

**Dallas Association for Financial Professionals  
Financial Forecast**

Year	Actuals								Forecast				
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
<b>Member Count*</b>	<b>138</b>	<b>145</b>	<b>172</b>	<b>179</b>	<b>165</b>	<b>149</b>	<b>157</b>	<b>206</b>	4% membership growth per year				
									<b>206</b>	<b>196</b>	<b>194</b>	<b>202</b>	<b>210</b>
Dividends	802	732	678	1,599	2,414	2,590	2,727	341	575	575	575	800	800
Educational Conference (Sept)	3,610	2,330	4,415	5,225	5,500	5,250	17,712	6,300	5,000	5,000	5,000	6,000	6,000
Guest/New Member Fees	315	80	90	180	90	495	225	-	200	200	200	200	200
Membership Dues	24,875	36,335	36,870	46,210	39,615	34,175	38,775	42,250	51,650	48,900	48,350	59,650	62,250
Miscellaneous	-	5	-	2,561	-	-	-	-	-	-	-	-	-
<b>Total Income</b>	<b>29,602</b>	<b>39,482</b>	<b>42,053</b>	<b>55,775</b>	<b>47,619</b>	<b>42,510</b>	<b>59,439</b>	<b>48,891</b>	<b>57,425</b>	<b>54,675</b>	<b>54,125</b>	<b>66,650</b>	<b>69,250</b>
<b>Education</b>													
Conference	8,572	9,460	11,755	7,769	7,635	8,441	15,213	10,767	13,000	13,390	13,792	14,205	14,632 <sup>1</sup>
Keynote Speaker	-	2,500	5,934	-	1,000	-	5,750	-	2,000	2,000	2,000	2,000	2,000
Scholarship/CTP	3,016	3,000	2,400	3,400	3,000	2,000	-	-	-	-	-	-	-
<b>Total Education</b>	<b>11,587</b>	<b>14,960</b>	<b>20,089</b>	<b>11,169</b>	<b>11,635</b>	<b>10,441</b>	<b>20,963</b>	<b>10,767</b>	<b>15,000</b>	<b>15,390</b>	<b>15,792</b>	<b>16,205</b>	<b>16,632</b>
<b>Membership</b>													
Appreciation/AFP/Shirts	45	163	90	16	82	-	460	-	600	600	600	600	600
Brochures/Supplies/Directory	2,341	86	2,626	-	1,280	132	302	-	100	100	100	100	100
Credit Card Transactions	873	1,003	1,352	1,286	827	1,512	1,589	1,738	2,000	2,000	2,000	2,000	2,000
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Postage	-	-	-	32	-	-	-	-	-	-	-	-	-
Printing	-	-	-	-	-	-	-	-	-	-	-	-	-
Promotion	133	-	82	699	-	-	-	-	300	300	300	300	300
Website	451	2,571	360	1,745	2,308	1,299	1,173	360	2,000	2,000	2,000	2,000	2,000
<b>Total Membership</b>	<b>3,843</b>	<b>3,824</b>	<b>4,511</b>	<b>3,779</b>	<b>4,497</b>	<b>2,943</b>	<b>3,524</b>	<b>2,098</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>
<b>Programs</b>													
Meetings (7/year)	13,686	16,669	17,467	17,889	16,004	15,432	18,826	22,183	28,400	29,252	30,130	31,033	31,964 <sup>1</sup>
Meetings Projection Equip	-	1,307	-	-	-	-	-	-	-	-	-	-	-
Meetings-Speaker Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Meetings-Speaker Gift	151	348	125	100	280	150	75	249	350	350	350	350	350
Meetings-Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-
Party-Holiday	6,536	6,255	3,347	3,944	5,464	6,173	8,039	4,643	6,000	6,180	6,365	6,556	6,753 <sup>1</sup>
Party-Summer	1,865	2,059	4,030	2,923	1,596	2,775	3,980	5,198	7,000	7,210	7,426	7,649	7,879 <sup>1</sup>
<b>Total Programs</b>	<b>22,238</b>	<b>26,639</b>	<b>24,970</b>	<b>24,855</b>	<b>23,344</b>	<b>24,530</b>	<b>30,919</b>	<b>32,273</b>	<b>41,750</b>	<b>42,992</b>	<b>44,271</b>	<b>45,589</b>	<b>46,946</b>

