

**Audited Financial Statements
& Other Financial Information**

AMERICAN PUBLIC HEALTH ASSOCIATION

June 30, 2014

American Public Health Association

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Independent Auditor’s Report on the Financial Statements

To the Executive Board
American Public Health Association

We have audited the accompanying financial statements of American Public Health Association (the Association), which comprise the statements of financial position as of June 30, 2014 and 2013, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management’s Responsibility

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor’s Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Association as of June 30, 2014 and 2013, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

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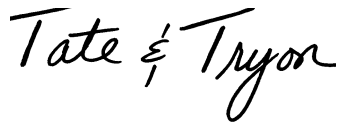
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Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a separate report dated September 19, 2014 on our consideration of the Association's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Association's internal control over financial reporting and compliance.

The image shows a handwritten signature in black ink that reads "Tate & Tryon". The signature is written in a cursive, flowing style.

Washington, DC
September 19, 2014

American Public Health Association

Statements of Financial Position

June 30,	2014	2013
Assets		
Cash and cash equivalents	\$ 9,245,473	\$ 9,516,511
Investments	7,817,785	7,582,714
Accounts receivable:		
Trade receivables	151,183	203,766
Grant and contract receivables	311,454	294,199
Less allowance for doubtful accounts	(23,750)	(19,655)
	438,887	478,310
Publications inventory, net of allowance for obsolescence of \$466,434 and \$448,914 for 2014 and 2013, respectively	170,309	258,110
Prepaid expenses and deposits	1,788,781	1,494,022
Property and equipment, net	9,470,293	9,783,634
Total assets	\$ 28,931,528	\$ 29,113,301
Liabilities and Net Assets		
Liabilities		
Accounts payable and accrued expenses	\$ 1,320,611	\$ 1,339,442
Deferred revenue:		
Membership dues	1,478,653	1,520,927
Convention	1,193,333	1,210,305
Kellogg grant	595,579	795,896
Other	367,888	740,280
Subscription fees	549,819	563,341
	4,185,272	4,830,749
Bond payable	6,811,824	7,160,000
Total liabilities	12,317,707	13,330,191
Commitments and contingencies	-	-
Net assets		
Unrestricted:		
Undesignated	14,925,750	14,070,815
Board designated	382,980	390,125
	15,308,730	14,460,940
Temporarily restricted	690,827	714,617
Permanently restricted	614,264	607,553
Total net assets	16,613,821	15,783,110
Total liabilities and net assets	\$ 28,931,528	\$ 29,113,301

See notes to the financial statements.

American Public Health Association

Statements of Activities

Year Ended June 30,	2014	2013
Unrestricted activities		
Revenue		
Convention	\$ 6,000,008	\$ 6,006,499
Grants and contracts	5,055,234	5,718,756
Membership dues	2,880,401	3,065,698
Subscription fees and royalties	1,795,285	1,844,748
Book sales	390,698	573,802
Rental income	312,767	264,819
Advertising	246,347	366,851
Contributions	71,770	67,586
Other programs	90,850	102,649
Investment income - operating accounts	17,550	19,147
	16,860,910	18,030,555
Net assets released from restrictions - satisfaction of program restrictions	295,116	220,020
Total unrestricted revenue and support	17,156,026	18,250,575
Expense		
Program services		
Scientific and professional affairs	3,637,140	3,908,880
Convention	2,943,154	2,896,052
Periodicals	2,549,947	2,658,270
Kellogg grant	1,200,318	1,627,556
Government relations and affiliate affairs	1,079,297	1,718,214
Membership services	997,090	961,802
Books	875,922	961,833
Award programs	41,424	27,770
Total program services	13,324,292	14,760,377
Supporting services		
Management and general	2,701,012	2,521,732
Communications	358,949	394,127
Fund raising	268,497	215,745
Total supporting services	3,328,458	3,131,604
Total expense	16,652,750	17,891,981
Change in unrestricted net assets before non-operating investment income	503,276	358,594
Investment income - non-operating	344,514	199,736
Change in unrestricted net assets	847,790	558,330
Temporarily restricted activities		
Contributions	252,047	107,158
Interest income	19,279	853
Net assets released from restrictions	(295,116)	(220,020)
Change in temporarily restricted net assets	(23,790)	(112,009)
Permanently restricted activities		
Contributions	6,711	11,035
Change in net assets	830,711	457,356
Net assets, beginning of year	15,783,110	15,325,754
Net assets, end of year	\$ 16,613,821	\$ 15,783,110

See notes to the financial statements.

