

**National Association of Investors Corporation
and Subsidiary**

**Consolidated Financial Statements
and Supplemental Material
Years Ended September 30, 2023 and 2022**

National Association of Investors Corporation and Subsidiary

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Independent Auditor's Report

To the Board of Directors
National Association of Investors Corporation
Troy, Michigan

Opinion

We have audited the accompanying consolidated financial statements of National Association of Investors Corporation and Subsidiary (the "Organization"), which comprise the consolidated balance sheets as of September 30, 2023 and 2022, and the related consolidated statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of National Association of Investors Corporation and Subsidiary as of September 30, 2023 and 2022, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of National Association of Investors Corporation and Subsidiary and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; and for 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.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about National Association of Investors Corporation and Subsidiary's ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.





In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of National Association of Investors Corporation and Subsidiary's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about National Association of Investors Corporation and Subsidiary's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Skillman Group, PLC
Certified Public Accountants

February 22, 2024
Troy, Michigan



National Association of Investors Corporation and Subsidiary

Consolidated Balance Sheets

<i>September 30,</i>	2023	2022
Assets		
Current Assets		
Cash and cash equivalents		
Home Office	\$ 1,088,049	\$ 1,399,063
Chapters	380,346	411,761
Accounts receivable		
Trade, net	6,478	15,729
Interest	16,173	-
Investments		
Home Office	1,189,106	1,297,114
Chapters	204,193	169,025
Inventory	5,452	12,205
Prepaid expenses	96,974	101,794
Prepaid income taxes	6,067	7,013
Total Current Assets	2,992,838	3,413,704
Property and Equipment		
Computer equipment and software	2,681,295	2,718,491
Furniture and fixtures	162,089	162,089
Leasehold improvements	11,335	11,335
	2,854,719	2,891,915
Less accumulated depreciation	2,722,375	2,680,541
Net Property and Equipment	132,344	211,374
Other		
Investments	335,174	209,320
Deferred tax asset, net	1,163	540
Right-of-use assets - operating leases, net of amortization of \$69,191 and \$0, respectively	154,996	-
Intangible assets	19,500	11,000
Goodwill, net	563,920	626,578
Total Other Assets	1,074,753	847,438
Total Assets	\$ 4,199,935	\$ 4,472,516

National Association of Investors Corporation and Subsidiary

Consolidated Balance Sheets

<i>September 30,</i>	2023	2022
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	\$ 134,739	\$ 281,010
Accrued payroll and related benefits	98,692	94,923
Accrued expenses	19,074	14,129
Current portion of right-of-use liability - operating leases	69,088	-
Deferred revenue, current portion	1,252,973	1,265,671
Total Current Liabilities	1,574,566	1,655,733
Long-Term Liabilities		
Right-of-use liability - operating leases, net of current portion	97,477	-
Deferred revenue, net of current portion	265,339	293,447
Total Long-Term Liabilities	362,816	293,447
Total Liabilities	1,937,382	1,949,180
Net Assets		
Net assets without donor restrictions	1,951,156	2,149,112
Net assets with donor restrictions	311,397	374,224
Total Net Assets	2,262,553	2,523,336
Total Liabilities and Net Assets	\$ 4,199,935	\$ 4,472,516

See Summary of Significant Accounting Policies and Notes to Consolidated Financial Statements.

National Association of Investors Corporation and Subsidiary

Consolidated Statements of Activities and Changes in Net Assets Year Ended September 30, 2023

	Without Donor Restrictions	With Donor Restrictions	Total
Income			
Sales			
Software sales	\$ 772,072	\$ -	\$ 772,072
Publication, book and other sales	279,932	-	279,932
National convention and other conference sales	42,056	-	42,056
Chapter program sales	29,374	-	29,374
Other sales	43,175	-	43,175
Total Sales	1,166,609	-	1,166,609
Dues			
Club membership dues	910,681	-	910,681
Individual membership dues	664,289	-	664,289
Online premium service membership dues	408,495	-	408,495
Corporate membership dues	41,342	-	41,342
Total Dues	2,024,807	-	2,024,807
Other			
Subscriptions and advertising	21,809	-	21,809
Donated advertising services	90,755	-	90,755
Investment income	77,762	-	77,762
Contributions	10,231	-	10,231
Royalty income	1,703	-	1,703
Realized and unrealized gain on investments	67,356	-	67,356
Gain on sale of property and equipment	127	-	127
Total Other	269,743	-	269,743
Income Released From Restrictions	62,827	(62,827)	-
Total Income	3,523,986	(62,827)	3,461,159
Functional Expenses			
Program expenses	3,179,077	-	3,179,077
Management and general expenses	527,151	-	527,151
Total Functional Expenses	3,706,228	-	3,706,228
Loss Before Provision For Income Taxes	(182,242)	(62,827)	(245,069)
Provision for Income Taxes			
Federal	14,161	-	14,161
State	1,553	-	1,553
Total Provision for Income Taxes	15,714	-	15,714
Change in Net Assets	(197,956)	(62,827)	(260,783)
Net Assets, Beginning of Year	2,149,112	374,224	2,523,336
Net Assets, End of Year	\$ 1,951,156	\$ 311,397	\$ 2,262,553

See Summary of Significant Accounting Policies and Notes to Consolidated Financial Statements.

