



**The National Association for the Employment of People who are Blind**

NAEPB Treasurer's Report  
For the Period Ending December 31 2021  
NAEPB Board Meeting – January 25, 2022

This report supplements pertinent financial data points from the statement of activity and statement of financial position included in this report. All tax filings are up to date.

All expenses and revenues are in budget or within board and membership approved levels. Receivables total \$134,200 and include both dues and government relations pledges. Not all invoices are completed as collection and additional outreach to request commitments from the entire NAEPB field is ongoing. We have received \$92,000 in commitments so far. We have clearly separated the dues from the pledges within the financial statements and reporting to maintain full transparency of our financial position and commitments.

I have two action areas:

1. Will one agency with a senior accounting staff member work with the Outlook team to complete a review of the 2021 financials and transactions? We anticipate this to be up to 4 hours of total work. All account and transactional data is ready for review. The work will need to be completed in the next 3 weeks. FY21 tax statements are currently being prepared for filing and will be submitted following the review. This work can begin immediately.
2. The membership and board asked for a review of our dues structure to suggest a path forward given the delta of \$87,000 for FY22. This would allow a pivot away from pledges and into a more permanent structure that balances our budget. The following 3 options are being offered for your consideration.
  - a. As I had conversations with agency leaders about dues, it became evident that we are at a point where we should plan and act differently than we have in the past. There is not a pain free way to spread substantial spend over only 57 agencies with highly variable budgets. I would urge this board to ensure that the NAEPB strategic plan includes a broader process to incorporate additional likeminded stakeholders into our budget. Over the course of the last 5 or 6 years, we have improved relationships and incorporated a more unified set of pillars with the SourceAmerica NPA's. We may be able to increase effectiveness and spread the priority spend amongst more organizations.

- b. An increased dues structure with sales determining the level and total NAEPB revenues of \$203,200.
  - i. \$600 for agencies with sales up to \$1.5 million (11 agencies)
  - ii. \$1000 for agencies between \$1.5 and 5 million (13 agencies)
  - iii. \$2000 for agencies between \$5 and 10 million (9 agencies)
  - iv. \$5000 for agencies between \$10 and 30 million (15 agencies)
  - v. \$10,000 for agencies above \$30 million (9 agencies)
  
- c. An increased dues structure with sales dictating the dues level and a \$200 per BSC location fee and total NAEPB revenues of \$203,650.
  - i. \$600 for agencies with sales up to \$5 million (24 agencies)
  - ii. \$1750 for agencies between \$5 and 10 million (9 agencies)
  - iii. \$5000 for agencies between \$10 and 30 million (15 agencies)
  - iv. \$10,000 for agencies above \$30 million (9 agencies)

Respectfully Submitted

Eric Stueckrath

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