American Public Health Association

Statements of Cash Flows

<i>Year Ended June 30,</i>	2014	2013
Cash flows from operating activities		
Change in net assets	\$ 830,711	\$ 457,356
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	425,830	415,382
Net gain on investments	(239,368)	(85,122)
Changes in assets and liabilities:		
Accounts receivable	39,423	(112,545)
Publications inventory	87,801	224,276
Prepaid expenses and deposits	(294,759)	(702,687)
Accounts payable and accrued expenses	(18,831)	44,603
Deferred revenue	(645,477)	(842,265)
Total adjustments	(645,381)	(1,058,358)
Net cash provided by (used in) operating activities	185,330	(601,002)
Cash flows from investing activities		
Purchases of investments, net	4,297	(109,480)
Purchases of property and equipment	(112,489)	(149,197)
Net cash used in investing activities	(108,192)	(258,677)
Cash flows from financing activities		
Proceeds from refinancing of bond payable	7,160,000	-
Principal payments on bond payable	(7,508,176)	(340,000)
Net cash used in financing activities	(348,176)	(340,000)
Net decrease in cash and cash equivalents	(271,038)	(1,199,679)
Cash and cash equivalents, beginning of year	9,516,511	10,716,190
Cash and cash equivalents, end of year	\$ 9,245,473	\$ 9,516,511
Supplemental disclosures of cash flow information		
Cash paid during the year for interest	\$ 122,601	\$ 16,709
Cash paid during the year for taxes	\$ 338,373	\$ 319,610

See notes to the financial statements.

American Public Health Association

Notes to the Financial Statements

A. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization: American Public Health Association (the Association) is a non-profit membership organization established in 1872 and incorporated in 1918 under the laws of the Commonwealth of Massachusetts. The objective of the Association is to protect and promote personal and environmental health.

Income tax status: The Association is exempt from income taxes on its exempt activities under the provisions of Section 501(c)(3) of the Internal Revenue Code (IRC). However, the Association is subject to income taxes on its net unrelated business income activity (primarily advertising and rental income). In addition, the Association qualifies under Section 509(a)(2) of the IRC as an organization other than a private foundation. The Association believes that it has appropriate support for income tax positions taken. Therefore, management has not identified any uncertain tax positions. The Association believes it is no longer subject to federal, state, and local income tax examinations by taxing authorities for fiscal years ending before 2011.

Basis of accounting: The Association prepares its financial statements on the accrual basis of accounting. Consequently, revenue is recognized when earned and expense when the obligation is incurred.

Use of estimates: The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and cash equivalents: For financial statement purposes, the Association considers all demand accounts, money market funds, and investments with a maturity of three months or less at the time of purchase that are not held by investment custodians to be cash equivalents.

Accounts receivable: Receivables consist primarily of amounts due from the annual convention, publications, and grant and contract activities. The Association's management periodically reviews the status of all accounts receivable balances for collectability, which they determine based on their knowledge of the customer, relationship with the customer, and the age of the receivable. As a result of these reviews, allowances are recorded for customer balances deemed to be potentially uncollectible.

Inventory: Inventory is entirely comprised of publications available for sale, and is valued at the lower of cost (first-in, first-out basis) or market value. Management determines the allowance for obsolete inventory based on quantities on hand and prior year sales. Inventory is written off when deemed not salable.

Property and equipment: The Association capitalizes at cost, all property and equipment purchases of \$1,500 or more. Property and equipment is depreciated using the straight-line method over the following estimated useful lives:

Building	40 years
Building improvements	10 years
Furniture and fixtures	7-10 years
Equipment and software	3-5 years

American Public Health Association

Notes to the Financial Statements

A. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Tenant improvements are amortized over the lesser of the remaining lease term or the estimated useful lives of the improvements.

