

**NOMMA 2016**

# **Annual Membership Business Meeting**

**March 16, 2016  
Hyatt Regency Greenville  
Greenville, South Carolina**



Contents:

- 1) Minutes, 2015 General Meeting
- 2) 2016 Officers & Directors Slate
- 4) 2014-15 Financial Review

**National Ornamental & Miscellaneous Metals Association**  
*Proudly serving the industry since 1958*

# Antitrust

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**It is the policy of the National Ornamental & Miscellaneous Metals Association to comply fully with antitrust laws, both federal and state, and to avoid all conduct which is unlawful, or which may give the appearance of being in conflict with such laws.**

National Ornamental & Miscellaneous Metals Association  
NOMMA  
Membership Business Meeting  
March 11, 2015  
King of Prussia, PA

**Minutes**

The meeting was called to order at 9:20 a.m. by President Mark Koenke, followed by introductions, announcements, recognition of the board of directors, staff, NEF trustees, Auction Committee, chapter officers, past presidents, and committee and task force members.

Koenke recognized the current NOMMA officers and directors, NOMMA Education Foundation trustees, first-time attendees, auction committee, committee and task force members, past presidents, members of the Technical Affairs team, and NOMMA staff.

Koenke then recognized the 2015 METALfab sponsors.

Executive Director Todd Daniel reviewed antitrust rules and announced that the minutes had been posted on the website. He asked President Koenke to make a motion to approve the minutes. A motion was made. MOTION CARRIES.

Daniel then presented a change to the bylaws, which was approved by the board. He said the change allows for email alerts of membership business meetings. He said the change would affect Article VI, Section 1. He asked the president to call a vote. A motion was made. MOTION CARRIES.

Nominating Committee Chair JR Molina introduced the new officers and directors for 2015-2016:

President-Elect — Keith Majka, Majka Railing Co. Inc.  
Vice-President/Treasurer — Cathy Vequist, Pinpoint Solutions  
Fabricator Director (1-yr. term) — Tina Tennikait, Superior Fence & Orn. Iron  
Fabricator Director (3-yr. term) — Tony Martinez, Big D Metalworks  
Supplier Director (3-yr. term) — Stacey Lawler Taylor, Lawler Foundry Corp.

Koenke said Majka would automatically assume the role of president. A motion was to accept the slate. MOTION CARRIES. Koenke then recognized the individuals who will continue on the board and asked them to step forward. He then introduced the 2015-2016 board to the membership.

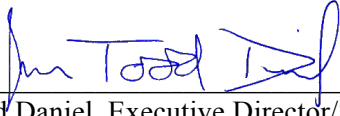
Lynn Parquette, chair of the NOMMA Education Foundation (NEF), reviewed the foundation's activities for the year, as well as upcoming plans. Mark O'Malley recognized Matt Olseng as the recipient of the Todd Kinnikin Scholarship Award.

Will Keeler came forward to report on the Metal Museum. He reported on upcoming activities, including plans for a museum service day.

Justin Pigott gave a Top Job update. He announced that all categories were open for the first time in the contest's history.

Joe Romeo and Joey Romeo briefed the membership on the insurance program and his efforts to develop the Zurich program.

Koenke announced the date and location for the next business meeting. Being no further business to come before the membership, it was moved and seconded to adjourn the meeting. MOTION CARRIED



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J. Todd Daniel, Executive Director/Secretary

3-11-15

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Date approved by the membership



## NOMMA Board of Directors Slate for 2016

The Nominating Committee, chaired by Mark Koenke, is pleased to announce the following slate of officers and directors for 2016:

### **Proposed 2016 Slate**

President — **Keith Majka**, Majka Railing Co. Inc., Paterson, NJ \*  
President-Elect — **Cathy Vequist**, Pinpoint Solutions, Jupiter, FL  
Vice-President/Treasurer — **Max Hains**, MOFAB Inc., Anderson, IN  
Fabricator Director (1 yr. term) — **Greg Bailey**, Bailey Metal Fabricators, Mitchell, SD  
Fabricator Director (3-yr. term) — **Mike Kinnikin**, Eureka Forge, Pacific, MO  
Fabricator Director (3-yr. term) — **Chris Holt**, Steel Welding, Freedom, PA  
Fabricator Director (3-yr. term) — **Marco Vasquez**, Vasquez Custom Metals Inc., Tampa, FL  
Supplier Director (3-yr. term) — **Jay Shah**, Architectural Iron Designs Inc., Plainfield, NJ

### **Remaining Board Members**

Fabricator Director (1 yr. remaining) — **Maciej Jankowski**, Artistic Iron Works, Norwalk CT  
Fabricator Director (2 yrs. remaining) — **Tony Martinez**, Big D Metalworks, Dallas, TX  
Supplier Director (2 yrs. remaining) — **Stacey Lawler Taylor**, Lawler Foundry Corp., Birmingham, AL  
Supplier Director (1 yr. remaining) — **Bill Schenke**, Ameristar, Tulsa, OK  
Immediate Past President (1 yr. remaining) — **Allyn Moseley**, Heirloom Stair & Iron, Campobello, SC

### **Retiring Board Members**

A “thank you” goes to the following retiring board members for their service on the board:

Fabricator Director — **Henry Wheeler**, Wheeler Ornamental Metals, Dothan, AL  
Supplier Director — **Dave White Jr.**, Locinox USA, La Grange Highlands, IL  
Fabricator Director — **Tina Tennikait**, Superior Fence & Orn. Iron, Cottage Hills, IL

*\* The president-elect automatically advances to president.*

A thanks to the 2016 Nominating Committee: Mark Koenke, chair; Allyn Moseley, Keith Majka, Dave White Jr., Will Keeler, and Todd Daniel (nonvoting).

