

This report reflects the income and expenses of the Streamlined Sales Tax Governing Board, Inc. (SSTGB) for the twelve months of Fiscal Year Ending June 30, 2019 (FYE 2019).

The Income Statement includes a comparison of the Budgeted Income and Expense amounts for FYE 2019 to the year-to-date actual expenses, along with a year-to-date percentage of the budgeted amounts utilized. It also includes a breakdown of the expenses on a quarterly basis. Total expenses are generally lower than the budgeted amounts in all major categories for the fiscal year, except meeting expenses. Both meeting revenues and meeting expenses exceeded budgeted amounts.

The Balance Sheet for the fiscal year includes the year-end account balances, along with an indication of how the account balances changed each quarter since the beginning of the year. On June 30, 2019, assets of the SSTGB totaled \$1,378,970, of which 99% was held in the form of cash or cash equivalents. The remainder was comprised of furniture and equipment, a rent deposit and some prepaid expenses.

The documents continue to show the stable financial condition of the SSTGB.

Major budgetary items reflected in the fourth quarter of FYE 2019 income statement include:

- Salary, benefits and payroll taxes for four full-time employees totaled \$118,355 during the quarter.
- Travel expenses totaled \$40,611. These expenses include all employee travel expenses to attend various meetings and conferences, travel expenses for SSTGB delegates to represent the SSTGB at various meetings, travel expenses for Committee chairpersons to lead certain Streamlined Committee meetings and travel by some Audit Core Team members.
- Office expenses totaled \$7,413, the majority of which was telecommunication expenses (\$4,064).
- 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 \$97,274. The majority of this expense (\$40,500) was related to the contracts the SSTGB had with two government affairs companies. One of those contracts was terminated in the 4th quarter of FYE 6/30/2019.

Streamlined Sales Tax Governing Board, Inc.
Statement of Activities
For the twelve months ended June 30, 2019

| | FY2019 Budget | 1st qtr FY 6/30/2019 | 2nd qtr FY 6/30/2019 | 3rd Quarter FY 6/30/19 | 4th Quarter FYE 6/30/19 | Year to date FY 6/30/2019 | Percentage Of Budget |
|---|--------------------------|---------------------------------|---------------------------------|-----------------------------------|------------------------------------|--------------------------------------|---------------------------------|
| BEGINNING BALANCE | \$1,022,399 | \$1,022,399 | \$1,022,399 | \$1,022,399 | \$1,022,399 | \$1,022,399 | |
| INCOME | | | | | | | |
| Member Payments | 983,650 | 945,296 | 38,354 | 0 | 0 | 983,650 | 100% |
| Member payments held in escrow | | | | | | | |
| Investment Income | 10,000 | 1,176 | 7,532 | 3,203 | 14,730 | 26,640 | 266% |
| Other income | | | | 1,002 | (1,002) | 0 | |
| Meeting Income | 50,000 | 0 | 0 | 35,275 | 33,315 | 68,590 | 137% |
| TOTAL INCOME | 1,043,650 | 946,472 | 45,885 | 39,480 | 47,043 | 1,078,880 | 103% |
| EXPENSES | | | | | | | |
| Salaries and Benefits | | | | | | | |
| Salaries | 375,000 | 83,096 | 93,184 | 94,722 | 108,916 | 379,918 | 101% |
| Payroll Taxes | 31,000 | 6,163 | 6,363 | 8,619 | 7,366 | 28,511 | 92% |
| Retirement Expense | 10,275 | 1,038 | 2,075 | 1,607 | 2,073 | 6,792 | 66% |
| Subtotal - Salaries | 416,275 | 90,297 | 101,623 | 104,947 | 118,355 | 415,222 | 100% |
| Office Expense | | | | | | | |
| Telecommunications | 17,500 | 2,583 | 4,144 | 2,671 | 4,064 | 13,461 | 77% |
| Printing | 2,000 | 0 | 0 | 0 | 0 | 0 | 0% |
| Materials and Supplies | 6,000 | 671 | 260 | 318 | 910 | 2,159 | 36% |
| Postage and Delivery | 1,500 | 0 | 107 | 25 | 0 | 132 | 9% |
| Law Service and Books | 2,500 | 0 | 0 | 0 | 1,490 | 1,490 | 60% |
| Computer Equipment and Furniture-Depreciation | 5,000 | 487 | 487 | 972 | 972 | 2,918 | 58% |
| Computer Equipment and Furniture | 6,000 | 0 | 0 | 0 | 0 | 0 | 0% |
| Other Insurance | 2,500 | 0 | 1,596 | 181 | 0 | 1,777 | 71% |
| Other | 1,500 | 513 | 440 | 1,119 | (23) | 2,049 | 137% |
| Subtotal -Office Expense | 44,500 | 4,254 | 7,033 | 5,286 | 7,413 | 23,986 | 54% |
| Travel | | | | | | | |
| Employee Travel | 65,000 | 16,632 | 16,463 | 6,563 | 19,463 | 59,120 | 91% |
| Other Travel | 40,000 | 3,369 | 4,384 | 8,772 | 4,676 | 21,201 | 53% |