Year	Actuals								Forecast				
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
<b>Officers</b>													
Affiliate Officers meeting	1,900	3,222	4,420	2,932	2,307	1,591	3,514	1,804	3,500	3,500	3,500	3,500	3,500
ATTA/AFP Event	652	1,107	969	233	92	784	918	1,232	4,250	1,000	1,000	1,000	1,000
Board Meetings	402	534	413	104	529	622	724	738	700	700	700	700	700
Board Member Appreciation Gifts	647	65	917	599	966	957	609	600	600	600	600	600	600
Board Retreat	400	4,543	3,593	2,436	6,322	2,778	5,178	2,977	5,000	5,150	5,305	5,464	5,628 <sup>1</sup>
Insurance/Prof Fees	305	2,375	2,380	2,500	2,500	2,500	2,500	2,500	3,000	3,000	3,000	3,000	3,000
Secretary-Name Tags	286	176	160	59	103	35	136	89	200	300	300	300	300
Secretary-Printing	-	-	-	-	-	-	-	-	-	-	-	-	-
Secretary-Rent Storage Unit	-	-	-	-	-	-	-	280	-	-	-	-	-
Treasurer-Supplies	23	-	-	266	94	15	-	157	-	50	50	50	50
Treasurer-Postage	14	-	-	-	-	10	19	-	50	25	25	25	25
Treasurer-Misc. Expense	43	-	-	137	-	5	51	15	-	-	-	-	-
<b>Total Officers</b>	<b>4,673</b>	<b>12,022</b>	<b>12,852</b>	<b>9,266</b>	<b>12,913</b>	<b>9,298</b>	<b>13,650</b>	<b>10,392</b>	<b>17,300</b>	<b>14,325</b>	<b>14,480</b>	<b>14,639</b>	<b>14,803</b>
<b>Total Expense</b>	<b>42,341</b>	<b>57,445</b>	<b>62,422</b>	<b>49,069</b>	<b>52,388</b>	<b>47,212</b>	<b>69,055</b>	<b>55,530</b>	<b>79,050</b>	<b>77,707</b>	<b>79,542</b>	<b>81,433</b>	<b>83,380</b>
<b>Net Ordinary Income (Loss)</b>	<b>(12,739)</b>	<b>(17,964)</b>	<b>(20,369)</b>	<b>6,706</b>	<b>(4,769)</b>	<b>(4,701)</b>	<b>(9,616)</b>	<b>(6,639)</b>	<b>(21,625)</b>	<b>(23,032)</b>	<b>(25,417)</b>	<b>(14,783)</b>	<b>(14,130)</b>
<b>Other Income:</b>													
TEXPO Net	40,000	2,978	-	-	(5,000)	82,927	-	-	-	(5,000)	70,000	-	-
<b>Net Income</b>	<b>27,261</b>	<b>(14,985)</b>	<b>(20,369)</b>	<b>6,706</b>	<b>(9,769)</b>	<b>78,225</b>	<b>(9,616)</b>	<b>(6,639)</b>	<b>(21,625)</b>	<b>(28,032)</b>	<b>44,583</b>	<b>(14,783)</b>	<b>(14,130)</b>

**Notes and Assumptions:**

1. Assumes inflation rate of 3%
2. Membership dues of \$275 for full, half-year and Education Day 2010-2012, dues increased to \$325 2013-2014
3. Total Membership reduced by 10 in 2011 and 2012, 4% growth 2012 - 2014.
4. Additional \$6,000 added to programs in 2010 for increased attendance and cost, plus inflation thereafter.
5. TEXPO 2012 revenue of \$65,000/ 5 years = \$13,000.
6. TEXPO 2007 net revenue of \$77,927/ 5 years = \$15,585
7. Average TEXPO burn rate from 2002 - 2009 = \$8,761