NATIONAL ORNAMENTAL &  
MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE

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CONSOLIDATED FINANCIAL STATEMENTS WITH  
INDEPENDENT ACCOUNTANT'S REVIEW REPORT

JUNE 30, 2015 AND 2014

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE

TABLE OF CONTENTS

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	Page
Independent Accountant's Review Report	1
Financial Statements:	
Consolidated Statements of Financial Position as of June 30, 2015 and 2014	3
Consolidated Statements of Activities For the Years Ended June 30, 2015 and 2014	4
Consolidated Statement of Functional Expenses for the Year Ended June 30, 2015	5
Consolidated Statement of Functional Expenses for the Year Ended June 30, 2014	6
Consolidated Statements of Cash Flows for the Years Ended June 30, 2015 and 2014	7
Notes to Consolidated Financial Statements	8
Supplemental Individual Financial Statements	13

# BROOKS, MCGINNIS & COMPANY, LLC

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## INDEPENDENT ACCOUNTANT'S REVIEW REPORT

To the Boards of Directors of  
National Ornamental & Miscellaneous Metals Association, Inc.  
and NOMMA Education Foundation, Inc.:

### **Report on the Financial Statements**

We have reviewed the accompanying consolidated financial statements of National Ornamental & Miscellaneous Metals Association, Inc. (NOMMA) and its affiliate, NOMMA Education Foundation, Inc. (NEF), (non-profit organizations) which comprise the consolidated statements of financial position as of June 30, 2015 and 2014, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of NOMMA and NEF management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the consolidated financial statements as a whole. Accordingly, we do not express such an opinion.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement whether due to fraud or error.

### **Accountant's Responsibility**

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the consolidated financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

### **Accountant's Conclusion**

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying consolidated financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.



## Supplementary Information

The supplementary information included on pages 14-23 is presented for purposes of additional analysis and is not a required part of the basic financial statements. The information is the representation of management. We have reviewed the information and, based on our review, we are not aware of any material modifications that should be made to the information in order for it to be in accordance with accounting principles generally accepted in the United States of America. We have not audited the information and, accordingly, do not express an opinion on such information.

*Brooks, McInnis & Company, LLC*

Atlanta, Georgia  
October 5, 2015

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE  
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
JUNE 30, 2015 AND 2014

	2015	2014	Increase (Decrease)
<b>ASSETS</b>			
Cash and cash equivalents	\$ 179,058	\$ 367,655	\$ (188,597)
Accounts receivable, net	50,769	22,357	28,412
Prepaid expenses	1,008	1,184	(176)
Certificates of deposit	604,173	604,871	(698)
Inventory for resale	10,199	10,302	(103)
Furniture and equipment, net	1,185	3,996	(2,811)
Total assets	\$ 846,392	\$ 1,010,365	\$ (163,973)
<b>LIABILITIES AND NET ASSETS</b>			
Liabilities:			
Accounts payable	\$ 40	\$ 5,658	\$ (5,618)
Accrued expenses	13,066	20,916	(7,850)
Deferred revenue	124,320	150,473	(26,153)
Total liabilities	137,426	177,047	(39,621)
Commitments and contingencies			
Net assets:			
Unrestricted net assets	706,696	830,968	(124,272)
Temporarily restricted net assets	2,270	2,350	(80)
Total net assets	708,966	833,318	(124,352)
Total liabilities and net assets	\$ 846,392	\$ 1,010,365	\$ (163,973)

See Independent Accountant's Review Report and Accompanying Notes.

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE  
CONSOLIDATED STATEMENTS OF ACTIVITIES  
FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	2015	2014	Increase (Decrease)
Changes in unrestricted net assets:			
Revenues, gains and support:			
Membership dues	\$ 207,597	\$ 204,648	\$ 2,949
Special event, net of expenses	21,221	16,585	4,636
Fabricator magazine advertising	200,282	214,592	(14,310)
Subscriptions revenue	6,727	4,180	2,547
Supplier directory advertising and sales	24,964	33,192	(8,228)
Convention and trade show (MetalFAB)	95,182	98,753	(3,571)
Affiliate portion of MetalFAB registration fees	25,802	27,317	(1,515)
Contributions	16,676	11,825	4,851
Interest and other income	1,620	1,435	185
Release of purpose restrictions	830	-	830
Total unrestricted revenues, gains and support	600,901	612,527	(11,626)
Expenses:			
Program services:			
MetalFAB convention and trade show	161,437	133,979	27,458
Fabricator magazine	240,268	258,769	(18,501)
Member services	144,385	179,554	(35,169)
Education programs	104,826	96,505	8,321
Total program expenses	650,916	668,807	(17,891)
General and administrative	67,238	71,103	(3,865)
Fundraising	7,019	2,552	4,467
Total expenses	725,173	742,462	(17,289)
Decrease in unrestricted net assets	(124,272)	(129,935)	5,663
Changes in temporarily restricted net assets			
Contributions	750	2,350	(1,600)
Release of purpose restrictions	(830)	-	(830)
Increase (decrease) in temporarily restricted net assets	(80)	2,350	(2,430)
Decrease in net assets	(124,352)	(127,585)	3,233
Net assets, beginning of year	833,318	960,903	(127,585)
Net assets, end of year	\$ 708,966	\$ 833,318	\$ (124,352)

