



National Association of the Deaf



COMMUNITY

ADVOCACY

EQUALITY





NAD Finance Report 2008-2010

Ronald E. Sutcliffe
NAD Treasurer



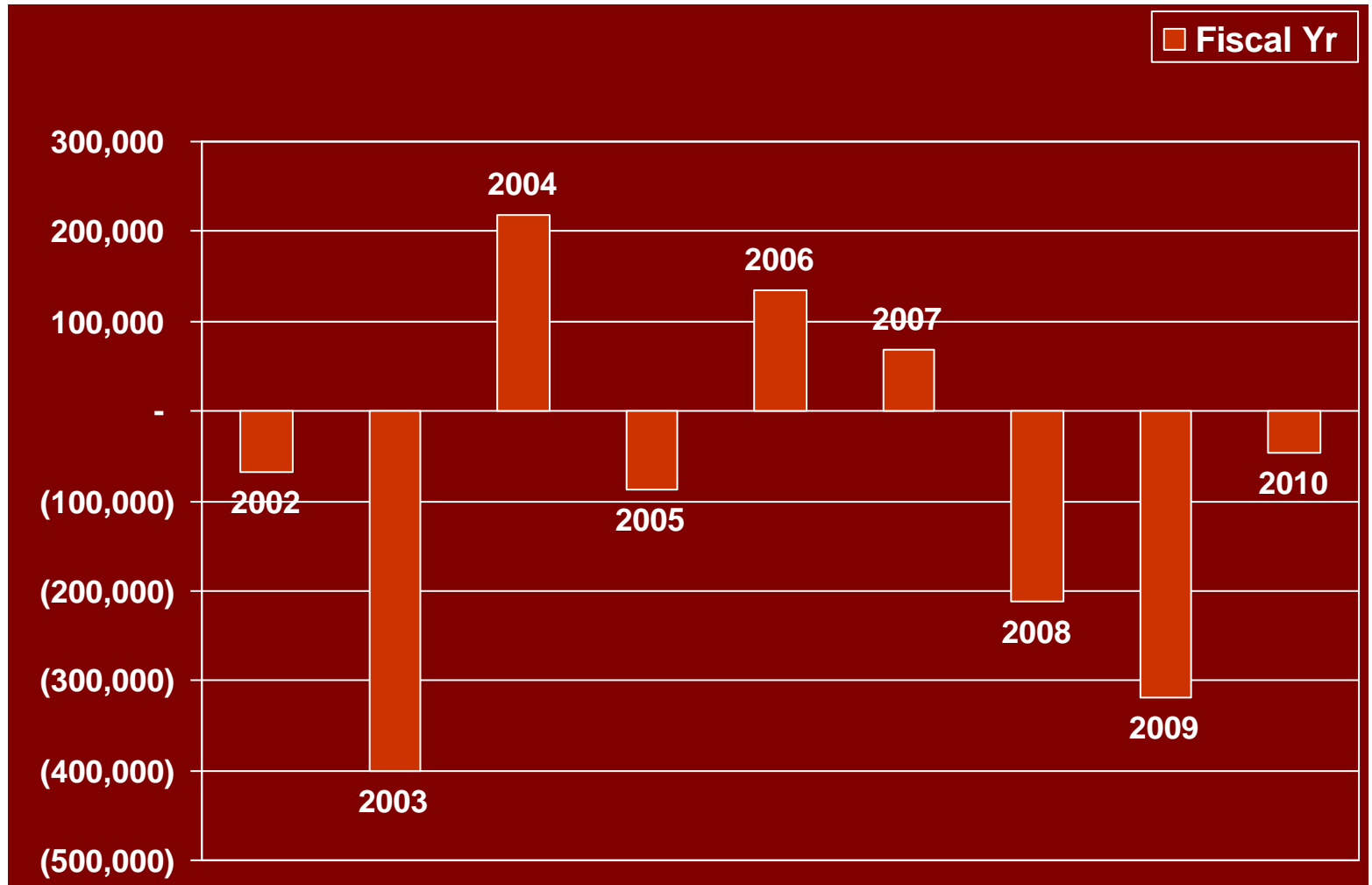
Members:

Mark D. Apodaca
Thomas Dillon, III
John Fechter
Andrew Metz
Michael Michner

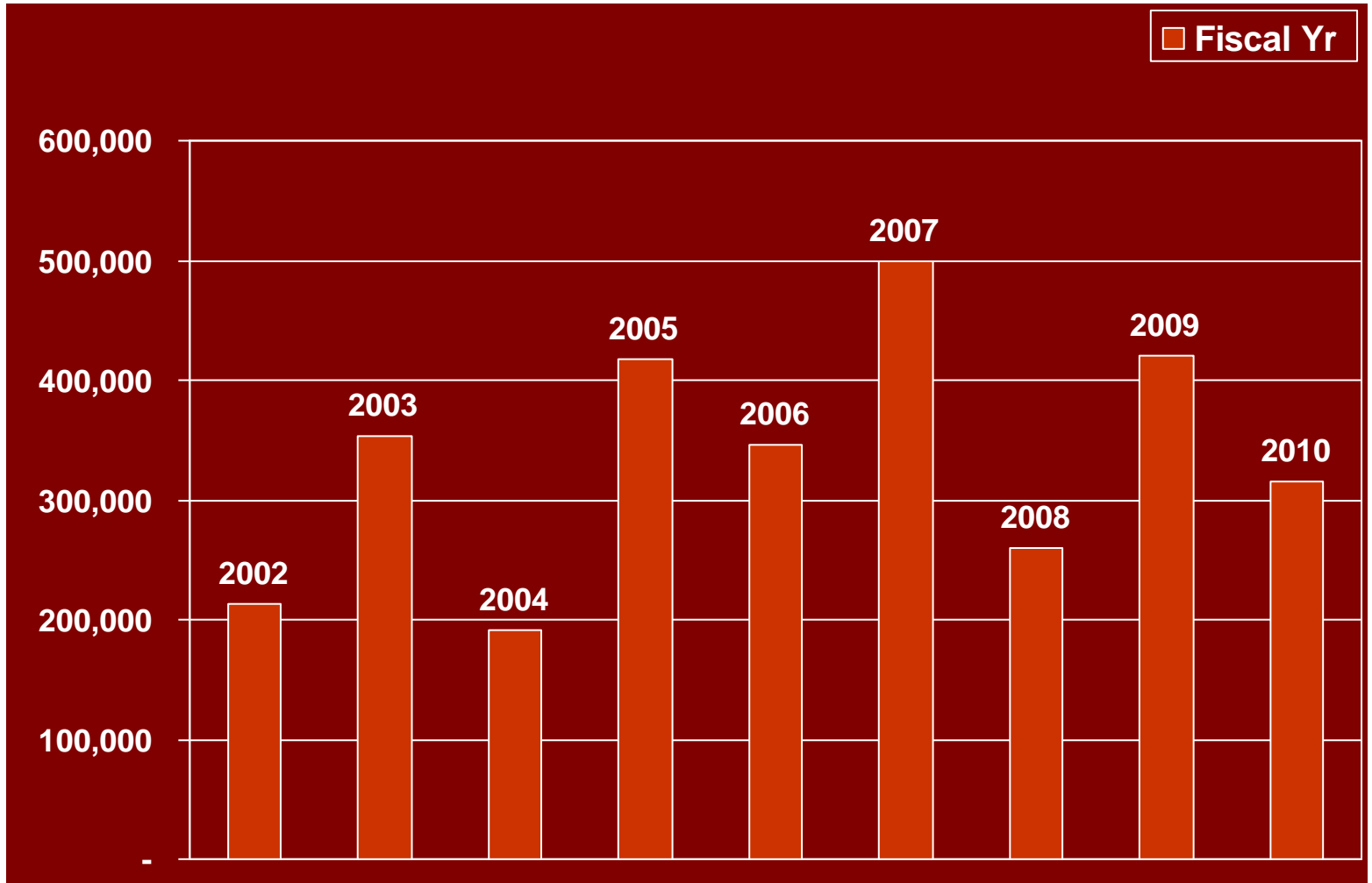
Ex-Officio Members:

Bobbie Beth Scoggins, President
Chris Wagner, Vice President
Nancy J. Bloch, Chief Executive Officer
Shane H. Feldman, Chief Operating Officer
Thomas Wells, Director of Finance