Deferred revenue: Deferred revenue consists of grant and contract receipts, member dues, convention fees, and subscription fees received in advance of the periods to which they are to be earned.

Net assets: For the financial statement purposes, net assets are classified as follows:

Unrestricted:

Undesignated – represents funds available for the Association's general operations.

Board designated – represents funds that have been designated for the awards program by the Association's Board of Directors.

Temporarily restricted – represents the portion of net assets that have been restricted by donors for either specified purposes or timing of use (see Note G).

Permanently restricted – represents the portion of net assets that have been restricted by donors who require the principal of the gift to be maintained in perpetuity with only the earnings to be used for a specified purpose (see Notes F & H).

Contributions: Contributions are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Support that is restricted by the donor is reported as an increase in temporarily or permanently restricted net assets and then reclassified to unrestricted net assets when the restriction expires.

Functional allocation of expense: The costs of providing various program and supporting services have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the program and supporting services benefited.

Subsequent events: Subsequent events have been evaluated through September 19, 2014, which is the date the financial statements were available to be issued.

B. CREDIT AND MARKET RISK

Credit risk: The Association maintains demand deposits with commercial banks and money market funds with financial institutions. At times, certain balances held within these accounts may not be fully guaranteed or insured by the U.S. federal government. The uninsured portion of cash and money market accounts are backed solely by the assets of the underlying institution. As such, the failure of an underlying institution could result in financial loss to the Association.

Market value risk: The Association also invests funds in a professionally managed portfolio that contains various securities detailed in Note C. Such investments are exposed to various risks, such as fluctuations in market value and credit risk. As a result, the investment balances reported in the accompanying financial statements may not be reflective of the portfolio's value during subsequent periods.

American Public Health Association

Notes to the Financial Statements

C. INVESTMENTS

In accordance with generally accepted accounting principles, the Association uses the following prioritized input levels to measure fair value of investments. The input levels used for valuing investments are not necessarily an indication of risk.

Level 1 – Observable inputs that reflect quoted prices for identical assets or liabilities in active markets, such as stock quotes;

Level 2 – Includes inputs other than level 1 that are directly or indirectly observable in the marketplace, such as yield curves or other market data;

Level 3 – Unobservable inputs which reflect the reporting entity's assessment of the assumptions that market participants would use in pricing the asset or liability including assumptions about risk, such as bid/ask spreads and liquidity discounts.

Investments, recorded at fair value, consist of the following at June 30,:

2014	Total	Level 1	Level 2	Level 3
Corporate and government debt securities	\$ 4,466,791	\$ -	\$ 4,466,791	\$ -
Equities	1,098,728	1,098,728		
Mutual funds - fixed income	771,774	771,774		
Mutual funds - equity	224,994	224,994		
Master limited partnership note	69,434	69,434		
Real estate investment trust	53,450	53,450		
	6,685,171	\$ 2,218,380	\$ 4,466,791	\$ -
Money market funds*	804,308			
Certificates of deposit*	328,306			
	\$ 7,817,785			
2013	Total	Level 1	Level 2	Level 3
Corporate and government debt securities	\$ 4,900,391	\$ -	\$ 4,900,391	\$ -
Equities	890,650	890,650		
Mutual funds - fixed income	787,772	787,772		
Mutual funds - equity	167,091	167,091		
Master limited partnership note	57,207	57,207		
Real estate investment trust	21,951	21,951		
Commodities index	23,822	23,822		
	6,848,884	\$ 1,948,493	\$ 4,900,391	\$ -
Money market funds*	406,418			
Certificates of deposit*	327,412			
	\$ 7,582,714			

*Money market funds and certificates of deposit are recorded at cost and therefore not required to be classified in one of the levels prescribed by the fair value hierarchy.

American Public Health Association

Notes to the Financial Statements

C. INVESTMENTS - CONTINUED

Investments using Level 2 inputs are priced by the investment custodian using an outside data and pricing company that uses a market approach and spreads based on the credit risk of the issuer, maturity, current yield, trading frequency, and other terms and conditions of each security. Management believes the estimates to be a reasonable approximation of the fair value of the investments.