See Independent Accountant's Review Report and Accompanying Notes.

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE  
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED JUNE 30, 2015

	MetalFAB Convention	Fabricator Magazine	Member Services	Education Programs (NEF)	Fundraising	General and Administrative	Total
Salaries	\$ 51,245	\$ 43,653	\$ 56,939	\$ 37,907	\$ -	\$ 24,673	\$ 214,417
Payroll taxes and benefits	18,896	16,097	20,996	21,743	-	9,098	86,830
Total personnel costs	<u>70,141</u>	<u>59,750</u>	<u>77,935</u>	<u>59,650</u>	-	<u>33,771</u>	<u>301,247</u>
Contract labor	-	38,540	-	-	-	-	38,540
Exhibit expenses	37,971	-	-	-	-	-	37,971
Food and beverage	29,729	-	-	-	-	-	29,729
Event expenses	7,276	-	-	29,644	7,019	-	43,939
Supplies	1,958	1,668	2,175	508	-	943	7,252
Marketing	-	27,314	49,847	-	-	-	77,161
Travel	2,077	1,729	2,954	-	-	-	6,760
Media printing and production	5,467	83,364	2,932	4,051	-	-	95,814
Equipment and maintenance	659	561	732	171	-	317	2,440
Occupancy expenses	2,872	2,446	3,191	745	-	1,383	10,637
Depreciation	759	647	843	197	-	365	2,811
Credit card processing and bank fees	1,572	944	3,776	1,326	-	791	8,409
Legal fees	-	-	-	50	-	2,658	2,708
Accounting fees	-	-	-	-	-	14,100	14,100
Postage	956	21,351	-	195	-	-	22,502
Gifts and awards	-	-	-	926	-	-	926
Other	-	1,954	-	7,363	-	12,910	22,227
Total expenses	<u>\$ 161,437</u>	<u>\$ 240,268</u>	<u>\$ 144,385</u>	<u>\$ 104,826</u>	<u>\$ 7,019</u>	<u>\$ 67,238</u>	<u>\$ 725,173</u>
Percentage of total	<u>22.26%</u>	<u>33.13%</u>	<u>19.91%</u>	<u>14.46%</u>	<u>0.97%</u>	<u>9.27%</u>	<u>100.00%</u>

See Independent Accountant's Review Report and Accompanying Notes.

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE  
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED JUNE 30, 2014

	MetalFAB Convention	Fabricator Magazine	Member Services	Education Programs (NEF)	Fundraising	General and Administrative	Total
Salaries	\$ 50,119	\$ 43,854	\$ 79,356	\$ 37,151	\$ -	\$ 22,971	\$ 233,451
Payroll taxes and benefits	17,699	15,487	28,023	20,479	-	8,112	89,800
Total personnel costs	67,818	59,341	107,379	57,630	-	31,083	323,251
Contract labor	-	40,690	-	-	-	-	40,690
Exhibit expenses	16,514	-	-	-	-	-	16,514
Food and beverage	24,143	-	-	-	-	-	24,143
Event expenses	10,823	-	-	28,918	2,552	-	42,293
Supplies	1,361	1,191	2,155	501	-	624	5,832
Marketing	-	33,260	51,002	-	-	-	84,262
Travel	3,263	1,980	4,710	-	-	-	9,953
Media printing and production	3,676	86,757	3,072	2,038	-	-	95,543
Equipment and maintenance	628	549	994	157	-	288	2,616
Occupancy expenses	2,941	2,574	4,657	735	-	1,348	12,255
Depreciation	756	662	1,198	189	-	347	3,152
Credit card processing and bank fees	1,828	1,097	4,387	1,219	-	838	9,369
Legal fees	-	-	-	-	-	1,282	1,282
Accounting fees	-	-	-	-	-	13,848	13,848
Postage	228	26,038	-	161	-	-	26,427
Unrelated business income tax	-	2,581	-	-	-	-	2,581
Other	-	2,049	-	4,957	-	21,445	28,451
Total expenses	\$ 133,979	\$ 258,769	\$ 179,554	\$ 96,505	\$ 2,552	\$ 71,103	\$ 742,462
Percentage of total	18.05%	34.85%	24.18%	13.00%	0.34%	9.58%	100.00%

See Independent Accountant's Review Report and Accompanying Notes.