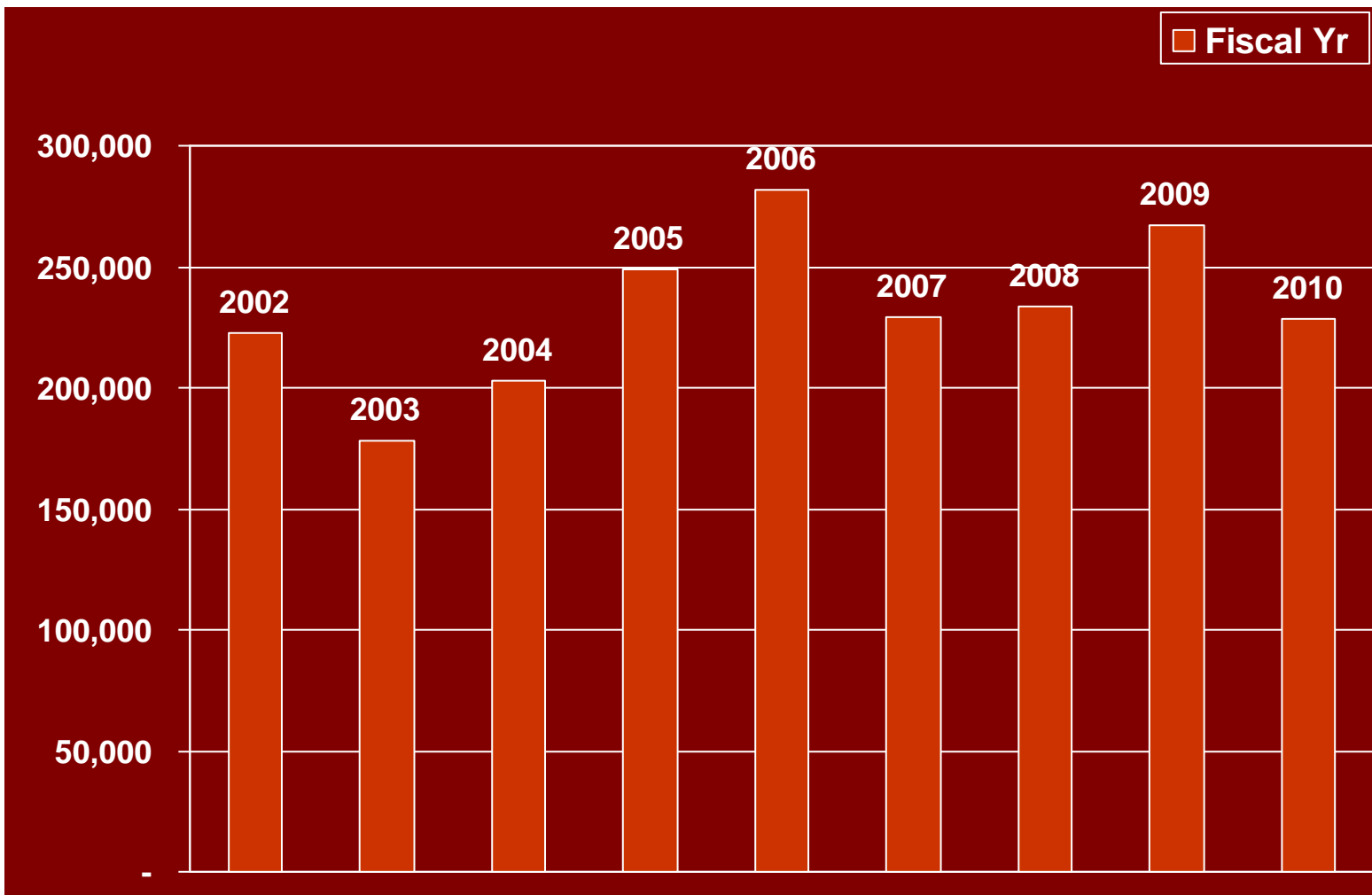
Profit/Loss



Donations



Member Dues





Described & Captioned Media Program

History

- Used to be Captioned Films for the Deaf
- Became Captioned Media Program
- Now DCMP

