

# **NAHAD**

## **FINANCIAL STATEMENTS**

**FOR THE MONTH ENDING**

**DECEMBER 31, 2024**

**PRELIMINARY & UNAUDITED**



**The Association for Hose & Accessories Distribution**  
**Statement of Financial Position**  
**As of December 31, 2024**  
**Preliminary and Unaudited**

	<u>Dec 2024</u>	<u>Dec 2023</u>	<u>Variance</u>	<u>Prior FY End</u>
<b>ASSETS</b>				
<b>Cash &amp; Cash Equivalents</b>				
Operating Cash - Truist	4,366	379,027	(374,660)	379,027
Operating Cash - JP Morgan Chase	418,333	-	418,333	-
JMS Money Market	322,735	1,123,050	(800,315)	1,123,050
JMS Unrealized Gain/Loss	(313)	(363)	50	(363)
JMS Fixed Income Accounts	799,966	-	799,966	-
JMS Vanguard Mutual Funds	6,246	6,013	232	6,013
Interest Receivable	-	-	-	-
Undeposited Funds	28,550	3,275	25,275	3,275
<b>Total Cash &amp; Cash Equivalents</b>	<u>1,579,882</u>	<u>1,511,002</u>	<u>68,880</u>	<u>1,511,002</u>
<b>FIXED ASSETS</b>				
Website Redesign	50,000	-	50,000	-
Accumulated Amortization - Website	-	-	-	-
<b>TOTAL FIXED ASSETS</b>	<u>50,000</u>	<u>-</u>	<u>50,000</u>	<u>-</u>
<b>Other Current Assets</b>				
Accounts Receivable	31,143	8,000	23,143	8,000
Prepaid Expense	28,250	-	28,250	-
Prepaid Insurance	-	-	-	-
Prepaid Expense - Events	30,128	52,900	(22,772)	52,900
<b>Total Other Current Assets</b>	<u>89,521</u>	<u>60,900</u>	<u>28,621</u>	<u>60,900</u>
<b>Fixed Assets</b>				
<b>Total Assets</b>	<u><b>\$1,719,403</b></u>	<u><b>\$1,571,902</b></u>	<u><b>\$147,502</b></u>	<u><b>\$1,571,902</b></u>
<b>LIABILITIES AND NET ASSETS</b>				
<b>Liabilities</b>				
Accounts Payable	2,107	52,615	(50,507)	52,615
Accrued Expenses	233	1,358	(1,125)	1,358
Charitable Donations Collected	9,930	3,930	6,000	3,930
Refund Clearing	-	9,700	(9,700)	9,700
Customer Deposits	500	3,750	(3,250)	3,750
Deferred Revenue - Distributor Dues	71,200	86,250	(15,050)	86,250
Deferred Revenue -Manufacturer Dues	111,100	66,000	45,100	66,000
Deferred Revenue - Associate Dues	10,000	5,998	4,002	5,998
Deferred Revenue - Affiliate Dues	21,450	17,048	4,402	17,048
Deferred Revenue - Mfg Rep Dues	3,000	6,250	(3,250)	6,250
Deferred Revenue - Branch Dues	400	9,400	(9,000)	9,400

**The Association for Hose & Accessories Distribution**  
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	<b>Dec 2024</b>	<b>Dec 2023</b>	<b>Variance</b>	<b>Prior FY End</b>
Deferred Directory Adv.	-	-	-	-
Deferred Revenue - Ann Mtg Dist Fee	13,500	21,000	(7,500)	21,000
Deferred Revenue - Ann Mtg Manu Fee	51,000	27,750	23,250	27,750
Deferred Revenue - Annl Mtg Assoc Fee	4,500	1,500	3,000	1,500
Deferred Revenue - Mfg Rep Registration	-	-	-	-
Deferred Revenue - Annl Mtg Affil Fee	5,250	2,250	3,000	2,250
Deferred Revenue - Annual Mtg Spouse	8,400	7,875	525	7,875
Deferred Revenue - Value Partner Reg	525	-	525	-
Deferred Revenue - Annual Mtg Tables	-	-	-	-
Deferred Revenue - Company Meeting	-	-	-	-
Deferred Revenue - HSI Dues	600	-	600	-
Deferred Revenue - Events/Courses	123,500	62,000	61,500	62,000
Deferred Revenue - Sponsorships	-	-	-	-
<b>Total Liabilities</b>	<b>437,195</b>	<b>384,674</b>	<b>52,521</b>	<b>384,674</b>
<b>Equity</b>				
Beginning Net Assets	1,187,228	986,141	201,087	986,141
Net Income	94,980	201,087	(106,107)	201,087
<b>Total Equity</b>	<b>1,282,208</b>	<b>1,187,228</b>	<b>94,980</b>	<b>1,187,228</b>
<b>Total Liabilities and Equity</b>	<b>\$1,719,403</b>	<b>\$1,571,902</b>	<b>\$147,502</b>	<b>\$1,571,902</b>

