



**Bookkeeper's Report
PNBA Spring Board Meeting
March 18, 2018**

March 12, 2018

Dear PNBA Board,

2017 is wrapped up and the financial information sent to the CPA for our tax report. We still have \$19,885.00 in outstanding invoices from the Fall Show but we expect them to all be paid by the end of the month.

We ended the year with a surplus of \$58,312.35. A truly record-breaking year for PNBA! Once again this was mostly due to Brian's success in increasing advertising revenue and holding the line on expenses. Also, the Fall Show cost a lot less than we anticipated and Show revenues were up. Even after a list minute raise in Holiday Catalog Co-Op reimbursements, we only paid out \$24,764.84 – considerably less than expected.

Our total assets as of March 12th are \$457,263.01. All of our funds are residing safely in FDIC insured accounts – bank or CD.

Our current bookstore membership stands at 105 stores, about typical for this time of year. 23 bookstores have not renewed their memberships for this year. We assume that some of these will renew in order to attend the Fall Show. We currently have 7 member libraries. Our total membership stands at 218, about the same as last year at this time.

All in all, we had a phenomenal year. Let's hope this trend can continue.

Respectfully,

Larry West
PNBA Bookkeeper