

**NSIP Treasures Report**  
**2021 Annual Meeting 2/3/2021**

**Bill Shultz**

NSIP for Fiscal Year 2020 showed a total equity decrease of \$4,415 from FY 2019. With total FY 2020 income of \$145,466 and expenses of \$149,882. Two important benchmark financial numbers that I follow are Membership Dues Income (indicator of member growth) and Data Charges from Australia (indicator of records submitted for analysis).

We had an increase in membership dues in FY2020 of over \$6,000 to a total of \$32,800 representing an increase in members of 10% and a %10 increase in average dues paid per member to \$260. We had some 2020 membership dues paid recently increasing calendar year 2020 paid memberships to 151.

Data charges from Australia totaled \$58,279 for FY2020 representing 19,108 records at \$3.05 per record. Those numbers are down slightly from FY2019 because of a billing irregularity in Australia but still part of a general increasing trend.

We just finished our first decade of working with Australia on processing data. Financial records show substantial growth in both membership dues income and data billings over those past ten years. Rusty will be exhibiting graphs which show those trends.

Larry Kincaid from ASI provides us with our financials monthly and I appreciate all his hard work. If you have further question concerning NSIP finances please feel free to contact Rusty or myself.

**Bill Shultz, Treasurer**