**The Association for Hose & Accessories Distribution**  
**Summary Statement of Activity**  
**For the Twelve Month(s) Ending December 31, 2024**  
Preliminary and Unaudited

	Dec 2024 Actual	Dec 2023 Actual	FY 2024 YTD Actual	Prior YTD Actual	FY 2024 Annual Budget	% of 2024 Budget	Prior YE 2023 Actual
<b>REVENUE</b>							
<b>Dues Income</b>							
Distributor Dues	-	-	317,500	325,365	340,000	93%	325,365
Manufacturer Dues	-	-	298,000	320,278	320,000	93%	320,278
Associate Dues	-	-	37,998	48,000	46,000	83%	48,000
Affiliate Dues	-	-	47,048	39,050	45,000	105%	39,050
Manufacturer Rep Dues	-	-	17,500	16,250	16,000	109%	16,250
Branch Dues	-	-	43,000	73,487	80,000	54%	73,487
<b>Total Dues Income</b>	<b>-</b>	<b>-</b>	<b>761,046</b>	<b>822,430</b>	<b>847,000</b>	<b>90%</b>	<b>822,430</b>
<b>Other Income</b>							
Interest Income	3,920	2,260	24,727	41,188	25,000	99%	41,188
Realized Gain/Loss on Invest	21	17	232	505	-	-	505
Unrealized Gain/Loss on Invest.	(62)	83	17	(217)	-	-	(217)
Directory Advertising	-	-	28,140	-	125,000	23%	-
E-Advertising & Sponsorships	-	-	35,175	188,975	25,000	141%	188,975
Royalties	4,684	5,684	66,363	67,889	50,000	133%	67,889
Misc. Income	-	-	0	4,915	-	-	4,915
<b>Total Other Income</b>	<b>8,563</b>	<b>8,043</b>	<b>154,653</b>	<b>303,256</b>	<b>225,000</b>	<b>69%</b>	<b>303,256</b>
<b>Annual Meeting</b>							
Distributor Registration Fee	-	-	229,908	142,600	187,500	123%	142,600
Manufacturer Registration Fee	-	-	313,270	230,758	300,000	104%	230,758
Associate Registration Fee	-	-	35,130	32,670	41,250	85%	32,670
Manufacturer Rep Reg fee	-	-	13,770	2,750	5,250	262%	2,750
Affiliate Registration Fee	-	-	27,170	8,925	15,000	181%	8,925
Guest Registration Fee	-	-	69,568	77,750	112,500	62%	77,750
Value Partner Reg Fee	-	-	1,725	2,700	2,500	69%	2,700
Company Meeting	-	-	14,750	13,750	12,500	118%	13,750
Contact Table Fees	-	-	169,075	142,700	150,000	113%	142,700
Sponsorships	-	-	122,500	57,700	55,000	223%	57,700
Hotel Commission	24,601	37,505	24,601	37,505	32,000	77%	37,505
<b>Total Annual Meeting</b>	<b>24,601</b>	<b>37,505</b>	<b>1,021,466</b>	<b>749,807</b>	<b>913,500</b>	<b>112%</b>	<b>749,807</b>
<b>HSI, Training and Education</b>							
Statistical Surveys Income	-	8,895	-	10,345	750	-	10,345
Hose Safety Institute	-	-	21,300	44,035	55,000	39%	44,035
UID/Webinar Income	-	-	-	-	1,500	-	-
HSI Handbook	325	75	10,209	4,255	500	2,042%	4,255
On-Line Training	22,135	5,500	122,270	33,489	45,000	272%	33,489
Regional Meeting & Seminars	-	-	17,325	22,400	20,000	87%	22,400
Sponsorships	-	-	4,100	-	-	-	-
<b>Total HSI, Training and Education</b>	<b>22,460</b>	<b>14,470</b>	<b>175,204</b>	<b>114,523</b>	<b>122,750</b>	<b>143%</b>	<b>114,523</b>
<b>Total Revenue</b>	<b>\$55,624</b>	<b>\$60,018</b>	<b>\$2,112,369</b>	<b>\$1,990,016</b>	<b>\$2,108,250</b>	<b>100%</b>	<b>\$1,990,016</b>

