



The American Association of Nurse Attorneys

3416 Primm Lane ❖ Birmingham, AL 35216 ❖ 205/823-6106 ❖ taana@primemanagement.net

TAANA Progress Report

Total Members by Type									New Members (joining since Jan 1)							Lapsed (expired 1/1/2018)							
As of.	Total	Affiliate	Distinguished	Emeritus	Fellow	Honorary	Post Grad	Student	As of.	Total	Affiliate	Distinguished	Emeritus	Fellow	Post Grad	Student	As of.	Total	Affiliate	Fellow	Post Grad	Student	
Jan-2011	188	16	26	0	138		1	7															
Jan-2012	333	30	32	0	212		11	48															
Jan-2013	343	28	29	0	220		15	51															
Jan-2014	331	44	14	0	207	16	12	38	Jan-14	70	22	1	0	30	5	12							
Jan-2015	329	52	10	1	192	22	8	44	Jan-15	48	14	0	0	12	5	17	Jan-2015	79	13	47	0	19	
Jan-2016	346	63	9	1	208	22	4	39	Jan-2016	70	20	0	0	34	2	14	Jan-2016	62	10	38	0	14	
Jan-2017	351	70	8	1	193	24	6	49	Jan-2017	70	18	0	0	21	2	29	Jan-2017	68	12	39	0	17	
Jan-2018	318	57	8	1	180	23	2	47	Jan-2018	51	12	0	0	21	2	16	Jan-2018	89	26	43	0	20	
Jan-2019	307	56	7	1	168	24	3	48	Jan-2019	45	12	0	0	10	3	20	Jan-2019	63	16	27	0	20	



Financial Report
2018 Fiscal Year (completed)
Balance Sheet

		Dec 31, 16	Dec 31, 17	Dec 31, 18
1	ASSETS			
2	AffiniPay	0.00	0.00	3,015.00
3	Paypal	99,817.27	11,956.61	0.00
4	Regions	1,448.37	89,267.35	82,185.83
5	Regions Savings	10,161.83	10,161.83	10,167.94
6	Accounts Receivable	100.00	1,400.00	0.00
7	Prepaid Expenses	443.93	419.96	6,340.80
8	TOTAL ASSETS	111,971.40	113,205.75	101,709.57
9	LIABILITIES & EQUITY			
10	Deferred Revenue	18,855.00	20,395.00	25,630.00
11	Due to Taana Foundation	920.00	1,110.00	200.00
12	Unrestricted Net Assets	77,603.02	92,196.40	91,700.75
13	Net Income	14,593.38	-495.65	-15,821.18
14	TOTAL LIABILITIES & EQUITY	111,971.40	113,205.75	101,709.57



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Income

		2016	2017	2018
1	Income			
2	Attorney Referral Program	15,000.00	15,000.00	15,000.00
3	Conference Income	38,618.27	45,219.29	31,266.24
4	Investment Income	3.04	0.00	0.00
5	Marketing			
6	Sales	15.00	1,115.00	130.00
7	Scrolling Banner	1,200.00	3,600.00	2,400.00
8	Static Ad	6,215.00	4,065.00	3,450.00
9	Website	<u>100.00</u>	<u>100.00</u>	<u>0.00</u>
10	Total Marketing	7,530.00	8,880.00	5,980.00
11	Membership Dues			
12	Affiliate	13,805.00	12,440.00	11,070.00
13	Emeritus	120.00	120.00	120.00
14	Fellow	42,425.00	40,403.75	36,175.00
15	First Year Post Grad	635.00	550.00	385.00
16	Student	990.00	845.00	930.00
17	Total Membership Dues	57,975.00	54,358.75	48,680.00
18	Other Income	0.00	0.00	284.06
19	Total Income	<u>119,126.31</u>	<u>123,458.04</u>	<u>101,210.30</u>