Investment income consists of the following for the years ended June 30,:

	2014	2013
Interest income	\$ 141,975	\$ 134,614
Net gain on investments	<u>239,368</u>	<u>85,122</u>
	<u>\$ 381,343</u>	<u>\$ 219,736</u>

For the year ended June 30, 2014, interest income was presented on the statements of activities in the amounts of \$17,550 for unrestricted operating accounts, \$19,279 for temporarily restricted accounts, and \$105,146 for non-operating investments. For the year ended June 30, 2013, interest income was presented on the statements of activities in the amounts of \$19,147 for unrestricted operating accounts, \$853 for temporarily restricted accounts, and \$114,614 for non-operating investments. For the years ended June 30, 2014 and 2013, the entire gain on investments of \$239,368 and \$85,122, respectively, was recorded as non-operating investment income on the statements of activities.

D. PROPERTY AND EQUIPMENT

Property and equipment consists of the following at June 30,:

	2014	2013
Land	\$ 3,088,200	\$ 3,088,200
Building	9,623,444	9,623,444
Building improvements	332,477	310,387
Furniture and fixtures	1,147,749	1,093,759
Equipment	768,908	802,519
Software	<u>1,604,836</u>	<u>1,585,844</u>
	16,565,614	16,504,153
Less accumulated depreciation and amortization	<u>(7,095,321)</u>	<u>(6,720,519)</u>
	<u>\$ 9,470,293</u>	<u>\$ 9,783,634</u>

American Public Health Association

Notes to the Financial Statements

E. BOND PAYABLE

On April 1, 1998, the District of Columbia issued a variable rate tax-exempt municipal revenue bond in the amount of \$12,585,000 on behalf of the Association. The bond was issued to provide funds for the acquisition, construction, and furnishing of the Association's headquarters building in Washington, DC, which was completed in June 1999. Bank of America agreed to guarantee this bond through an irrevocable letter of credit for the same amount as the bond, plus an additional reserve equal to forty-five days accrued interest at a maximum rate of 12%. The principal balance of the letter of credit securing the revenue bond at June 30, 2013 was \$7,160,000. The Association's headquarters building served as security for the repayment of the letter of credit.

On August 8, 2013, the Association refinanced the building. The District of Columbia issued a fixed rate tax-exempt bond in the amount of \$7,160,000, on behalf of the Association, with the proceeds used to refinance the outstanding Series 1998 Bonds. Under the provisions of the agreement, payments for the note are made monthly and will continue until August 1, 2028. The interest rate is fixed at 1.92%. The Bonds have been purchased and are held by SunTrust Bank with the building serving as security. The principal balance of the revenue bond at June 30, 2014 was \$6,811,824.

The loan stipulates several covenants. The Association believes they are in compliance with all loan covenants.

Interest expense on the bonds payable for the years ended June 30, 2014 and 2013 was \$122,601 and \$16,709, respectively.

Approximate future minimum principal payments on the bond payable are as follows:

For the Year Ending June 30,

2015	\$	423,000
2016		431,000
2017		439,000
2018		447,000
2019		456,000
Thereafter		<u>4,616,000</u>
	\$	<u>6,812,000</u>

American Public Health Association

Notes to the Financial Statements

F. ENDOWMENT

The Association's endowment consists primarily of funds established for award programs. As required by generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of Relevant Law

The Association has interpreted the *Uniform Prudent Management of Institutional Funds Act of 2007 (UPMIFA)*, enacted by the District of Columbia, as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Association classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

Return Objectives and Risk Parameters

The Association has adopted an investment policy for endowment assets that attempts to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Association must hold in perpetuity or for a donor-specified period(s). The endowment assets are invested in a conservative manner with the expectation to provide an average annual rate of return of approximately 3 percent over time. Actual returns in any given year may vary from this amount.

Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Association relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized), interest and dividends.

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Association has a policy of maintaining a full historical value of the permanently restricted endowments. The permanently restricted funds are currently invested in certificates of deposit and mutual funds in an effort to generate returns to cover short-term spending targets.

