

**Streamlined Sales Tax Governing Board  
Quarterly Financial Report  
First Quarter of Fiscal Year Ending June 30, 2018**

This report reflects the income and expenses of the Streamlined Sales Tax Governing Board, Inc. (SSTGB) for the first three months of Fiscal Year Ending June 30, 2018 (FYE 2018).

The Income Statement includes a comparison of the Budgeted Income and Expense Statement for FYE 2018 to the year-to-date actual expenses as of September 30, 2017 and a year-to-date percentage of the budget utilized. Total expenses are generally in line with the expected expenses in all major categories for the first three months of the fiscal year.

Also included is a Balance Sheet for the period ended September 30, 2017. On September 30, 2017, assets of the SSTGB totaled \$1,701,035, of which 99% was held in the form of cash or cash equivalents. The remainder was comprised of accounts receivable, furniture and equipment, and a rent deposit.

The documents reflect the stable financial condition of the SSTGB.

Major budgetary items reflected in the first quarter FYE 2018 income statement include:

- All state membership dues have been collected.
- Salary, benefits and payroll taxes for two full-time and two part-time employees totaled \$81,419 during the quarter.
- Travel expenses totaled \$19,458. These expenses include all employee travel expenses to attend various meetings and conferences, travel expenses for SSTGB members to represent the SSTGB at various meetings, travel expenses for Committee chairpersons to lead certain Streamlined Committee meetings and some legislative travel.
- Office expenses totaled \$4,422, the majority of which was telecommunication expenses (\$2,895).
- Contractual services category, which is comprised of office rent, central registration system maintenance, accounting services, annual outside audit, website development and hosting services and the federal affairs contracts totaled \$65,453. The majority of this expense (\$41,500) was related to the contracts the SSTGB has with two government affairs companies.

<b>Streamlined Sales Tax Governing Board Inc</b>				
<b>Statement of Activities</b>				
<b>For the three months ended September 30, 2017</b>				
		<b>FY 2018</b>	<b>1st quarter</b>	<b>Percentage</b>
		<b>Budget</b>	<b>FYE 6/30/18</b>	<b>Of Budget</b>
<b>BEGINNING BALANCE</b>		\$844,726	\$844,726	
<b>INCOME</b>				
Member Payments		983,650	983,650	100%
Member payments held in escrow				
Publication Sales				
Investment Income		5,000	294	6%
Other income				
NGA/NCSL Contributions				
Meeting Income		50,000	0	0%
<b>TOTAL INCOME</b>		<b>1,038,650</b>	<b>983,944</b>	<b>95%</b>
<b>EXPENSES</b>				
Salaries and Benefits				
Salaries		360,000	74,442	21%
Payroll Taxes		28,000	5,719	20%
Retirement Expense		10,275	1,258	12%
<b>Subtotal - Salaries</b>		<b>398,275</b>	<b>81,419</b>	<b>20%</b>
<b>Office Expense</b>				
Telecommunications		20,000	2,895	14%
Printing		2,000	0	0%
Materials and Supplies		6,000	128	2%
Postage and Delivery		1,500	0	0%
Law Service and Books		2,500	0	0%
Computer Equipment and Furniture-Depreciation		4,500	755	17%
Computer Equipment and Furniture		3,000	0	0%
Other Insurance		1,500	644	43%
Credit card fees		0	0	0%
Other		1,500	0	0%
<b>Subtotal - Office Expense</b>		<b>42,500</b>	<b>4,422</b>	<b>10%</b>
<b>Travel</b>				
Employee Travel		55,000	12,396	23%
Other Travel		33,000	3,609	11%
Chairperson Travel (SLAC-Audit-Cert-CRIC )		18,000	2,596	14%
State Delegate/Designee Travel		48,000	(1,000)	-2%
Audit Core Team Travel		5,000	858	17%
State Auditor Training Travel		0	0	
Legislative travel		25,000	999	4%
<b>Subtotal -Travel</b>		<b>184,000</b>	<b>19,458</b>	<b>11%</b>
<b>Contractual Services</b>				
Rent - Office space		12,000	3,556	30%
Central Registration				
Annual Hosting		28,000	5,505	20%
Annual Maintenance, Support and Licenses		60,000	12,115	20%
Development of New System		10,000	0	0%
Accounting Services		10,000	1,900	19%
Legal Services		25,000	0	0%
Fund Audit		14,000	0	0%
Web Site Development & Hosting		14,000	205	1%
Federal Affairs		186,000	41,500	22%
Website Redesign		25,000	0	0%
Other		25,000	673	3%
<b>Subtotal - Contractual Services</b>		<b>409,000</b>	<b>65,453</b>	<b>16%</b>
<b>Meeting Expenses</b>				
Write off Receivables		0	0	
Semi Annual Meetings		55,000	3,705	7%
Committee Meetings		6,000	325	5%
<b>Subtotal - Meeting Expenses</b>		<b>61,000</b>	<b>4,030</b>	<b>7%</b>
Reserve		25,000	0	0%
Online Taxability Matrix		2,000	0	0%
Online Certificate of Compliance		2,000	0	0%
<b>TOTAL EXPENSES</b>		<b>1,123,775</b>	<b>174,782</b>	<b>16%</b>
Surplus (Deficit) for Budget Period		(85,125.00)	809,162	
<b>ENDING BALANCE</b>		<b>\$759,601</b>	<b>1,653,888</b>	

