

National Organization for Women
Combined Balance Sheet as of March 2016

	100-INC	400-FDN	Combined Balance Sheet
ASSETS			
Cash & Equivalents	\$714,331.78	\$531,496.40	\$1,245,828.18
Due To/From	\$50,480.93	\$288,786.12	\$339,267.05
Accts Receivable	(\$198.45)	\$98,000.00	\$97,801.55
Equipment & Furnishings	\$1,777.61	\$3,244.27	\$5,021.88
PrePaid Expenses	\$0.00	\$0.00	\$0.00
Deposits	\$18,155.51	\$0.00	\$18,155.51
Total ASSETS	<u>\$784,547.38</u>	<u>\$921,526.79</u>	<u>\$1,706,074.17</u>
LIABILITIES			
Accounts Payable	\$496,763.06	\$3,355.59	\$500,118.65
Other Payables	\$0.00	\$0.00	\$0.00
Rebates Payable	\$84,477.78	\$0.00	\$84,477.78
Long Term Liabilities	\$0.00	\$0.00	\$0.00
Total LIABILITIES	<u>\$581,240.84</u>	<u>\$3,355.59</u>	<u>\$584,596.43</u>
FUND BALANCE			
Beginning Balance	\$326,472.24	\$917,219.53	\$1,243,691.77
Current Balance	(\$123,165.70)	\$951.67	(\$122,214.03)
Total FUND BALANCE	<u>\$203,306.54</u>	<u>\$918,171.20</u>	<u>\$1,121,477.74</u>
TOTAL LIABILITY & FUND BALANCE	<u>\$784,547.38</u>	<u>\$921,526.79</u>	<u>\$1,706,074.17</u>

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NATIONAL ORGANIZATION FOR WOMEN
NOW INC BOARD REPORT
01/01/2016 - 03/31/2016

	January	February	March	Total Actual	Total Budget	Percent Total Bdgt Rem
REVENUES						
Membership Dues						
New Member	\$2,209.00	\$117,999.50	\$23,780.00	\$143,988.50	\$535,000	73.09%
Renewed Member	\$91,431.00	\$84,941.00	\$109,073.00	\$285,445.00	\$1,100,000	74.05%
Reinstatement	\$10,675.00	\$1,605.00	\$3,308.00	\$15,588.00	\$75,000	79.22%
New Chapter Joins	\$3,460.00	\$4,415.00	\$4,985.00	\$12,860.00	\$50,000	74.28%
Contributions						
Special Appeals	\$45,485.50	\$74,073.00	\$116,087.90	\$235,646.40	\$742,000	68.24%
Sustainer	\$16,061.78	\$16,106.78	\$16,172.93	\$48,341.49	\$220,000	78.03%
General/Other	\$12,232.87	\$9,404.52	\$36,760.14	\$58,397.53	\$90,000	35.11%
Bequest	\$2,569.18	\$512.07	\$123,342.08	\$126,423.33	\$70,000	-80.60%
Sales						
Products/ Shipping & Handling	\$0.00	\$0.00	\$0.00	\$0.00	\$0	#DIV/0!
Royalties & Commissions	\$563.02	\$0.00	\$200.00	\$763.02	\$3,000	
List Rental	\$4,781.65	\$9,567.30	\$10,656.70	\$25,005.65	\$50,000	49.99%
Other						
Conferences	\$870.00	\$8,216.32	\$2,904.66	\$11,990.98	\$55,000	78.20%
Speaking Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$3,000	100.00%
Rental Income	\$900.00	\$900.00	\$900.00	\$2,700.00	\$20,000	86.50%
Administration	\$4.27	\$3.99	\$4.27	\$12.53	\$0	
Advocacy Grant	\$0.00	\$0.00	\$0.00	\$0.00	\$0	
Misc Income	\$247.00	\$355.00	\$56.00	\$658.00	\$0	
Total REVENUES	\$191,490.27	\$328,099.48	\$448,230.68	\$967,820.43	\$3,013,000	67.88%
EXPENSES						
Regions/States/Chapters						
Regions	\$0.00	\$0.00	\$0.00	\$0.00	\$0	#DIV/0!
States	\$1,675.97	\$1,741.92	\$1,678.15	\$5,096.04	\$29,000	82.43%
Chapters	\$846.38	\$1,856.35	\$847.44	\$3,550.17	\$13,000	72.69%
Central Dues	\$20,842.57	\$18,502.23	\$29,801.49	\$69,146.29	\$300,000	76.95%
Political Development						
Political Development	\$10,922.87	\$10,987.79	\$11,624.93	\$33,535.59	\$134,000	74.97%
Education & Awareness/ Membership Development						
New Member	\$275,116.81	\$20,145.32	\$183,646.29	\$478,908.42	\$722,500	33.72%
Renewed Member	\$18,930.32	\$26,747.34	\$32,597.06	\$78,274.72	\$200,000	60.86%
Reinstatement	\$7,232.23	\$4,402.97	\$13,692.57	\$25,327.77	\$78,900	67.90%
Membership Maintenance	\$2,073.43	\$11,787.01	\$11,558.77	\$25,419.21	\$130,000	80.45%
Member Services	\$5,798.53	\$5,848.74	\$5,877.47	\$17,524.74	\$196,500	91.08%
General Issues						
Action	\$13,857.03	\$21,430.41	\$15,005.46	\$50,292.90	\$146,000	65.55%
Media	\$4,150.97	\$4,169.63	\$4,170.54	\$12,491.14	\$68,200	81.68%
Communications						
General Communication	\$10,095.62	\$8,524.97	\$8,559.56	\$27,180.15	\$114,500	76.26%
N N T	\$0.00	\$0.00	\$0.00	\$0.00	\$0	#DIV/0!
Conferences						
Conferences	\$2,626.19	\$4,916.49	\$4,649.34	\$12,192.02	\$108,000	88.71%