Expenses

		2016	2017	2018
20	Expense			
21	Bank/Credit Card Transactions			
22	Bank Fees	0.00	0.00	0.00
23	Monthly/Yearly Fees	360.00	360.00	300.00
24	Transaction Fees	<u>2,392.65</u>	<u>2,563.53</u>	<u>1,875.68</u>
25	Total Bank/Credit Card Transactions	2,752.65	2,923.53	2,175.68
26	Board of Directors			
27	Association Membership	0.00	0.00	1,000.00
28	Awards	1,497.99	868.48	519.63
29	Gifts	205.20	268.00	95.55
30	Meetings	2,594.26	2,079.54	4,671.51
31	Staff Travel	1,314.39	1,525.39	857.65
32	Travel	<u>0.00</u>	<u>3,450.00</u>	<u>0.00</u>
33	Total Board of Directors	5,611.84	8,191.41	7,144.34
34	Conference Expenses	40,445.95	57,708.35	47,011.47
35	Journal Publication	3,387.60	0.00	0.00
36	Legal/Professional Fees			
37	Accountant	550.00	575.00	5,580.00
38	Corporate Filings	546.00	200.00	324.00
39	Insurance	<u>2,805.00</u>	<u>3,114.00</u>	<u>2,805.00</u>
40	Total Legal/Professional Fees	3,901.00	3,889.00	8,709.00
41	Management Fee	45,840.00	45,840.00	45,840.00
42	Office Expenses			
43	Conference Calls	42.77	576.12	685.22
44	Copies/Printing	154.34	159.88	76.16
45	Fax	4.80	1.60	2.20
46	Graphic Design	965.00	1,265.00	363.00
47	Listserv	522.08	487.50	450.00
48	Postage	239.37	204.71	138.10
49	Scans	19.60	64.40	91.20
50	Supplies	40.14	0.00	0.00
51	Telephone	65.79	417.19	389.11
52	Web Design	0.00	2,000.00	2,600.00
53	Web Hosting	<u>540.00</u>	<u>225.00</u>	<u>1,356.00</u>
54	Total Office Expenses	2,593.89	5,401.40	6,150.99
55	Other Expenses	0.00	0.00	0.00
56	Sales Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
57	Total Expense	104,532.93	123,953.69	117,031.48
58	Net Income	14,593.38	-495.65	-15,821.18



Draft Conference Income

			2016conf	2017conf	2018conf
1	Income				
2	Conference Income				
3	Commission		0.00	1,054.29	391.24
4	Registration				
5	Gala		0.00	6,700.00	0.00
6	Guest		125.00	100.00	375.00
7	Member		23,440.00	22,045.00	17,826.00
8	Non-Member		3,900.00	5,250.00	2,796.00
9	Single Day		950.00	1,435.00	1,328.00
10	Special Event		-371.73	0.00	0.00
11	Student/Post Grad		<u>1,250.00</u>	<u>875.00</u>	<u>1,800.00</u>
12	Total Registration		29,293.27	36,405.00	24,125.00
13	Sponsors & Exhibits				
14	Advertising		325.00	0.00	0.00
15	Sponsorship		8,000.00	5,000.00	5,000.00
16	Tables		<u>1,000.00</u>	<u>1,250.00</u>	<u>1,000.00</u>
17	Total Sponsors & Exhibits		9,325.00	6,250.00	6,000.00
18	Workshop				
19	Workshop - Member		0.00	470.00	0.00
20	Workshop - Non Member		0.00	50.00	0.00
21	Workshop - RN		0.00	990.00	750.00
22	Total Workshop		<u>0.00</u>	<u>1,510.00</u>	<u>750.00</u>
23	Total Conference Income		<u>38,618.27</u>	<u>45,219.29</u>	<u>31,266.24</u>
24	Total Income		<u>38,618.27</u>	<u>45,219.29</u>	<u>31,266.24</u>



Conference Expenses

			2016conf	2017conf	2018conf
25	Expense				
26	Conference Expenses				
27	A/V Expenses		6,914.69	7,899.44	7,024.14
28	Advertising		0.00	754.84	0.00
29	Cancellations		1,053.00	480.00	808.00
30	Certification		730.00	375.00	755.00
31	Conference Management		2,683.93	3,041.76	2,884.27
32	Conference Poster Boards		376.68	0.00	485.33
33	Meal Functions		21,413.45	33,447.64	26,867.49
34	Paid Rooms		2,445.00	786.27	2,110.14
35	Printing and Copying				
36	Conference Announcement		2,094.29	5,170.41	4,466.59
37	Final Program		757.31	1,300.37	425.12
38	Other Copying/Printing		29.70	0.00	367.59
39	Tote Bags		0.00	420.60	0.00
40	Total Printing and Copying		2,881.30	6,891.38	5,259.30
41	Shipping Charges		580.93	910.16	803.82
42	Supplies		206.97	206.86	13.98
43	Travel				
44	Speaker/Workshop Honorarium		0.00	2,675.00	0.00
45	Speaker/Workshop Travel		1,250.00	0.00	0.00
46	Total Travel		1,250.00	2,675.00	0.00
47	Total Conference Expenses		40,535.95	57,468.35	47,011.47
48	Office Expenses				
49	Graphic Design		965.00	1,225.00	313.00
50	Total Office Expenses		965.00	1,225.00	313.00
51	Total Expense		41,500.95	58,693.35	47,324.47
52	Net Income		-2,882.68	-13,474.06	-16,058.23