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	2015	2014	Increase (Decrease)
Cash flows from operating activities:			
Decrease in net assets	\$ (124,352)	\$ (127,585)	\$ 3,233
Adjustments to reconcile decrease in net assets to net cash used in operating activities:			
Depreciation	2,811	3,152	(341)
Changes in assets and liabilities:			
(Increase) decrease in:			
Accounts receivable	(28,412)	(5,016)	(23,396)
Prepaid expenses	176	(131)	307
Inventory	103	738	(635)
Increase (decrease) in:			
Accounts payable	(5,618)	(896)	(4,722)
Accrued expenses	(7,850)	4,336	(12,186)
Deferred revenue	(26,153)	(4,793)	(21,360)
Total adjustments	(64,943)	(2,610)	(62,333)
Net cash used in operating activities	(189,295)	(130,195)	(59,100)
Cash flows from investing activities:			
Purchase of equipment	-	(1,867)	1,867
Interest received on certificates of deposit	698	-	698
Reinvested interest on certificates of deposit	-	(707)	707
Net cash provided by (used in) investing activities	698	(2,574)	3,272
Net decrease in cash and cash equivalents	(188,597)	(132,769)	(55,828)
Cash and cash equivalents, beginning of year	367,655	500,424	(132,769)
Cash and cash equivalents, end of year	\$ 179,058	\$ 367,655	\$ (188,597)

See Independent Accountant's Review Report and Accompanying Notes.

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 2015 AND 2014

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1. Nature of Organization and Significant Accounting Policies

Nature of Organization

The National Ornamental & Miscellaneous Metals Association, Inc. (NOMMA) is an association of businesses in the ornamental and miscellaneous metals industry. NOMMA's affiliate is the NOMMA Education Foundation, Inc. (NEF). NOMMA and NEF are separately incorporated not-for-profit organizations. NOMMA is exempt from federal income tax under section 501(c)(6) of the Internal Revenue Code except as described below. NOMMA's primary purpose is to promote and advance the interests of the ornamental and miscellaneous metals industry in the United States. NOMMA established a separate not-for-profit educational foundation during the year ended June 30, 2002. The purpose of the NOMMA Education Foundation is to provide education and training opportunities to the metal working industry. NEF is exempt from federal income tax under section 501(c)(3) of the Internal Revenue Code. Since NEF was funded initially with the transfer of funds from NOMMA, and since there is certain common control and management of these entities, it is the policy of NOMMA and NEF to present consolidated financial statements.

NOMMA receives membership dues, magazine advertising and subscription revenue, provides members with technical information, meetings, an annual convention and tradeshow, and opportunities to network with other members. NEF receives contributions for its purpose as well as revenue from educational seminars and the sale of publications and videos related to the industry.

Method of Reporting

The consolidated financial statements of National Ornamental & Miscellaneous Metals Association, Inc. and Affiliate are presented on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Financial Statement Presentation

Unconditional promises to give and contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and nature of donor restrictions.

Information regarding financial position and activities are reported according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted.

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 2015 AND 2014

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1. Nature of Organization and Significant Accounting Policies – Continued

Cash and Cash Equivalents

Cash and cash equivalents at June 30, 2015 and 2014 consist of cash held primarily in demand deposit accounts. For purposes of the statements of cash flows, it is the policy of both NOMMA and NEF to consider all highly liquid debt instruments and securities with a maturity of three months or less to be cash equivalents.

Concentration of Credit Risk

At June 30, 2015 and 2014, the NOMMA and NEF bank balances and certificates of deposit exceeded insured limits of \$250,000, set by the Federal Deposit Insurance Corporation (FDIC). At June 30, 2015 and 2014, the NOMMA and NEF uninsured cash balances totaled \$159,182 and \$198,395, respectively. Management believes that cash and certificates of deposit are maintained at financial institutions with high credit ratings that would, accordingly, carry a low risk of potential loss.

Accounts Receivable

Accounts receivable consist of amounts owed for advertising. At June 30, 2015 and 2014, accounts receivable are reported net of an allowance for doubtful accounts of \$4,000.

Inventory for Resale

Inventory for resale is recorded at cost using the first-in first-out method of valuation. Inventory for resale consists of videos, books and brochures.

Furniture and Equipment

It is the policy of NOMMA and NEF to capitalize all acquisitions of furniture and equipment in excess of \$500. Furniture and equipment is recorded at cost. Depreciation is provided on the straight-line method over the estimated useful lives of the assets (3 to 5 years). When assets are disposed of, the cost and related accumulated depreciation are removed from the accounts, and any resulting gain or loss is recognized in that period. The cost of maintenance and repairs is charged to expense as incurred.

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.



NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 2015 AND 2014

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1. Nature of Organization and Significant Accounting Policies – Continued

Revenue Recognition

Membership dues are recognized based on the anniversary date of the dues received. Dues received in advance are recorded as unearned (deferred) and recognized as revenue on a monthly basis, as the revenues are earned. Program related revenue (primarily convention and trade shows) is recognized as earned when the program is held. Interest income is recognized when earned. Advertising income and publication sales are recognized upon distribution of the related publication.