NATIONAL ORGANIZATION FOR WOMEN
 NOW INC BOARD REPORT
 01/01/2016 - 03/31/2016

	January	February	March	Total Actual	Total Budget	Percent Total Budget Remaining
Fundraising						
General Fundraising	\$2,712.43	\$2,730.21	\$2,737.13	\$8,179.77	\$63,000	87.02%
Special Appeals	\$38,313.66	\$38,229.03	\$51,543.80	\$128,086.49	\$280,000	54.25%
Sustainer	\$11,391.22	\$6,651.52	\$4,712.23	\$22,754.97	\$74,400	69.42%
Cultivation	\$0.00	\$0.00	\$0.00	\$0.00	\$50,000	100.00%
General & Administration						
Financial Services	\$13,443.07	\$24,332.50	\$16,224.42	\$53,999.99	\$95,000	43.16%
Litigation	\$0.00	\$0.00	\$208.33	\$208.33	\$0	
Administration	\$25,245.74	\$5,618.38	\$7,953.30	\$38,817.42	\$80,000	51.48%
National board Meetings	\$0.00	\$0.00	\$0.00	\$0.00	\$20,800	100.00%
Total EXPENSES	\$465,275.04	\$218,622.81	\$407,088.28	\$1,090,986.13	\$2,903,800	62.43%
TOTAL	(\$273,784.77)	\$109,476.67	\$41,142.40	(\$123,165.70)	\$109,200	