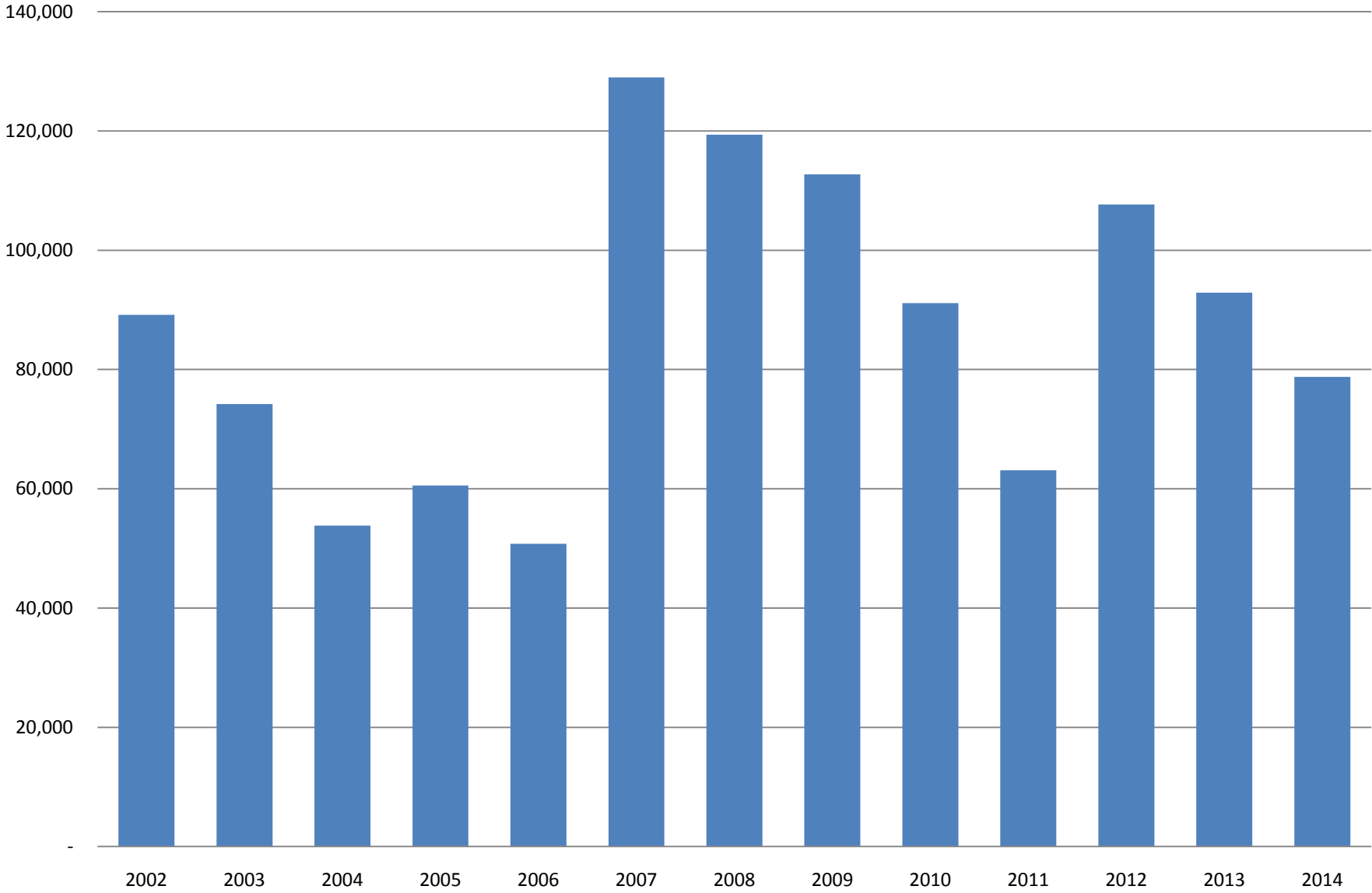
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Financial Forecast**