Contributions

NOMMA and NEF report gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions. All contributions and unconditional promises to give that do not have donor restrictions as to purpose or time are classified as unrestricted contributions and pledges receivable.

No amounts have been reflected in the financial statements for donated services; however, a substantial number of volunteers have donated significant amounts of time to assist in the operation and activities of NOMMA and NEF. If donated services either created or enhanced non-financial assets or required specialized skill that would need to be purchased if not donated, the value of those donated professional services would be recorded.

Functional Allocation of Expenses

The costs of providing the various programs and other activities are summarized on a functional basis in the statements of activities and the statements of functional expenses. Certain costs have been allocated among the various programs and supporting services.

Promotion and Advertising Costs

Promotion and advertising costs are expensed as incurred.

Reclassification of Amounts

Certain amounts in the prior year financial statements have been reclassified to conform to the current year financial statement presentation.

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 2015 AND 2014

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1. Nature of Organization and Significant Accounting Policies – Continued

Income Taxes

NOMMA qualifies as a tax-exempt organization under Section 501(c)(6) of the Internal Revenue Code. However, NOMMA generates taxable income from advertising and subscription revenue, net of directly related expenses, derived primarily in connection with the publication of the *Fabricator* magazine. No provision for federal and state income taxes was recorded in the accompanying financial statements for the year ended June 30, 2015. A provision for federal and state income taxes totaling \$2,552 was recorded in the accompanying financial statements for the year ended June 30, 2014. NOMMA believes that it has appropriate support for any tax positions taken, and as such does not have any uncertain tax positions (based upon a “more-likely-than-not” standard for substantiation) that are material to the financial statements. The Organizations’ IRS filings for the previous three years remain subject to examination.

Subsequent Events

Management has reviewed, through October 5, 2015, (the date which these financial statements were available to issued), events occurring subsequent to June 30, 2015 in order to evaluate their impact on these financial statements.

2. Furniture and Equipment, Net

Furniture and equipment consist of the following at June 30:

	2015	2014
Office furniture and equipment	\$ 10,454	\$ 10,454
Computers and software	6,874	8,093
	17,328	18,547
Less accumulated depreciation	(16,143)	(14,551)
Total furniture and equipment, net	\$ 1,185	\$ 3,996

3. Temporarily Restricted Net Assets

As of June 30, 2015 and 2014, temporarily restricted net assets consisted of \$2,270 and \$2,350, respectively restricted for use in scholarships. \$830 was released for the year ending June 30, 2015, by incurring expenditures satisfying the restricted purpose. No amounts were released for restricted purposes during the year ending June 30, 2014.

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 2015 AND 2014

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4. In-Kind Contributions and Support to NEF

For the year ended June 30, 2015 and 2014, NEF reimbursed NOMMA for the majority of its staff time, as well as other out of pocket expenses that NOMMA paid on behalf of NEF. Management has estimated the value of these in-kind contributions to NEF. In the statements of activities for NOMMA, these estimates are recorded as in-kind contributions expense while in the statements of activities for NEF, this estimate is recorded as in-kind contributions revenue. These amounts eliminate in the consolidated statements of activities.

5. Pension Plan

NOMMA has a defined contribution pension plan covering all NOMMA employees who have been employed for two years or more. NOMMA's contributions under the plan are based on a percentage of eligible employees' salaries. For the years ended June 30, 2015 and 2014, this pension expense amounted to approximately \$15,600 and \$15,200, respectively.

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
AND AFFILIATE

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SUPPLEMENTAL INDIVIDUAL FINANCIAL STATEMENTS

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
STATEMENTS OF FINANCIAL POSITION  
AS OF JUNE 30, 2015 AND 2014

	<u>2015</u>	<u>2014</u>	<u>Increase (Decrease)</u>
<b>ASSETS</b>			
Cash and cash equivalents	\$ 70,231	\$ 207,214	\$ (136,983)
Accounts receivable, net	50,769	22,357	28,412
Prepaid expenses	1,008	1,184	(176)
Certificates of deposit	459,799	459,777	22
Furniture and equipment, net	<u>1,185</u>	<u>3,996</u>	<u>(2,811)</u>
Total assets	<u>\$ 582,992</u>	<u>\$ 694,528</u>	<u>\$ (111,536)</u>
<b>LIABILITIES AND NET ASSETS</b>			
Liabilities:			
Accounts payable	\$ 40	\$ 5,371	\$ (5,331)
Accrued expenses	13,066	20,916	(7,850)
Due to NOMMA Educational Foundation, Inc.	25,802	-	25,802
Deferred revenue	<u>124,320</u>	<u>150,473</u>	<u>(26,153)</u>
Total liabilities	<u>163,228</u>	<u>176,760</u>	<u>(13,532)</u>
Commitments and contingencies			
Net assets:			
Unrestricted net assets	<u>419,764</u>	<u>517,768</u>	<u>(98,004)</u>
Total liabilities and net assets	<u>\$ 582,992</u>	<u>\$ 694,528</u>	<u>\$ (111,536)</u>