January G&A Administration includes bad debt expense of \$18,046

NATIONAL ORGANIZATION FOR WOMEN
NOW INC FUNCTIONAL EXPENSE REPORT
01/01/2016-03/31/2016

				Current Year		Percent
	January	February	March	Actual	Total Budget	Total Budget Remaining
REVENUES						
Membership Dues	\$107,775.00	\$208,960.50	\$141,146.00	\$457,881.50	\$ 1,760,000	74%
Contributions	\$73,780.15	\$99,584.30	\$169,020.97	\$342,385.42	\$ 1,052,000	67%
Bequests	\$2,569.18	\$512.07	\$123,342.08	\$126,423.33	\$ 70,000	-81%
Sales/ Shipping & Handling	\$4,781.65	\$9,567.30	\$0.00	\$14,348.95	\$ 53,000	73%
Other Income	\$2,584.29	\$9,475.31	\$14,721.63	\$26,781.23	\$ 78,000	66%
Total REVENUES	\$191,490.27	\$328,099.48	\$448,230.68	\$967,820.43	\$ 3,013,000	68%
EXPENSES						
Payroll	\$46,824.07	\$46,727.13	\$46,687.76	\$140,238.96		
Contractors and Temps	\$2,500.00	\$2,550.00	\$2,300.00	\$7,350.00		
Office Rent	\$9,544.73	\$9,843.13	\$9,962.29	\$29,350.15		
Equipment and Copier Rent	\$272.37	\$285.22	\$272.37	\$829.96		
Event Space Rent	\$0.00	\$0.00	\$0.00	\$0.00		
Repairs and Maintenance	\$124.84	\$0.00	\$124.84	\$249.68		
Chapter Rebates	\$20,842.57	\$18,502.23	\$29,801.49	\$69,146.29		
Telephone	\$279.99	\$513.20	\$465.58	\$1,258.77		
Postage	\$0.00	\$0.00	\$127.56	\$127.56		
Postage- Direct Mail	\$137,130.10	\$30,310.88	\$122,445.00	\$289,885.98		
Delivery Expense	\$250.00	\$218.18	\$139.03	\$607.21		
Advertising Expense	\$0.00	\$0.00	\$0.00	\$0.00		
Publications	\$0.00	\$0.00	\$0.00	\$0.00		
Printing	\$108,445.55	\$42,167.08	\$66,340.18	\$216,952.81		
Supplies	\$2,480.89	\$395.74	\$37.11	\$2,913.74		
Travel Expense	\$320.41	\$3,649.21	\$2,773.17	\$6,742.79		
Taxes and Registration Fees	(\$249.29)	\$0.00	\$0.00	(\$249.29)		
Commercial Insurance	\$0.00	\$0.00	\$0.00	\$0.00		
Professional Services - Legal	\$0.00	\$0.00	\$208.33	\$208.33		
Professional Services - Accounting	\$3,184.12	\$16,659.22	\$8,137.50	\$27,980.84		
Professional Services - PR	\$2,687.50	\$8,093.75	\$2,000.00	\$12,781.25		
Data Base Mgmt Services	\$8,845.50	\$13,765.21	\$18,045.05	\$40,655.76		
Telemarketing Expenses	\$5,981.68	\$2,252.58	\$705.00	\$8,939.26		
Direct Mail Services Expenses	\$62,764.13	\$6,430.19	\$66,708.66	\$135,902.98		
List Rental Expenses	\$24,000.00	\$1,027.75	\$15,600.00	\$40,627.75		
Creative Services	\$750.00	\$6,850.00	\$2,850.00	\$10,450.00		
Payroll Services	\$1,448.98	\$1,423.48	\$1,423.48	\$4,295.94		
Other Services	\$1,571.70	\$23.50	\$1,913.98	\$3,509.18		
Lock Box & Credit Card Fees	\$4,258.97	\$4,881.40	\$5,013.27	\$14,153.64		
Bank Service Fees	\$1,597.29	\$1,408.14	\$1,830.56	\$4,835.99		
Contributions	\$1,000.00	\$499.11	\$1,029.59	\$2,528.70		
Miscellaneous Expense	\$0.00	\$0.00	\$0.00	\$0.00		
Depreciation & Bad debt	\$18,192.90	\$146.48	\$146.48	\$18,485.86		
Interest Expense	\$226.04	\$0.00	\$0.00	\$226.04		
Total EXPENSES	\$465,275.04	\$218,622.81	\$407,088.28	\$1,090,986.13	\$2,903,800.00	62%
NET REVENUE (EXPENSES)	(\$273,784.77)	\$109,476.67	\$41,142.40	(\$123,165.70)	\$109,200.00	