Year	Actuals							Forecast					
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
<b>Net Ordinary Income (Loss)</b>	(12,739)	(17,964)	(20,369)	6,706	(4,769)	(4,701)	(9,616)	(6,639)	(21,625)	(23,032)	(25,417)	(14,783)	(14,130)
<b>Beginning Cash</b>	61,925	89,186	74,200	53,832	60,538	50,769	128,994	119,378	112,739	91,114	63,082	107,664	92,881
<b>Ending Cash</b>	89,186	74,200	53,832	60,538	50,769	128,994	119,378	112,739	91,114	63,082	107,664	92,881	78,751
<b>Membership</b>	138	145	172	179	165	149	157	206	206	196	194	202	210
<b>Membership Revenue</b>	29,602	39,482	42,053	55,775	47,619	42,510	59,439	48,891	57,425	54,675	54,125	66,650	69,250
<b>TEXPO Funds</b>	12,739	17,964	20,369	(6,706)	4,769	4,701	9,616	6,639	21,625	23,032	25,417	14,783	14,130
<b>Total/Break Even</b>	42,341	57,445	62,422	49,069	52,388	47,212	69,055	55,530	79,050	77,707	79,542	81,433	83,380
<b>% TEXPO</b>	30.09%	31.27%	32.63%	-13.67%	9.10%	9.96%	13.92%	11.96%	27.36%	29.64%	31.95%	18.15%	16.95%
<b>Programs</b>	22,238	26,639	24,970	24,855	23,344	24,530	30,919	32,273	41,750	42,992	44,271	45,589	46,946
<b>Education</b>	11,587	14,960	20,089	11,169	11,635	10,441	20,963	10,767	15,000	15,390	15,792	16,205	16,632
<b>Membership</b>	3,843	3,824	4,511	3,779	4,497	2,943	3,524	2,098	5,000	5,000	5,000	5,000	5,000
<b>Officers</b>	4,673	12,022	12,852	9,266	12,913	9,298	13,650	10,392	17,300	14,325	14,480	14,639	14,803
<b>Total</b>	42,341	57,445	62,422	49,069	52,388	47,212	69,055	55,530	79,050	77,707	79,542	81,433	83,380
<b>%</b>													
<b>Programs</b>	52.52%	46.37%	40.00%	50.65%	44.56%	51.96%	44.77%	58.12%	52.81%	55.33%	55.66%	55.98%	56.30%
<b>Education</b>	27.37%	26.04%	32.18%	22.76%	22.21%	22.12%	30.36%	19.39%	18.98%	19.81%	19.85%	19.90%	19.95%
<b>Membership</b>	9.08%	6.66%	7.23%	7.70%	8.58%	6.23%	5.10%	3.78%	6.33%	6.43%	6.29%	6.14%	6.00%
<b>Officers</b>	11.04%	20.93%	20.59%	18.88%	24.65%	19.69%	19.77%	18.71%	21.88%	18.43%	18.20%	17.98%	17.75%
<b>Total</b>	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
<b>Revenue Per Member</b>	214.50	272.29	244.50	311.59	288.60	285.30	378.59	237.33	278.76	278.95	278.99	329.95	329.76
<b>Cost Per Member</b>	306.82	396.18	362.92	274.13	317.50	316.86	439.84	269.56	383.74	396.46	410.01	403.13	397.05