<b>Streamlined Sales Tax Governing Board Inc</b>		
<b>Balance Sheet</b>		
<b>For the three months ended September 30, 2017</b>		
<b>Assets</b>		
	<b>Beginning</b>	
<b>Current Assets</b>	<b>Balances</b>	
Cash and cash equivalents	\$1,100,234	\$1,695,660
May meeting receivables	0	0
October meeting receivables	710	355
Prepaid Expenses	8,867	0
<b>Total current assets</b>	<b>1,109,811</b>	<b>1,696,015</b>
<b>Noncurrent assets</b>		
Furniture and equipment, net	5,061	4,305
Rent Deposit	715	715
<b>Total noncurrent assets</b>	<b>5,776</b>	<b>5,020</b>
<b>Total assets</b>	<b>\$1,115,587</b>	<b>\$1,701,035</b>
<b>Liabilities and net assets</b>		
<b>Current Liabilities</b>		
Accounts payable	8,881	(293)
Vacation Payable	31,406	31,406
Deferred revenue-Membership	230,575	0
Deferred revenue-Meetings	0	16,035
<b>Total current liabilities</b>	<b>270,861</b>	<b>47,147</b>
<b>Long term Liabilities</b>		
Deferred revenue-Membership	0	0
<b>Total liabilities</b>	<b>\$270,861</b>	<b>\$47,147</b>
<b>Commitments and Contingencies</b>		
<b>Net Assets</b>		
Unrestricted	844,726	1,653,888
<b>Total Liabilities and Net Assets</b>	<b>\$1,115,587</b>	<b>\$1,701,035</b>

<b>Streamlined Sales Tax Governing Board Inc</b>		
<b>Cash Flow</b>		
<b>For the three months ended September 30, 2017</b>		
<b>Cash flows from operating activities</b>		
Change in net assets		809,162
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation		755
Loss on disposal of fixed assets		
(Increase) decrease in assets		
Accounts receivable		355
Prepaid expenses		8,867
Increase (decrease) in liabilities		
Accounts payable		(9,173)
Accrued liabilities		-
Deferred revenue		(214,540)
Streamlined Conferences Cash		
<b>New cash flows provided by operating activities</b>		<b>595,426</b>
<b>Cash flows from investing activities</b>		
Purchases of furniture and equipment		-
Net cash used in investing activities		
<b>Net increase (decrease) in cash and cash equivalents</b>		<b>595,426</b>
Cash and cash equivalents, beginning of year		1,100,234
Cash and cash equivalents, end of 1st quarter		1,695,660