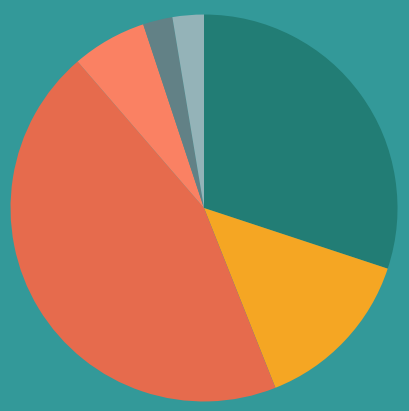
Revenues & Expenses

Fiscal Year 2017 Revenue Sources



Membership (30.07%) Publications (13.91%)
Convention (44.69%) Grants (6.25%)
Special Programs (2.47%) Misc (2.61%)

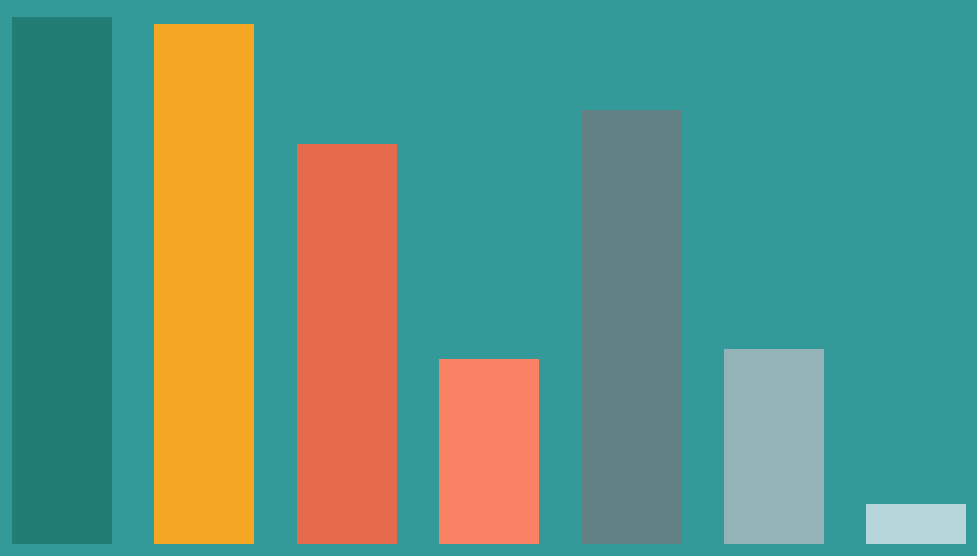
Revenue Highlights

NAEA's top three sources of revenue are earned from the NAEA National Convention, membership dues and publications sales.

Special Programs includes NAEA's professional learning opportunities such as the SummerStudio programs, National Leadership Conference, and School for Art Leaders. Revenue earned from Virtual Art Educators, the association's new online learning platform, is also included in this line item.

Revenues earned from Grants include contributions from NEA Artworks program and a large grant from the Institute for Museum and Library Services.

Fiscal Year 2017 Functional Expenses



National Convention (23%)
Publications (23%)
Member Services (17%)
Planning/Comm (8%)
Special Programs (19%)
Governance (8%)
Mgmt & General (2%)

Expense Highlights

While the NAEA National Convention expenses represent one of the largest functional expenses - the revenue earned from sponsorships, exhibitors, and attendees results in a profitable experience as evident in the corresponding graph.

Revenue from the 2017 National Convention in New York reached a historical high; and expenses were lower than anticipated. Resulting in a net profit of $1.29 million

Convention Revenue: 60% comes from attendee registrations; 32% from exhibitors; and 8% from ticketed workshops

Total Revenue (75.68%) Total Expenses (24.32%)

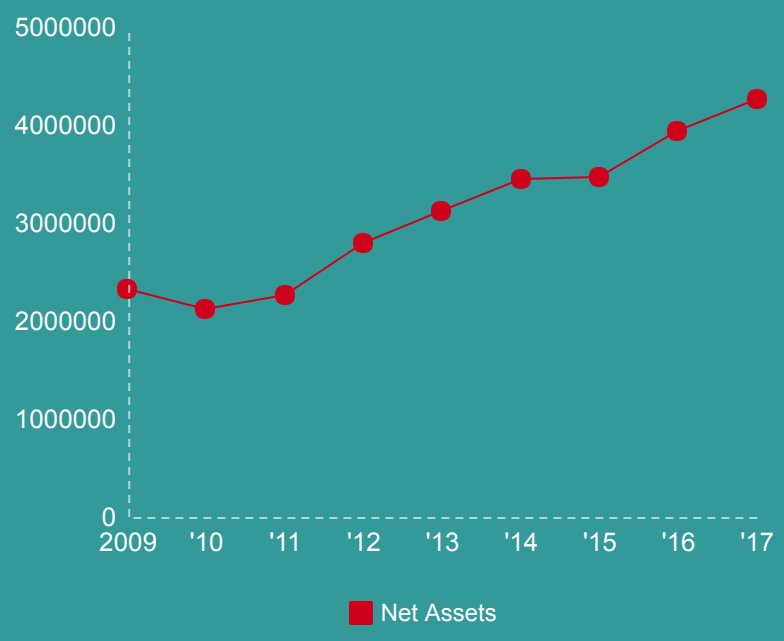
2017 NAEA National Convention

Growth Indicators

The NAEA Board of Directors has strategically aligned resources to ensure sustained and continued growth in support of the mission and 2015 - 2020 Strategic Vision.

Since 2009, NAEA's net assets have increased by 58%; while expenses have only increased by 15%. A remarkable shift in the organization's financial stability and performance.

Total Net Assets



NAEA earned the Gold Star Seal of Transparency from Guidestar in FY17

NAEA works with a Board-approved third party CPA to conduct an annual financial audit

NAEA Executive/Finance Committee and Board of Directors regularly receives and reviews financial statements at each meeting