NOMMA EDUCATION FOUNDATION  
STATEMENTS OF FINANCIAL POSITION  
FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	2015	2014	Increase (Decrease)
<b>ASSETS</b>			
Cash and cash equivalents	\$ 108,827	\$ 160,441	\$ (51,614)
Due from National Ornamental and Miscellaneous Metals Association, Inc.	25,802	-	25,802
Certificates of deposit	144,374	145,094	(720)
Inventory for resale	10,199	10,302	(103)
Total assets	\$ 289,202	\$ 315,837	\$ (26,635)
<b>LIABILITIES AND NET ASSETS</b>			
Accounts payable	\$ -	\$ 287	\$ (287)
Total liabilities	-	287	(287)
Commitments and contingencies			
Net assets:			
Unrestricted net assets	286,932	313,200	(26,268)
Temporarily restricted net assets	2,270	2,350	(80)
Total net assets	289,202	315,550	(26,348)
Total liabilities and net assets	\$ 289,202	\$ 315,837	\$ (26,635)

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION, INC.  
STATEMENTS OF ACTIVITIES  
FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	<u>2015</u>	<u>2014</u>	<u>Increase (Decrease)</u>
Changes in unrestricted net assets:			
Revenues, gains and support:			
Membership dues	\$ 207,597	\$ 204,648	\$ 2,949
Fabricator magazine advertising	200,282	214,592	(14,310)
Subscriptions revenue	6,727	4,180	2,547
Supplier directory advertising and sales	24,964	33,192	(8,228)
Convention and trade show (MetalFAB)	95,182	98,753	(3,571)
Interest and other income	376	894	(518)
Total unrestricted revenues, gains and support	<u>535,128</u>	<u>556,259</u>	<u>(21,131)</u>
Expenses:			
Program services:			
MetalFAB convention and trade show	161,437	133,979	27,458
Fabricator magazine	240,268	258,769	(18,501)
Member services	144,385	179,554	(35,169)
Education programs	19,804	18,376	1,428
Total program expenses	<u>565,894</u>	<u>590,678</u>	<u>(24,784)</u>
General and administrative	67,238	71,103	(3,865)
Total expenses	<u>633,132</u>	<u>661,781</u>	<u>(28,649)</u>
Decrease in unrestricted net assets	(98,004)	(105,522)	7,518
Net assets, beginning of year	<u>517,768</u>	<u>623,290</u>	<u>(105,522)</u>
Net assets, end of year	<u>\$ 419,764</u>	<u>\$ 517,768</u>	<u>\$ (98,004)</u>

NOMMA EDUCATION FOUNDATION  
STATEMENTS OF ACTIVITIES  
FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	2015	2014	Increase (Decrease)
Changes in unrestricted net assets:			
Revenues, gains and support:			
In-kind contributions	\$ 19,804	\$ 18,376	\$ 1,428
Special event, net of expenses	21,221	16,585	4,636
NEF portion of MetalFAB trade show registrations	25,802	27,317	(1,515)
Contributions	16,676	11,825	4,851
Interest and other income	1,244	541	703
Release of purpose restrictions	830	-	830
Total unrestricted revenues, gains and support	85,577	74,644	10,933
Expenses:			-
Program services:	104,826	96,505	8,321
Fundraising	7,019	2,552	4,467
Total expenses	111,845	99,057	12,788
Decrease in unrestricted net assets	(26,268)	(24,413)	(1,855)
Changes in temporarily restricted net assets			
Contributions	750	2,350	(1,600)
Release of purpose restrictions	(830)	-	(830)
Increase (decrease) in temporarily restricted net assets	(80)	2,350	(2,430)
Decrease in net assets	(26,348)	(22,063)	(4,285)
Net assets, beginning of year	315,550	337,613	(22,063)
Net assets, end of year	\$ 289,202	\$ 315,550	\$ (26,348)



NATIONAL ORNAMENTAL AND MISCELLANEOUS METALS ASSOCIATION, INC.  
STATEMENTS OF EXPENSES – BUDGET TO ACTUAL  
FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	2015 Budget	2015 Actual	Over (Under) Budget
Allocated expenses:			
Salaries	\$ 225,600	\$ 189,795	\$ (35,805)
Payroll taxes and benefits	85,262	69,986	(15,276)
Credit card processing	7,200	6,292	(908)
Supplies	5,700	7,250	1,550
Equipment and maintenance	2,520	2,440	(80)
Occupancy expenses	12,264	10,637	(1,627)
Depreciation	-	2,811	2,811
Total allocated costs	338,546	289,211	(49,335)
Direct costs:			
MetalFAB convention:			
Exhibit expenses	32,860	37,971	5,111
Food and beverage	36,200	29,729	(6,471)
Event expenses	14,300	7,276	(7,024)
Travel	2,900	2,077	(823)
Printing	3,300	5,467	2,167
Postage	600	958	358
	90,160	83,478	(6,682)
Fabricator magazine:			
Contract labor	43,150	38,540	(4,610)
Marketing	35,000	27,314	(7,686)
Travel	2,600	1,729	(871)
Printing and production	87,820	83,364	(4,456)
Postage-Circulation list	25,780	21,351	(4,429)
Other	-	1,954	1,954
	194,350	174,252	(20,098)
Member services:			
Marketing/member services	32,249	49,847	17,598
Travel	3,325	2,954	(371)
Printing	3,200	2,932	(268)
	38,774	55,733	16,959
General and administrative			
Legal fees	3,000	2,658	(342)
Accounting fees	14,000	14,100	100
Payroll processing and bank fees	864	791	(73)
Other	19,797	12,909	(6,888)
	37,661	30,458	(7,203)
Total expenses	\$ 699,491	\$ 633,132	\$ (66,359)