NATIONAL ORGANIZATION FOR WOMEN
NOW FOUNDATION FUNCTIONAL EXPENSE REPORT
01/01/2016-03/31/2016

400 - NOW FOUNDATION

	January	February	March	Current Actual	Total Budget	Percent Total Budget Remaining
REVENUES						
Contributions	\$79,723.76	\$6,861.94	\$6,784.33	\$93,370.03	\$ 517,000	82%
Bequests	\$0.00	\$0.00	\$0.00	\$0.00	\$ 85,000	100%
Sales/Shipping & Handling	\$0.00	\$71.49	\$0.00	\$71.49	\$ -	0%
Other Income	\$1,500.00	\$14,250.00	\$12,000.00	\$27,750.00	\$ -	0%
Total REVENUES	\$81,223.76	\$21,183.43	\$18,784.33	\$121,191.52	\$ 602,000	80%
EXPENSES						
Payroll	\$25,697.56	\$25,634.61	\$25,601.04	\$76,933.21		
Contractors and Temps	\$750.00	\$1,250.00	\$1,000.00	\$3,000.00		
Office Rent	\$5,126.72	\$5,286.79	\$5,350.68	\$15,764.19		
Equipment and Copier Rent	\$146.10	\$153.00	\$146.10	\$445.20		
Event Space Rent	\$0.00	\$0.00	\$0.00	\$0.00		
Repairs and Maintenance	\$66.96	\$0.00	\$66.96	\$133.92		
Telephone	\$147.85	\$148.88	\$186.80	\$483.53		
Postage	\$0.00	\$0.00	\$68.44	\$68.44		
Postage- Direct Mail	\$0.00	\$0.00	\$0.00	\$0.00		
Delivery Expense	\$0.00	\$3.68	\$0.00	\$3.68		
Publications	\$0.00	\$0.00	\$0.00	\$0.00		
Printing	\$0.00	\$0.00	\$0.00	\$0.00		
Supplies	\$0.00	\$305.88	\$0.00	\$305.88		
Travel Expense	\$0.00	(\$172.42)	\$0.00	(\$172.42)		
Commercial Insurance	\$0.00	\$0.00	\$0.00	\$0.00		
Professional Services - Legal	\$0.00	\$0.00	\$0.00	\$0.00		
Professional Services - Accting	\$0.00	\$2,969.98	\$0.00	\$2,969.98		
Professional Services - Public	\$0.00	\$2,000.00	\$2,000.00	\$4,000.00		
Data Base Mgmt Services	\$0.00	\$0.00	\$0.00	\$0.00		
Direct Mail Services Expenses	\$2,060.00	\$1,280.00	\$1,030.00	\$4,370.00		
Other Services	\$1,650.00	\$23.50	\$2,738.98	\$4,412.48		
Lock Box & Credit Card Fees	\$4,594.23	\$1,682.21	\$486.52	\$6,762.96		
Bank Service Fees	\$0.00	\$78.28	\$80.82	\$159.10		
Contributions	\$0.00	\$0.00	\$0.00	\$0.00		
Miscellaneous Expense	\$0.00	\$0.00	\$0.00	\$0.00		
Depreciation and Amortization	\$199.90	\$199.90	\$199.90	\$599.70		
Total EXPENSES	\$40,439.32	\$40,844.29	\$38,956.24	\$120,239.85	\$711,200.00	83%
NET REVENUE (EXPENSES)	\$40,784.44	(\$19,660.86)	(\$20,171.91)	\$951.67	(\$109,200.00)	

NATIONAL ORGANIZATION FOR WOMEN
NOW FOUNDATION BOARD REPORT
01/01/2016-03/31/2016

	<u>January</u>	<u>February</u>	<u>March</u>	<u>Total Actual</u>	<u>Total Budget</u>	<u>Percent Total Bdgt Rem</u>
REVENUES						
Contributions						
Special Appeals	\$56,097.00	\$2,703.00	\$2,760.00	\$61,560.00	\$377,000	83.67%
Major Gifts/Other	\$25,126.76	\$18,480.43	\$16,024.33	\$59,631.52	\$140,000	57.41%
Bequest	\$0.00	\$0.00	\$0.00	\$0.00	\$85,000	100.00%
Total REVENUES	\$81,223.76	\$21,183.43	\$18,784.33	\$121,191.52	\$602,000	79.87%
EXPENSES						
General Issues						
Action	\$14,618.09	\$15,192.85	\$14,975.50	\$44,786.44	\$215,500	79.22%
Media	\$2,697.54	\$2,709.32	\$2,709.56	\$8,116.42	\$44,700	81.84%
Communications						
General Communication	\$792.86	\$792.86	\$1,592.86	\$3,178.58	\$9,000	64.68%
Conferences						
Conferences	\$4,800.36	\$7,098.18	\$6,828.85	\$18,727.39	\$141,500	86.77%
	<u>January</u>	<u>February</u>	<u>March</u>	<u>Total Actual</u>	<u>Total Budget</u>	<u>Percent Total Budget Remaining</u>
Fundraising						
General Fundraising	\$8,757.72	\$5,978.32	\$4,785.59	\$19,521.63	\$77,300	74.75%
Special Appeals	\$2,060.00	\$1,030.00	\$1,030.00	\$4,120.00	\$136,100	96.97%
General & Administration						
Financial Services	\$1,260.09	\$4,216.80	\$1,261.03	\$6,737.92	\$23,700	71.57%
Administration	\$5,452.66	\$3,825.96	\$5,772.85	\$15,051.47	\$58,200	74.14%
National board Meetings	\$0.00	\$0.00	\$0.00	\$0.00	\$5,200	100.00%
Total EXPENSES	\$40,439.32	\$40,844.29	\$38,956.24	\$120,239.85	\$711,200	83.09%
TOTAL	\$40,784.44	(\$19,660.86)	(\$20,171.91)	\$951.67	(\$109,200)	