Changes in endowment net assets for the year ended June 30, 2014:

	Board-designated Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Beginning endowment net assets	\$ 390,125	\$ 10,360	\$ 607,553	\$ 1,008,038
Investment income	631	19,279		19,910
Contributions	6,434		6,711	13,145
Expenditures	(14,210)	(21,063)		(35,273)
Ending endowment net assets	\$ 382,980	\$ 8,576	\$ 614,264	\$ 1,005,820

American Public Health Association

Notes to the Financial Statements

F. ENDOWMENT – CONTINUED

Changes in endowment net assets for the year ended June 30, 2013:

	Board-designated Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Beginning endowment net assets	\$ 399,158	\$ 13,833	\$ 596,518	\$ 1,009,509
Investment income	1,798	853		2,651
Contributions	525		11,035	11,560
Expenditures	(11,356)	(4,326)		(15,682)
Ending endowment net assets	\$ 390,125	\$ 10,360	\$ 607,553	\$ 1,008,038

G. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consist of the following at June 30,:

	2014	2013
Scientific, professional and section affairs	\$ 315,094	\$ 384,893
Award programs	270,498	254,922
Government relations and affiliate affairs	66,089	66,047
Fund raising	29,692	8,755
Convention	9,454	-
	\$ 690,827	\$ 714,617

Temporarily restricted net assets were released from donor restrictions for the years ended June 30, 2014 and 2013 by incurring expenses satisfying the purposes specified by donors as follows:

	2014	2013
Scientific, professional and section affairs	\$ 169,149	\$ 97,893
Government relations and affiliate affairs	94,958	97,269
Award programs	21,063	14,413
Fund raising	9,400	10,445
Convention	546	-
	\$ 295,116	\$ 220,020

American Public Health Association

Notes to the Financial Statements

H. PERMANENTLY RESTRICTED NET ASSETS

Permanently restricted net assets consist of the following at June 30,:

	2014	2013
Award programs	\$ 610,189	\$ 603,478
Scientific, professional and section affairs	<u>4,075</u>	<u>4,075</u>
	<u>\$ 614,264</u>	<u>\$ 607,553</u>

I. RENTAL INCOME

The Association leases approximately 6,600 square feet of its headquarters building in Washington, DC under a 3 year noncancelable operating lease that expires in May 2016. Rental income under this lease is subject to an annual escalation of 2.5% annually, in addition to the tenant's share of the building's operating expenses and real estate taxes. The lease, with a new tenant, went into effect in June 2013. Total rental income received under the prior and new leases were \$312,767 and \$264,819 for the years ended June 30, 2014 and 2013, respectively.

The approximate future minimum rental payments to be received from the tenant under the remaining lease term are as follows:

For the Year Ending June 30,	Amount
2015	\$ 320,000
2016	<u>300,000</u>
	<u>\$ 620,000</u>

J. RETIREMENT PLAN

The Association has a contributory tax deferred annuity 403(b) plan covering substantially all employees meeting certain age and service requirements. Employees are able to voluntarily enter into a salary reduction agreement wherein a portion of their salary is forwarded to a qualified custodian. The Association's contributions are discretionary and based upon: (1) a percentage of the employee's compensation, and (2) the amount of the employee's contribution. The Association's retirement plan expense for the years ended June 30, 2014 and 2013 was \$386,497 and \$377,047, respectively.

American Public Health Association

Notes to the Financial Statements

K. COMMITMENTS AND CONTINGENCIES

Employment contract: The Association has an employment agreement with a key employee. According to the agreement, if the employee is terminated by the Association without cause, the Association must continue to pay the employee at the then-current salary rate for a period of six months following the date of notice.

Hotel and convention center contracts: The Association has entered into several agreements with hotels providing for room accommodations for its meetings and conventions through 2019. In the event the Association cancels its agreement with the hotels, it can be held liable for amounts up to the total net room commitment depending upon the date of cancellation, less any insurance proceeds.

