speaker Expense	2,755	9,000	6,245
Staff Travel	113	500	387
Equipment Rent	1,940	3,000	1,060
Room Rental	0	500	500
<b>TOTAL EXPENSES</b>	<b>13,735</b>	<b>30,400</b>	<b>16,665</b>
<b>INCREASE IN NET ASSETS</b>	<b>12,665</b>	<b>9,200</b>	<b>3,465</b>

# FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.

2021-22 CGFO

For the Nine Months Ended March 31, 2022

## REVENUE COMPARISON

<b>REGISTRATIONS</b>	<b># of REG</b>	<b>ACTUAL</b>	<b>BUDGET</b>	<b>VARIANCE</b>
Renewals	96	3,840	4,000	(160)
Application Fees	29	1,450	3,000	(1,550)
Review Courses	333	14,965	15,000	(35)
Exams	218	6,540	14,000	(7,460)
<b>TOTAL REVENUES</b>		<b>26,795</b>	<b>36,000</b>	<b>(9,205)</b>

## EXPENSE COMPARISON

	<b>ACTUAL</b>	<b>BUDGET</b>	<b>VARIANCE</b>
Food and Beverage	684	13,000	12,316
Scantron Maintenance and Supplies	0	500	500
Printing and Mailing	335	1,500	1,165
Testing Fees	0	10,000	10,000
Equipment Rental	1,984	3,000	1,016
<b>TOTAL EXPENSES</b>	<b>3,003</b>	<b>28,000</b>	<b>24,997</b>
<b>INCREASE IN NET ASSETS</b>	<b>23,792</b>	<b>8,000</b>	<b>15,792</b>

# FLORIDA GOVERNMENT FINANCE OFFICERS ASSOCIATION, INC.

2022 Leadership FGFOA

For the Nine Months Ended March 31, 2022

## REVENUE COMPARISON

<b>REGISTRATIONS</b>	<b># of REG</b>	<b>ACTUAL</b>	<b>BUDGET</b>	<b>VARIANCE</b>
Registration Fees		0	19,900	(19,900)
<b>TOTAL REVENUES</b>		<b>0</b>	<b>19,900</b>	<b>(19,900)</b>

## EXPENSE COMPARISON

	<b>ACTUAL</b>	<b>BUDGET</b>	<b>VARIANCE</b>
Hotel Fees	0	15,000	15,000
Breaks	0	3,500	3,500
Lunch	0	4,500	4,500
Dinner	0	7,500	7,500
Equipment Rentals	0	4,000	4,000
Awards	0	1,500	1,500
Printing/Duplicating	0	750	750
Speaker Expense	0	20,000	20,000
Meeting Planning Services	0	2,000	2,000
Staff Travel	0	2,200	2,200
<b>TOTAL EXPENSES</b>	<b>0</b>	<b>60,950</b>	<b>60,950</b>
<b>(DECREASE) IN NET ASSETS</b>	<b>0</b>	<b>(41,050)</b>	<b>41,050</b>