



memorandum

TO: OAB Board of Directors
FROM: Christine Merritt
DATE: September 8, 2023
RE: Summary of OAB Financials

The purpose of this memo is to summarize the OAB income statement and balance sheet, as of August 31, 2023, prepared by our accountant, Wendy Hart.

Income Statement

The income statement is for the period of Jan. 1 – Aug. 31, 2023, compared with the budget approved in Dec. 2022. On the revenue side, you will see that we are behind in NCSA revenue (#4010). This is primarily because the budget assumed that our contract with the Ohio Army National Guard would start in February. As noted in my NCSA-PEP memo, we finally executed the contract with the National Guard for a Sept. 1 start, so our National Guard revenue for 2023 will be \$83K rather than \$260K. We have several organizations that have indicated plans for campaigns this fall, which will hopefully make up some of this shortfall, but I anticipate we will likely not meet our budget amount of \$737K. Seminar income (#4040) is behind budget, but this is largely due to us not conducting our in-person executive forum.

On the expense side, most of the variances are due to timing of expenses. As noted above, we are not conducting our in-person executive forum. Because we significantly subsidize our in-person events, the net impact of not doing the executive forum will add about \$11K to our bottom line.

Balance Sheet

The balance sheet as of Aug. 31, 2023 is approximately \$34K higher than our Dec. 31, 2022 position. This is primarily due to investment gains since the beginning of the year. Our Aug. 31 accounts receivable are comprised of NCSA-PEP contracts, all of which we expect to collect.

As noted in June, the balance sheet now reflects our adoption of the lease accounting standard, as required by the Financial Accounting Standards Board (FASB), which requires leases with terms of more than 12 months to be included as assets (#1300) and liabilities (#2200 & #2300) on the balance sheet. There is no real impact of this standard for the OAB, aside from grossing up our balance sheet.