Federal grants and contracts: The Association participates in a federally assisted grant program and federal contract, both of which are subject to financial and compliance audits by the U.S. Department of Health and Human Services or its representatives. As such, there exists the possibility for potential questioned costs that may result from such an audit. Management does not anticipate any significant adjustments if such an audit were to occur.

T A T E



T R Y O N

A Professional Corporation

Certified Public

Accountants

and Consultants

Independent Auditor's Report on the Other Financial Information

To the Executive Board
American Public Health Association

We have audited the financial statements of American Public Health Association as of and for the year ended June 30, 2014, and our report thereon dated September 19, 2014, which expressed an unmodified opinion on those financial statements, appears on page one. Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expense is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Washington, DC
September 19, 2014

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American Public Health Association

Schedule of Functional Expense

Year Ended June 30, 2014 with Comparative 2013 Totals

	Scientific and Professional Affairs	Convention	Periodicals	Kellogg Grant	Government Relations and Affiliate Affairs	Membership Services	Books	Award Programs	Management and General	Communications	Fund Raising	2014 Total	2013 Total
Salaries and wages	\$ 1,052,440	\$ 573,501	\$ 492,847	\$ 433,085	\$ 456,078	\$ 414,001	\$ 305,364	\$ -	\$ 1,504,088	\$ 215,649	\$ 109,522	\$ 5,556,575	\$ 6,136,433
Consulting and temporary services	806,167	57,724	408,440	256,265	141,897	25,086	86,761		76,832	14,199	51,003	1,924,374	2,047,677
On-site convention costs	1,482	1,464,336	5,732	3,601	2,444	10,895	1,429		31,606	1,402		1,522,927	1,557,425
Employee benefits and payroll taxes	249,134	178,693	130,125	121,233	106,225	99,677	79,829		402,980	53,879	29,978	1,451,753	1,553,554
Travel and related costs	271,004	105,064	31,445	148,560	82,912	185,189	21,560	21,673	164,506	7,937	24,806	1,064,656	1,128,506
Printing and production	32,829	114,712	841,295	6,856	5,460	8,979	15,089		(7,173)	3,156	4,403	1,025,606	933,839
Other costs	104,934	190,595	73,010	25,919	109,523	70,630	60,850	19,360	288,295	23,324	15,111	981,551	879,336
Subcontract costs	377,028			150,000								527,028	542,696
Depreciation and amortization	18,257	18,538	22,671	7,639	6,938	12,841	4,050		329,592	1,785	3,519	425,830	415,382
Postage, shipping and mailing	1,658	41,677	222,713	1,471	305	33,336	98,356	376	6,548	1,286	1,616	409,342	434,925
Professional services	12,995	18,591	185,358	80		36,760	4,831		87,824	8,225	770	355,434	705,687
Taxes (non-payroll)			250						338,373			338,623	319,838
Property management, rent and utilities									264,770			264,770	300,801
Building interest and finance costs									147,695			147,695	51,569
Equipment rental and maintenance	9,448	3,701	5,164		4,398	3,574	2,479		97,418	1,222	569	127,973	131,485
Cost of goods sold							119,157					119,157	316,375
Supplies and equipment	5,704	12,015	3,591	4,301	2,033	17,832	3,722		64,254	420	3,121	116,993	136,803
Insurance	14,108	25,144	12,280		4,642	4,598	26,506		18,608		924	106,810	107,429
Contribution to other organizations		13,364							91,277			104,641	86,593
Telephone	26,878	3,281	1,183	4,493	5,573	6,174	644	15	27,487	3,720	1,564	81,012	105,628
Indirect and Board allocation	545,982	61,548	41,226	36,815	49,281	16,120	14,162		(770,145)		5,011	-	-
Occupancy allocation	107,092	60,670	72,617		101,588	51,398	31,133		(463,823)	22,745	16,580	-	-
	\$ 3,637,140	\$ 2,943,154	\$ 2,549,947	\$ 1,200,318	\$ 1,079,297	\$ 997,090	\$ 875,922	\$ 41,424	\$ 2,701,012	\$ 358,949	\$ 268,497	\$ 16,652,750	\$ 17,891,981