| | | | | | | | |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------|
| Chairperson Travel (SLAC-Audit-Cert-CRIC) | 20,000 | 4,333 | 3,750 | 6,121 | 2,957 | 17,161 | 86% |
| State Delegate/Designee Travel | 48,000 | 1,009 | 7,546 | 1,376 | 11,624 | 21,554 | 45% |
| Audit Core Team Travel | 7,500 | 0 | 1,626 | 0 | 985 | 2,611 | 35% |
| State Auditor Training Travel | 0 | 0 | 0 | 0 | 0 | 0 | |
| Legislative travel | 25,000 | 0 | 658 | 829 | 906 | 2,393 | 10% |
| Subtotal -Travel | 205,500 | 25,342 | 34,426 | 23,662 | 40,611 | 124,040 | 60% |
| Contractual Services | | | | | | | |
| Rent - Office space | 12,000 | 3,245 | 1,695 | 3,292 | 1,743 | 9,975 | 83% |
| Central Registration | | | | | | | |
| Annual Hosting | 28,000 | 5,505 | 4,198 | 5,810 | 11,413 | 26,926 | 96% |
| Annual Maintenance, Support and Licenses | 60,000 | 12,115 | 8,100 | 12,145 | 24,265 | 56,624 | 94% |
| Development of New System | 20,000 | 0 | 0 | 7,600 | 11,096 | 18,696 | 93% |
| Accounting Services | 10,000 | 1,700 | 450 | 2,500 | 1,600 | 6,250 | 63% |
| Legal Services | 25,000 | 0 | 0 | 0 | 0 | 0 | 0% |
| Fund Audit | 13,000 | 474 | 5,000 | 7,000 | 0 | 12,474 | 96% |
| Web Site Development & Hosting | 9,000 | 370 | 455 | 1,729 | 3,823 | 6,377 | 71% |
| Federal Affairs | 186,000 | 41,500 | 56,500 | 36,500 | 40,500 | 175,000 | 94% |
| Website Redesign | 15,000 | 0 | 8,200 | 4,900 | 0 | 13,100 | 87% |
| Other | 25,000 | 831 | 735 | 1,300 | 2,833 | 5,699 | 23% |
| Subtotal - Contractual Services | 403,000 | 65,738 | 85,333 | 82,776 | 97,274 | 331,122 | 82% |
| Meeting Expenses | | | | | | | |
| Write off Receivables | 0 | 0 | 0 | 0 | 0 | 0 | |
| Semi Annual Meetings | 55,000 | 3,719 | 17,557 | 1,880 | 37,169 | 60,326 | 110% |
| Committee Meetings | 7,000 | 56 | 3,139 | 2,501 | 344 | 6,041 | 86% |
| Subtotal - Meeting Expenses | 62,000 | 3,776 | 20,697 | 4,381 | 37,514 | 66,367 | 107% |
| Reserve | 25,000 | 0 | 0 | 0 | 0 | 0 | 0% |
| Online Taxability Matrix | 2,000 | 0 | 43 | 0 | (43) | 0 | 0% |
| Online Certificate of Compliance | 2,000 | 0 | 180 | 0 | 0 | 180 | 9% |
| TOTAL EXPENSES | 1,160,275 | 189,407 | 249,335 | 221,052 | 301,123 | 960,917 | 83% |
| Surplus(Deficit) for Budget Period | (116,625.00) | 757,065 | (203,449) | (181,572) | (254,081) | 117,963 | |
| ENDING BALANCE | \$905,774 | 1,779,464 | 1,576,015 | 1,394,443 | 1,140,362 | 1,140,362 | |