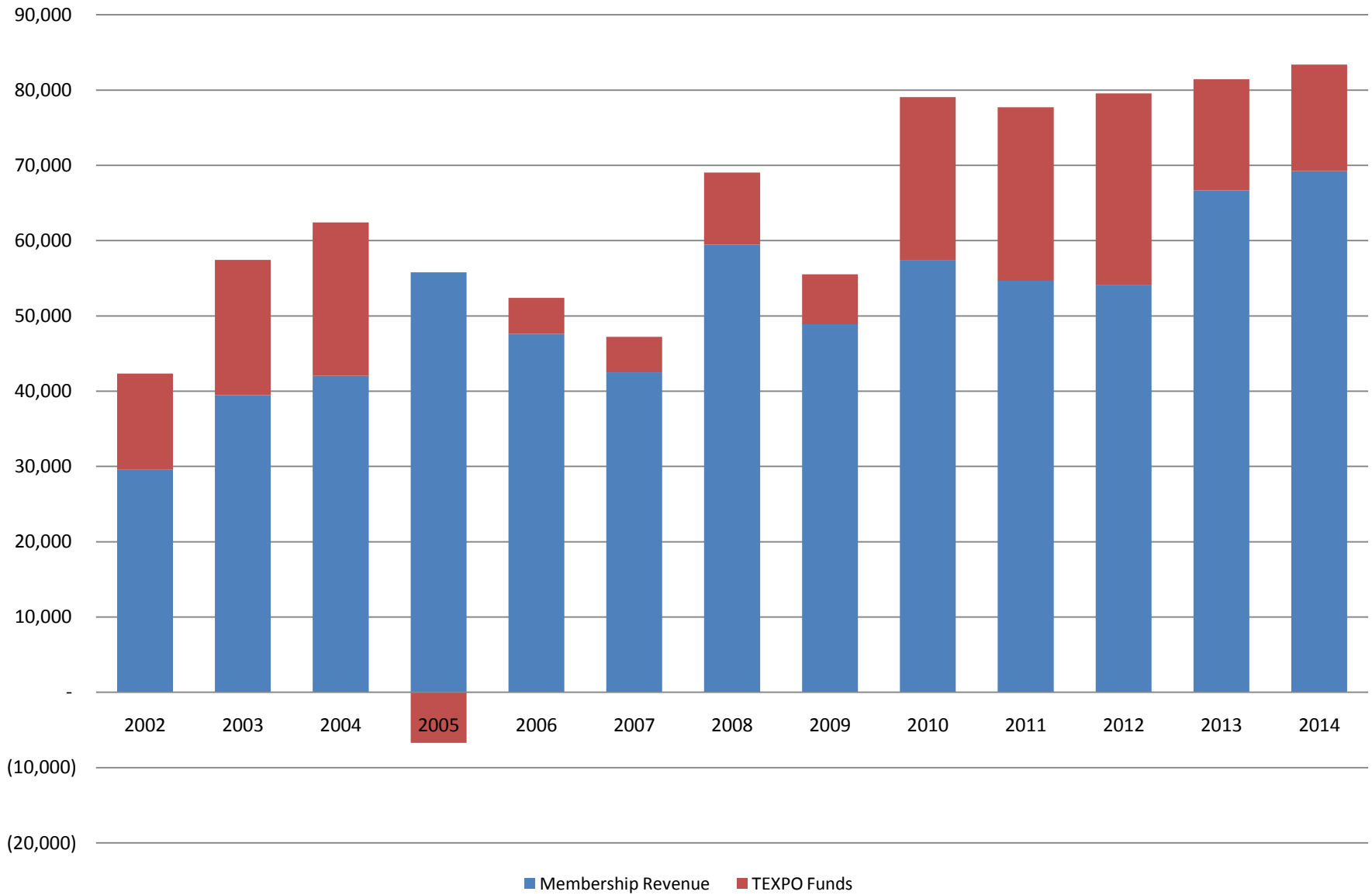


# Year-End Cash Balances

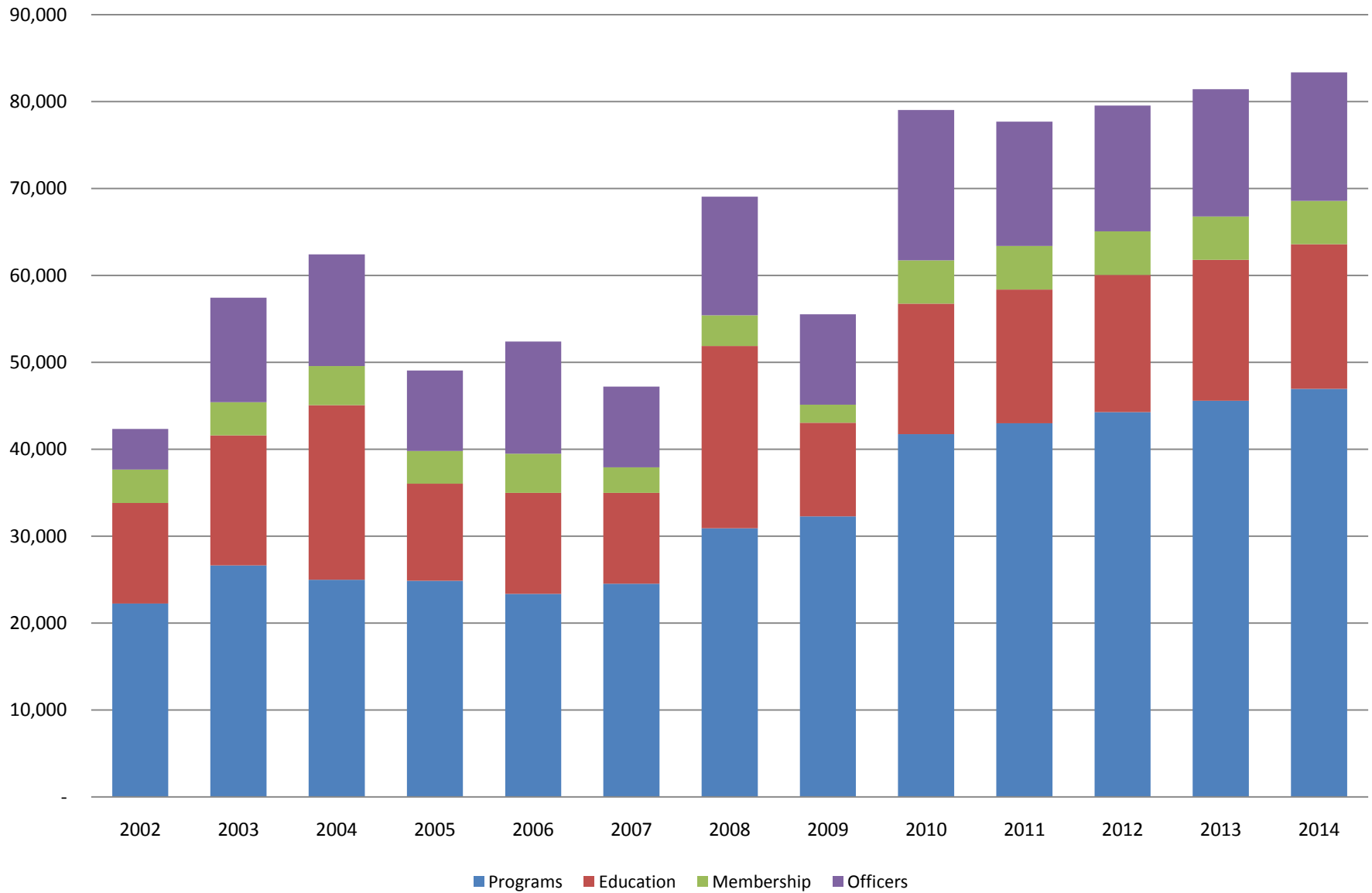
## Forecast 2010-2014