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**For the Twelve Month(s) Ending December 31, 2024**  
Preliminary and Unaudited

	Dec 2024 Actual	Dec 2023 Actual	FY 2024 YTD Actual	Prior YTD Actual	FY 2024 Annual Budget	% of 2024 Budget	Prior YE 2023 Actual
<b>EXPENSES</b>							
<b>Administrative</b>							
Management Fee	56,470	53,780	677,639	645,364	677,639	100%	645,364
Shared Office Expense	2,326	1,870	27,909	22,440	27,912	100%	22,440
Postage	-	187	467	664	500	93%	664
Staff Travel - Add'l Meetings	-	3,976	7,009	9,202	5,000	140%	9,202
Supplies	-	-	-	-	-	-	-
Credit Card & Bank Fees	105	459	49,356	37,442	41,650	119%	37,442
Dues & Subscriptions	-	-	3,725	3,088	2,775	134%	3,088
General & Professional Liab Ins	233	233	2,798	3,930	5,000	56%	3,930
Printing	-	-	485	-	-	-	-
Audit	2,800	5,000	15,600	17,727	12,000	130%	17,727
Legal	-	-	420	-	1,200	35%	-
Not for Profit Licensing & Tax Filing	-	-	170	-	-	-	-
Misc. Expense	-	-	-	313	-	-	313
<b>Total Administrative</b>	<b>61,934</b>	<b>65,506</b>	<b>785,578</b>	<b>740,171</b>	<b>773,676</b>	<b>102%</b>	<b>740,171</b>
<b>NAW Expenses</b>							
NAW Membership Dues	-	-	9,000	-	9,000	100%	-
<b>Total NAW Expenses</b>	<b>-</b>	<b>-</b>	<b>9,000</b>	<b>-</b>	<b>9,000</b>	<b>100%</b>	<b>-</b>
<b>Board and Committee Expense</b>							
Hotel, Food & Incidentals	335	26,535	34,787	30,135	42,000	83%	30,135
Board Travel - Staff	1,088	10,374	2,402	12,478	3,500	69%	12,478
Postage & Shipping	-	-	-	-	-	-	-
Printing & Production	-	-	888	-	-	-	-
<b>Total Board and Committee Expense</b>	<b>1,423</b>	<b>36,910</b>	<b>38,077</b>	<b>42,613</b>	<b>45,500</b>	<b>84%</b>	<b>42,613</b>
<b>Communications</b>							
Newsletter Production	-	1,125	16,694	35,576	30,000	56%	35,576
Newsletter Postage	-	10,710	12,924	30,540	14,000	92%	30,540
Directory Production	-	-	60,000	60,000	75,000	80%	60,000
Directory Mailing	-	-	-	-	-	-	-
<b>Total Communications</b>	<b>-</b>	<b>11,835</b>	<b>89,618</b>	<b>126,116</b>	<b>119,000</b>	<b>75%</b>	<b>126,116</b>
<b>Training and Education</b>							
Printing & Display	-	-	-	-	-	-	-
Institute Development & Maint	650	-	1,850	5,950	20,000	9%	5,950
Hose Safety Institute Exps	19	-	8,825	1,379	-	-	1,379
On-Line Training	-	-	58,730	59,557	55,000	107%	59,557
NAHAD Institute Postage	-	-	-	235	-	-	235
<b>Total Training and Education</b>	<b>669</b>	<b>-</b>	<b>69,405</b>	<b>67,120</b>	<b>75,000</b>	<b>93%</b>	<b>67,120</b>
<b>Statistical and Surveys</b>							
Annual Survey	-	-	15,000	-	15,000	100%	-
<b>Total Statistical and Surveys</b>	<b>-</b>	<b>-</b>	<b>15,000</b>	<b>-</b>	<b>15,000</b>	<b>100%</b>	<b>-</b>
<b>Hose Guidelines</b>							
Postage	-	-	-	-	-	-	-
Printing	-	-	-	-	-	-	-
Meetings / Teleconferences	-	-	-	-	1,500	-	-
Travel	-	-	2,043	283	3,000	68%	283