Streamlined Sales Tax Governing Board, Inc.
Balance Sheet
For the twelve months ended June 30, 2019

| | Beginning Balances 7/1/2018 | Ending Balances 9/30/18 | Ending Balances 12/31/2018 | Ending Balances 3/31/2019 | Ending Balances 6/30/2019 | Change From Last Quarter |
|---|--------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|-----------------------------|
| Assets | | | | | | |
| Current Assets | | | | | | |
| Cash and cash equivalents | \$1,276,581 | \$1,837,002 | \$1,637,541 | \$1,429,575 | \$1,360,207 | (69,368) |
| Meeting receivables | 5,250 | 0 | 0 | | 3,275 | 3,275 |
| Insurance receivable | 0 | 0 | 0 | 0 | 0 | 0 |
| Prepaid Expenses | 0 | 0 | 0 | | 9,136 | 9,136 |
| Total current assets | 1,281,831 | 1,837,002 | 1,637,541 | 1,429,575 | 1,372,618 | (56,957) |
| Noncurrent assets | | | | | | |
| Furniture and equipment, net | 2,039 | 3,809 | 3,322 | 4,342 | 5,637 | 1,295 |
| Rent Deposit | 715 | 715 | 715 | 715 | 715 | 0 |
| Total noncurrent assets | 2,754 | 4,524 | 4,037 | 5,057 | 6,352 | 1,295 |
| Total assets | \$1,284,585 | \$1,841,525 | \$1,641,578 | \$1,434,632 | \$1,378,970 | (55,662) |
| Liabilities and Net Assets | | | | | | |
| Current Liabilities | | | | | | |
| Accounts payable | 18,815 | 1,815 | 232 | 1,132 | 18,029 | 16,897 |
| Vacation Payable | 31,941 | 31,941 | 26,557 | 26,557 | 34,912 | 8,355 |
| Deferred revenue-Membership | 211,430 | 0 | 0 | 0 | 185,668 | 185,668 |
| Deferred revenue-Meetings | 0 | 28,305 | 38,775 | 12,500 | 0 | (12,500) |
| Total current liabilities | 262,186 | 62,061 | 65,563 | 40,189 | 238,608 | (25,374) |
| Long term Liabilities | | | | | | |
| Deferred revenue-Membership | 0 | 0 | 0 | 0 | 0 | 0 |
| Total liabilities | \$262,186 | \$62,061 | \$65,563 | \$40,189 | \$238,608 | (25,374) |
| Commitments and Contingencies | | | | | | |
| Net Assets | | | | | | |
| Unrestricted | 1,022,399 | 1,779,464 | 1,576,015 | 1,394,443 | 1,140,362 | (254,081) |
| Total Liabilities and Net Assets | \$1,284,585 | \$1,841,525 | \$1,641,578 | \$1,434,632 | \$1,378,970 | (55,662) |

Streamlined Sales Tax Governing Board, Inc.
Cash Flow
For the twelve months ended June 30, 2019

Cash flows from operating activities

| | |
|---|----------|
| Change in net assets | 117,963 |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: | |
| Depreciation | 2,918 |
| Loss on disposal of fixed assets | |
| (Increase) decrease in assets | |
| Accounts receivable | 1,975 |
| Prepaid expenses | (9,136) |
| Increase (decrease) in liabilities | |
| Accounts payable | (786) |
| Accrued liabilities | 2,969 |
| Deferred revenue | (25,762) |
| Streamlined Conferences Cash | |

New cash flows provided by operating activities **90,141**

Cash flows from investing activities

| | |
|--------------------------------------|---------|
| Purchases of furniture and equipment | (6,516) |
|--------------------------------------|---------|

Net cash used in investing activities

Net increase (decrease) in cash and cash equivalents **83,625**

Cash and cash equivalents, beginning of year 1,276,581

Cash and cash equivalents, end of 4th quarter 1,360,206