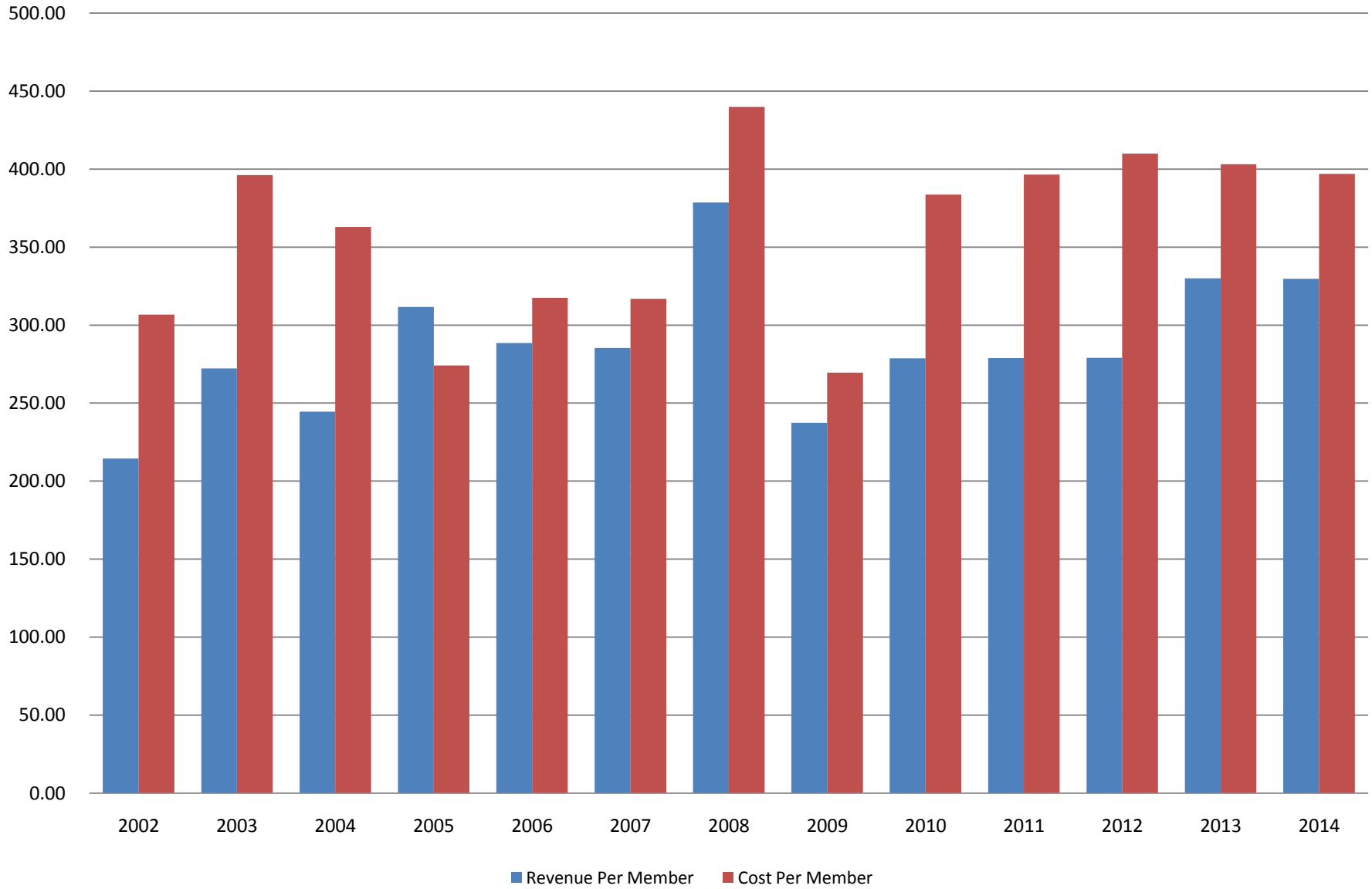
## Membership Revenue and TEXPO Funds Used for Operating Expenses Forecast 2010-2014



## Expenditures Forecast 2010-2014



## Per Member Revenue and Expense Forecast 2010-2014





# Membership

## Forecast 2010-2014