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	Dec 2024 Actual	Dec 2023 Actual	FY 2024 YTD Actual	Prior YTD Actual	FY 2024 Annual Budget	% of 2024 Budget	Prior YE 2023 Actual
Legal	-	-	-	-	500	-	-
Regional meetings, seminars	-	15,797	8,158	27,744	25,000	33%	27,744
HSI Management	5,417	5,417	65,713	65,000	65,000	101%	65,000
<b>Total Hose Guidelines</b>	<b>5,417</b>	<b>21,213</b>	<b>75,914</b>	<b>93,027</b>	<b>95,000</b>	<b>80%</b>	<b>93,027</b>
<b>Technology</b>							
E-Marketing Project	-	-	20,043	9,984	20,000	100%	9,984
MIS Systems & Supplies	600	825	8,700	32,147	22,000	40%	32,147
Website Maintenance	-	-	2,580	2,585	50,000	5%	2,585
<b>Total Technology</b>	<b>600</b>	<b>825</b>	<b>31,323</b>	<b>44,717</b>	<b>92,000</b>	<b>34%</b>	<b>44,717</b>
<b>Annual Meeting</b>							
Annual Meeting Expenses	-	-	-	-	-	-	-
Postage & Delivery	-	-	4,920	3,499	5,000	98%	3,499
Printing & Promotions	-	-	19,481	-	10,000	195%	-
Room Credit	-	-	-	-	-	-	-
Staff Travel	-	-	19,224	12,095	20,000	96%	12,095
Entertainment	-	-	65,011	31,827	42,000	155%	31,827
Signs	-	-	122	136	500	24%	136
Photography	-	-	5,330	5,838	11,000	48%	5,838
Food & Beverage	-	-	560,050	430,468	500,000	112%	430,468
Speaker Fees	-	-	88,648	65,115	72,000	123%	65,115
Speaker & Misc Travel	-	-	5,710	2,972	8,000	71%	2,972
Awards & Gifts	-	-	15,397	21,628	20,000	77%	21,628
Audio/Video Equipment	-	-	105,060	72,733	82,500	127%	72,733
Showcase of Hose Solutions	-	-	12,128	24,970	30,000	40%	24,970
Supplies	-	-	1,638	3,885	5,000	33%	3,885
President's Activity	-	-	-	-	3,000	-	-
Site Visit Travel	-	-	755	-	3,000	25%	-
<b>Total Annual Meeting</b>	<b>-</b>	<b>-</b>	<b>903,474</b>	<b>675,165</b>	<b>812,000</b>	<b>111%</b>	<b>675,165</b>
<b>Total Expenses</b>	<b>\$70,043</b>	<b>\$136,288</b>	<b>\$2,017,389</b>	<b>\$1,788,929</b>	<b>\$2,036,176</b>	<b>99%</b>	<b>\$1,788,929</b>
<b>Change in Net Assets</b>	<b>(14,419)</b>	<b>(76,270)</b>	<b>94,980</b>	<b>201,087</b>	<b>72,074</b>	<b>132%</b>	<b>201,087</b>
<b>Net Assets - Beginning of Year</b>			<b>1,187,228</b>	<b>986,141</b>	<b>1,187,228</b>		<b>986,141</b>
<b>Net Assets - End of Period</b>	<b>(\$14,419)</b>	<b>(\$76,270)</b>	<b>\$1,282,208</b>	<b>\$1,187,228</b>	<b>\$1,259,302</b>	<b>102%</b>	<b>\$1,187,228</b>