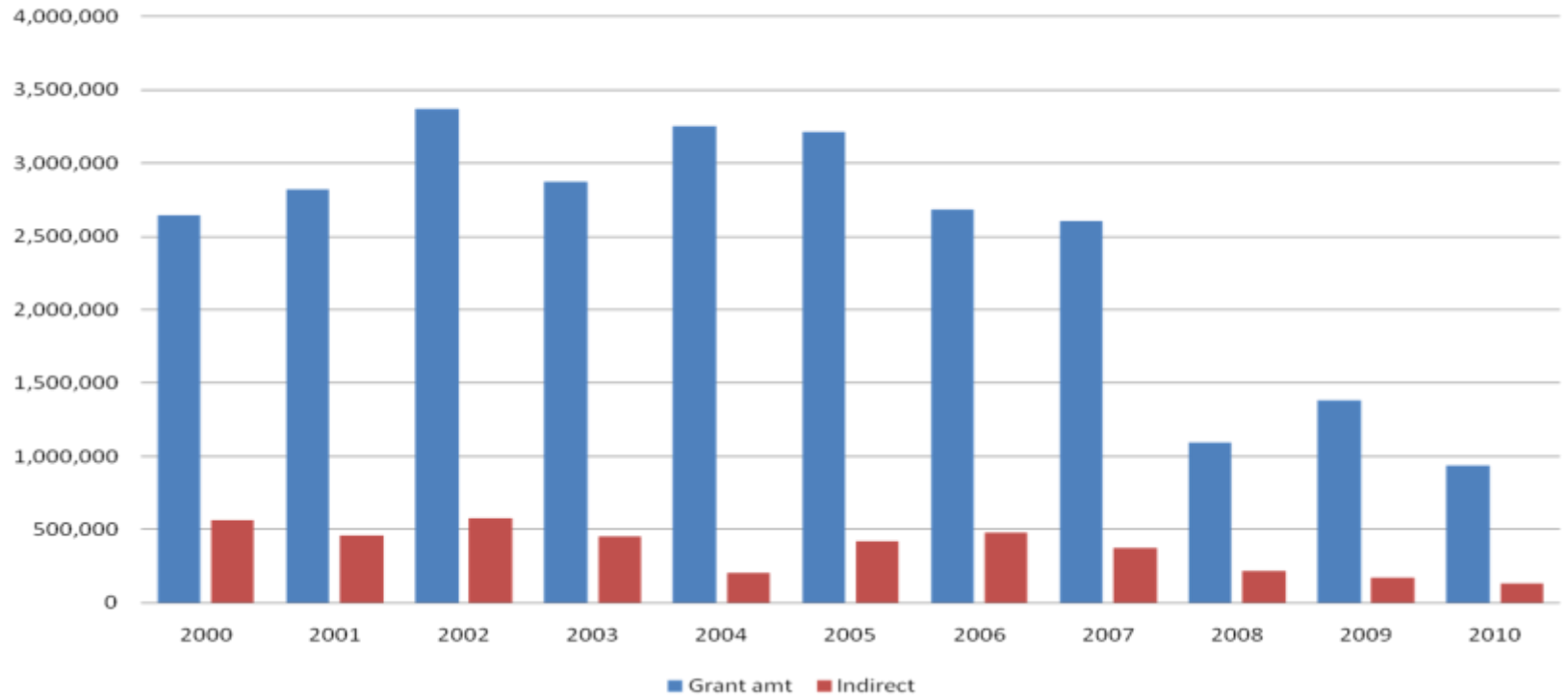
Cooperative agreement began 2006, ends 2011

- Budget reduced by U.S. Department of Education from \$3.2 million to \$1.5 million per year
- Result: less indirect income for NAD
- NAD will apply again for 2011-2016 cycle

DCMP



CMP/DCMP Revenue & NAD Indirect





-
- Original lease for 6,875/sq ft at \$22/psf (per square foot) in 2006
 - Space rate increased 4.5% per year
 - Space rate reached \$25/psf in 2009
 - Office space reduced from 6,875 to 5,007/sq ft in 2009
 - Space rate reduced to \$22/psf in 2009
 - Space rate frozen through March 2012
 - Building owner advertises at \$26/psf



