

2018 NHA Annual Report



2018 was a busy year and a good year financially for NHA as we have continued to work with our consolidated banking accounts and updated electronic banking capabilities. We also continue to use the *Square* and *Intuit* Registers for on-site event registration

and payments which has served us well on the road and in the field. NHA continues to use our Office Management System called (*MemberClicks*). NHA maintains an effective collection and tracking process of memberships with a state-of-the-art holistic/automated management system while continuing to update our website with the most current information.

MemberClicks does the following:

- **Membership Database** - Stores custom member profiles in a secure online database.
- **Member Applications and Dues Renewals** - Automates membership dues payments, applications and renewals.
- **Organizational Members**- Manages both corporate and individual memberships.
- **Event Registration** - Collects event registration information and payments with customizable online forms.
- **Email Marketing**- Sends personalized, targeted or broadcast emails, complete with easy customized reporting options.
- **Accounting & Payment Processing** - Handles payments and invoices.
- **Membership Reporting** - Generates comprehensive reports on membership, forms and revenue.

NHA continues to work with our accounting firm Xennial BZ that assists with bi-weekly payroll, monthly reconciliations, quarterly reports, overall financial oversight, and tax preparation. It is our desire to continue to reach out to new organizations to grow our membership and connections with those organizations that support Naval Helicopter Aviation.

Statement of Activities

Primary Income

Membership	\$ 273,952.01
Sponsor Income	\$ 277,354.03
Member clicks Income	\$ 1,347.00
Symposium Booth Fees	\$ 234,100.00
Event Registration	\$ 27,045.00
Other Donation Income	\$ 20,800.00
Total Primary Income	\$ 834, 598.04

Other Income

Interest Income	\$ 10.75
Rotor Review Ads	\$ 2,000.00
Memorabilia	\$ 896.05
Investment Gain/Loss	(\$ 47,602.91)
Total Other Income	(\$ 41,645.47)

Total Revenue \$ **792,952.57**

Cost of Goods Sold

Fleet Fly In Expense	\$ 10,335.64
Region Stipend	\$ 7,148.00
Total Cost of Goods Sold	\$ 17,483.64

Expenditures

Event Promotions	\$ 307,460.45
Operating Supplies	\$ 2,102.45
Shipping & Delivery	\$ 3,739.35
Office Wages	\$ 153,539.75
Officer's Salary	\$ 96,501.03
Utilities, Internet, Telephone	\$ 3,021.99
Marketing & Advertising	\$ 897.56
General Liability Insurance	\$ 2,051.00
Directors & Officers Insurance	\$ 1,100.00
Travel	\$ 34,441.67
Meals & Entertainment	\$ 1,577.16
Payroll Tax Expense	\$ 16,431.56
Taxes & Licenses	\$ 10.00
Legal & Professional Fees	\$ 5,945.42
Office Expenses	\$ 302.28
Depreciation	\$ 250.92
Dues & Subscriptions	\$ 993.73
Donations	\$ 5,270.00
Bank Charges	\$ 2,619.40
Merchant Fees	\$ 18,957.17
Total Expenditures	\$ 657,212.89

We continue to work with our Investment Company, Charles Schwab on a quarterly basis to keep our investment profile current. Together we make the required adjustments to keep our investments portfolio aligned with the Schwab Moderate Investment Profile.

Membership

	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
Active Members	2438	2872	2670	2489
Honorary Members	46	46	47	51
Corporate Members	254	234	233	161
Total Members	2737	3152	2950	2676

Database and Reminders

The NHA Membership Database is maintained at our national headquarters:

Building 654 Rogers Rd
 NAS North Island
 San Diego, CA 92135
 619-435-7139

- Visit us: www.navalhelicopterassn.org
- Symposium 2019: 15-19 May at the Viejas Casino & Resort, San Diego (Alpine), CA.
- 2019 Fleet Fly-In 21-25 Oct PCola, FL.
- Symposium 2020: 11-15 May at the Marriott Waterside Hotel Norfolk, VA.

NHA Stuff Store: <http://navalhelicopterassn.qbstores.com/>

Other Expenditures

Rotor Review	\$	41,799.94
Rotor Review Payroll	\$	40,836.25
Rotor Review Payroll Taxes	\$	3,284.95
Total Other Expenditures	\$	85,921.17

Net Revenue \$ **32,334.87**

Statement of Financial Position as of 31 Dec 2018

Current Assets

Bank Accounts	\$	956,225.38
Property & Equipment	\$	54,942.00
Accumulated Depreciation	\$	(54,942.00)

Total Assets \$ **956,225.38**

Liabilities

Credit Cards	\$	397.72
Payroll Liabilities	\$	3,255.26

Total Liabilities \$ **3,647.98**

Equity

Net Assets	\$	920,337.86
M-1 Adjustment	\$	(95.33)
Net Revenue	\$	32,334.87

Total Equity \$ **952,225.38**