NATIONAL ORNAMENTAL AND MISCELLANEOUS METALS ASSOCIATION, INC.  
STATEMENTS OF EXPENSES – COMPARATIVE  
FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	2015 Actual	2014 Actual	Over (Under) Prior Year
Allocated expenses:			
Salaries	\$ 189,795	\$ 208,830	\$ (19,035)
Payroll taxes and benefits	69,986	73,746	(3,760)
Credit card processing	6,292	7,313	(1,021)
Supplies	7,250	5,671	1,579
Equipment and maintenance	2,440	2,615	(175)
Occupancy expenses	10,637	12,256	(1,619)
Depreciation	2,811	3,152	(341)
Total allocated costs	289,211	313,583	(24,372)
Direct costs:			
MetalFAB convention:			
Exhibit expenses	37,971	16,514	21,457
Food and beverage	29,729	24,143	5,586
Event expenses	7,276	10,823	(3,547)
Travel	2,077	3,263	(1,186)
Printing	5,467	3,676	1,791
Postage	958	227	731
	83,478	58,646	24,832
Fabricator magazine:			
Contract labor	38,540	40,690	(2,150)
Marketing	27,314	33,260	(5,946)
Travel	1,729	1,980	(251)
Printing and production	83,364	86,757	(3,393)
Postage-Circulation list	21,351	26,038	(4,687)
Other	1,954	4,631	(2,677)
	174,252	193,356	(19,104)
Member services:			
Marketing/member services	49,847	51,002	(1,155)
Travel	2,954	4,710	(1,756)
Printing	2,932	3,072	(140)
	55,733	58,784	(3,051)
General and administrative			
Legal fees	2,658	1,282	1,376
Accounting fees	14,100	13,848	252
Payroll processing and bank fees	791	838	(47)
Other	12,909	21,444	(8,535)
	30,458	37,412	(6,954)
Total expenses	\$ 633,132	\$ 661,781	\$ (28,649)

NOMMA EDUCATION FOUNDATION  
STATEMENTS OF EXPENSES – BUDGET TO ACTUAL  
FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	<u>2015</u> <u>Budget</u>	<u>2015</u> <u>Actual</u>	<u>Over (Under)</u> <u>Budget</u>
Salaries	\$ 24,621	\$ 24,621	\$ -
Payroll taxes and benefits	16,844	16,844	-
Total personnel costs	<u>41,465</u>	<u>41,465</u>	<u>-</u>
Event expenses	38,300	29,644	8,656
Fundraising expenses	6,580	7,019	(439)
Media printing and production	10,700	4,051	6,649
Bank fees	240	1,326	(1,086)
Legal fees	-	50	(50)
Accounting fees	298	-	298
Office supplies	500	546	(46)
Equipment	200	-	200
Printing	200	-	200
Postage	320	195	125
Gifts and awards	1,000	926	74
Travel and dues	1,100	1,089	11
Copyright fee	-	4,000	(4,000)
Other	5,650	1,730	3,920
	<u>65,088</u>	<u>50,576</u>	<u>14,512</u>
Non-budget items:			
Allocated expenses paid by NOMMA	<u>-</u>	<u>19,804</u>	<u>(19,804)</u>
Total expenses	<u>\$ 106,553</u>	<u>\$ 111,845</u>	<u>\$ (5,292)</u>

NOMMA EDUCATION FOUNDATION  
STATEMENTS OF EXPENSES – COMPARATIVE  
FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	<u>2015</u> Actual	<u>2014</u> Actual	Over (Under) Prior Year
Salaries	\$ 24,621	\$ 24,621	\$ -
Payroll taxes and benefits	16,844	16,054	790
Total personnel costs	<u>41,465</u>	<u>40,675</u>	<u>790</u>
Event expenses	29,644	28,918	726
Fundraising expenses	7,019	2,552	4,467
Media printing and production	4,051	2,038	2,013
Bank fees	1,326	1,219	107
Legal fees	50	-	50
Office supplies	546	161	385
Postage	195	160	35
Gifts and awards	926	-	926
Travel and dues	1,089	-	1,089
Copyright fee	4,000	-	4,000
Other	1,730	4,957	(3,227)
	<u>50,576</u>	<u>40,005</u>	<u>10,571</u>
Non-budget items:			
Allocated expenses paid by NOMMA	<u>19,804</u>	<u>18,377</u>	<u>1,427</u>
Total expenses	<u>\$ 111,845</u>	<u>\$ 99,057</u>	<u>\$ 12,788</u>