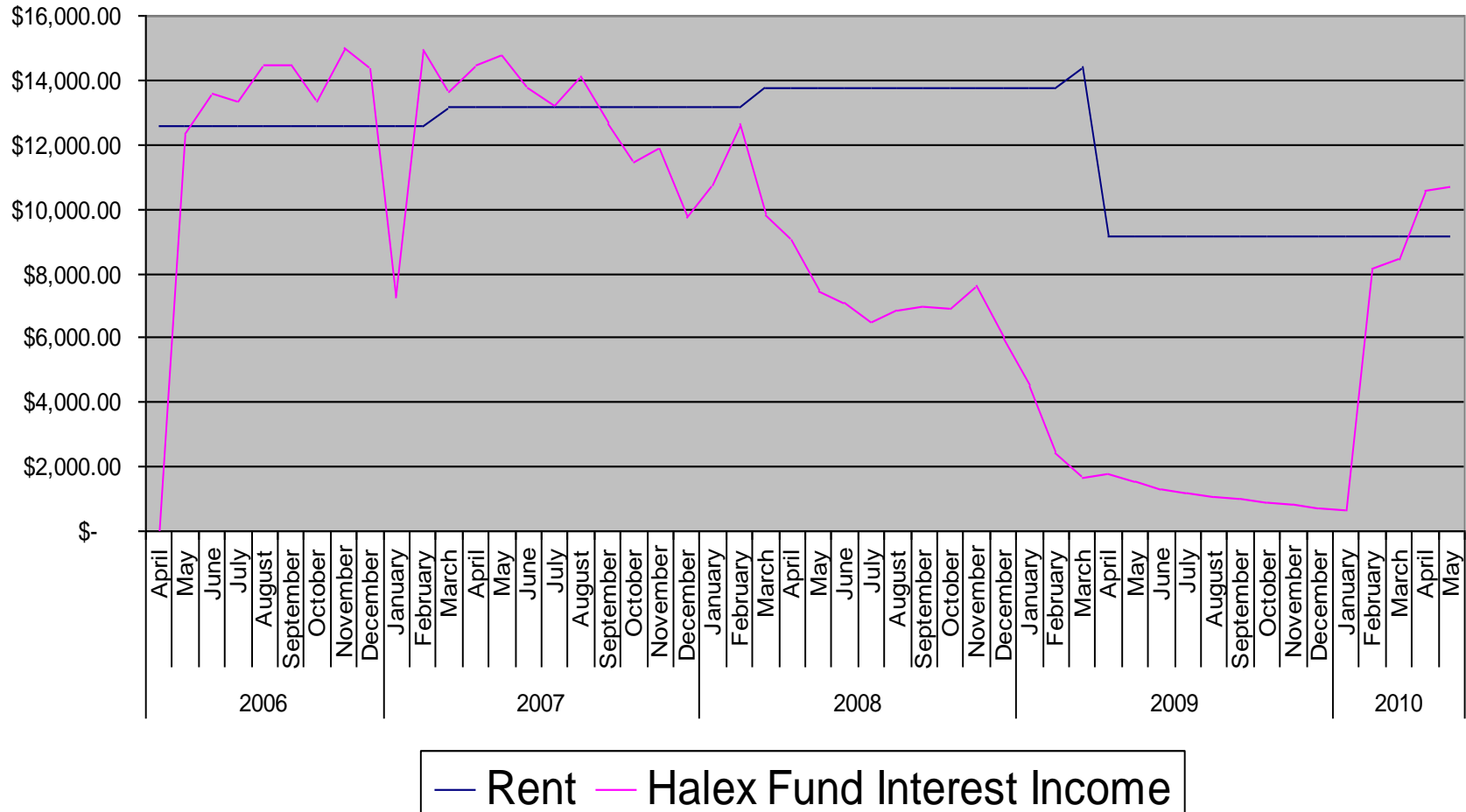
Funds from Sale of Halex House

- First invested with Sanford Bernstein in 2006
- Money Market fund rates were attractive
- Economy declined, MMF rates declined
- Interest earnings did not pay for lease
- Investment terms changed to Intermediate Duration bonds
- Monthly earnings currently pays for lease

Building Sale Fund



Building Sale (Halex) Fund





-
- Renewed 13 mo. CD – this is collateral for Line of Credit (LOC)
 - Allows for a one-time partial or full withdrawal
 - NAD can pay off LOC & close CD without penalty
 - Advised not to pay off LOC at this time

Accomplishments



-
- Cut costs drastically to survive economic downturn, used up reserve funds
 - NAD Headquarters staff took two major furloughs in time and pay; two positions closed temporarily
 - Board ramped up fundraising efforts and provided in-kind support
 - Board and Finance Committee more closely involved in budget development
 - Unqualified (very good!) non-profit and federal A-133 audits for FY09 and FY10

Challenges



-
- Increase membership numbers
 - Generate increased individual and corporate/foundation donations
 - Build new corporate relationships; expand traditional support base
 - Increase non-dues revenue via alternate sources
 - Seek creative external funding and in-kind resources for programs and initiatives
 - Rebuild reserve funds