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION AND AFFILIATE, INC.  
CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES  
FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	MetalFAB Convention			Fabricator Magazine			Member Services		
	2015	2014	Over (Under) Prior Year	2015	2014	Over (Under) Prior Year	2015	2014	Over (Under) Prior Year
Salaries	\$ 51,245	\$ 50,119	\$ 1,126	\$ 43,653	\$ 43,854	\$ (201)	\$ 56,939	\$ 79,356	\$ (22,417)
Payroll taxes and benefits	18,896	17,699	1,197	16,097	15,487	610	20,996	28,023	(7,027)
Total personnel costs	70,141	67,818	2,323	59,750	59,341	409	77,935	107,379	(29,444)
Contract labor	-	-	-	38,540	40,690	(2,150)	-	-	-
Exhibit expenses	37,971	16,514	21,457	-	-	-	-	-	-
Food and beverage	29,729	24,143	5,586	-	-	-	-	-	-
Event expenses	7,276	10,823	(3,547)	-	-	-	-	-	-
Supplies	1,958	1,361	597	1,668	1,191	477	2,175	2,155	20
Marketing	-	-	-	27,314	33,260	(5,946)	49,847	51,002	(1,155)
Travel	2,077	3,263	(1,186)	1,729	1,980	(251)	2,954	4,710	(1,756)
Media printing and production	5,467	3,676	1,791	83,364	86,757	(3,393)	2,932	3,072	(140)
Equipment and maintenance	659	628	31	561	549	12	732	994	(262)
Occupancy expenses	2,872	2,941	(69)	2,446	2,574	(128)	3,191	4,657	(1,466)
Depreciation	759	756	3	647	662	(15)	843	1,198	(355)
Credit card processing and bank fees	1,572	1,828	(256)	944	1,097	(153)	3,776	4,387	(611)
Legal fees	-	-	-	-	-	-	-	-	-
Accounting fees	-	-	-	-	-	-	-	-	-
Postage	956	228	728	21,351	26,038	(4,687)	-	-	-
Unrelated business income tax	-	-	-	-	2,581	(2,581)	-	-	-
Gifts and awards	-	-	-	-	-	-	-	-	-
Other	-	-	-	1,954	2,049	(95)	-	-	-
Total expenses	\$ 161,437	\$ 133,979	\$ 27,458	\$ 240,268	\$ 258,769	\$ (18,501)	\$ 144,385	\$ 179,554	\$ (35,169)

NATIONAL ORNAMENTAL & MISCELLANEOUS METALS ASSOCIATION AND AFFILIATE, INC.  
CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES  
FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	General and Administrative			Education Programs (NEF)			Total		
	2015	2014	Over (Under) Prior Year	2015	2014	Over (Under) Prior Year	2015	2014	Over (Under) Prior Year
Salaries	\$ 24,673	\$ 22,971	\$ 1,702	\$ 37,907	\$ 37,151	\$ 756	\$ 214,417	\$ 233,451	\$ (19,034)
Payroll taxes and benefits	9,098	8,112	986	21,743	20,479	1,264	86,830	89,800	(2,970)
Total personnel costs	<u>33,771</u>	<u>31,083</u>	<u>2,688</u>	<u>59,650</u>	<u>57,630</u>	<u>2,020</u>	<u>301,247</u>	<u>323,251</u>	<u>(22,004)</u>
Contract labor	-	-	-	-	-	-	38,540	40,690	(2,150)
Exhibit expenses	-	-	-	-	-	-	37,971	16,514	21,457
Food and beverage	-	-	-	-	-	-	29,729	24,143	5,586
Event expenses	-	-	-	29,644	28,918	726	43,939	42,293	1,646
Supplies	943	624	319	508	501	7	7,252	5,832	1,420
Marketing	-	-	-	-	-	-	77,161	84,262	(7,101)
Travel	-	-	-	-	-	-	6,760	9,953	(3,193)
Media printing and production	-	-	-	4,051	2,038	2,013	95,814	95,543	271
Equipment and maintenance	317	288	29	171	157	14	2,440	2,616	(176)
Occupancy expenses	1,383	1,348	35	745	735	10	10,637	12,255	(1,618)
Depreciation	365	347	18	197	189	8	2,811	3,152	(341)
Credit card processing and bank fees	791	838	(47)	1,326	1,219	107	8,409	9,369	(960)
Legal fees	2,658	1,282	1,376	50	-	50	2,708	1,282	1,426
Accounting fees	14,100	13,848	252	-	-	-	14,100	13,848	252
Postage	-	-	-	195	161	34	22,502	26,427	(3,925)
Unrelated business income tax	-	-	-	-	-	-	-	2,581	(2,581)
Gifts and awards	-	-	-	926	-	926	926	-	(27,525)
Other	12,910	21,445	(8,535)	7,363	4,957	2,406	22,227	28,451	22,227
Total expenses	<u>\$ 67,238</u>	<u>\$ 71,103</u>	<u>\$ (3,865)</u>	<u>\$ 104,826</u>	<u>\$ 96,505</u>	<u>\$ 8,321</u>	<u>\$ 725,173</u>	<u>\$ 742,462</u>	<u>\$ (17,289)</u>