National Association of Investors Corporation and Subsidiary

Consolidated Statements of Activities and Changes in Net Assets Year Ended September 30, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
Income			
Sales			
Software sales	\$ 783,980	\$ -	\$ 783,980
Publication, book and other sales	288,640	-	288,640
National convention and other conference sales	162,542	-	162,542
Chapter program sales	21,315	-	21,315
Other sales	48,853	-	48,853
Total Sales	1,305,330	-	1,305,330
Dues			
Club membership dues	981,676	-	981,676
Individual membership dues	678,761	-	678,761
Online premium service membership dues	403,523	-	403,523
Corporate membership dues	42,558	-	42,558
Total Dues	2,106,518	-	2,106,518
Other			
Subscriptions and advertising	27,282	-	27,282
Donated advertising services	60,170	-	60,170
Investment income	7,622	-	7,622
Contributions	6,421	-	6,421
Grant revenue	34,371	325,679	360,050
Royalty income	2,355	-	2,355
Realized and unrealized loss on investments	(70,957)	-	(70,957)
Total Other	67,264	325,679	392,943
Income Released from Restrictions	11,348	(11,348)	-
Total Income	3,490,460	314,331	3,804,791
Functional Expenses			
Program expenses	3,045,292	-	3,045,292
Management and general expenses	513,358	-	513,358
Total Functional Expenses	3,558,650	-	3,558,650
Income (Loss) Before Provision For Income Taxes	(68,190)	314,331	246,141
Provision for Income Taxes			
Federal	22,740	-	22,740
State	1,569	-	1,569
Total Provision for Income Taxes	24,309	-	24,309
Change in Net Assets	(92,499)	314,331	221,832
Net Assets, Beginning of Year	2,241,611	59,893	2,301,504
Net Assets, End of Year	\$ 2,149,112	\$ 374,224	\$ 2,523,336

See Summary of Significant Accounting Policies and Notes to Consolidated Financial Statements.

National Association of Investors Corporation and Subsidiary

Consolidated Statements of Functional Expenses Year Ended September 30, 2023 and 2022

	September 30, 2023			September 30, 2022		
	Program Expense	Management and General Expense	Total Expense	Program Expense	Management and General Expense	Total Expense
Salaries	\$ 1,362,667	\$ 369,710	\$ 1,732,377	\$ 1,210,283	\$ 356,251	\$ 1,566,534
Employee benefits	146,820	36,798	183,618	127,696	34,902	162,598
Printing and publications	293,751	-	293,751	291,760	-	291,760
Postage and shipping	142,762	2,563	145,325	129,997	-	129,997
Software	62,983	-	62,983	61,386	-	61,386
Depreciation and amortization	99,414	11,038	110,452	93,581	10,398	103,979
Amortization - goodwill	56,392	6,266	62,658	-	-	-
Professional fees	24,000	37,080	61,080	39,600	46,554	86,154
401(k) contributions	14,251	4,062	18,313	13,734	4,261	17,995
Grant expenses	41,829	-	41,829	31,831	-	31,831
Advertising and promotion	171,485	-	171,485	140,803	-	140,803
Donated advertising	90,755	-	90,755	60,170	-	60,170
Dues and subscriptions	-	4,544	4,544	-	7,582	7,582
Course materials and educational programs	30,011	-	30,011	21,075	-	21,075
Office supplies	7,189	753	7,942	8,430	895	9,325
Telecom licensing fees	74,755	8,306	83,061	71,565	7,952	79,517
Contract services	84,324	-	84,324	85,159	-	85,159
Travel	9,322	-	9,322	36,027	-	36,027
Taxes						
Payroll	100,394	27,412	127,806	92,213	27,264	119,477
Other	41,008	-	41,008	12,801	407	13,208
Insurance	65,424	7,269	72,693	68,140	7,571	75,711
Board expenses	33,196	-	33,196	48,112	-	48,112
National convention and other conferences	6,747	-	6,747	193,340	-	193,340
Occupancy	19,564	11,350	30,914	83,897	9,321	93,218
Amortization - right-of-use assets - operating	82,573	-	82,573	-	-	-
Bond premium resale	24,638	-	24,638	27,812	-	27,812
Bank and credit card fees	74,512	-	74,512	76,086	-	76,086
Other	18,311	-	18,311	19,794	-	19,794
Total Expenses	\$ 3,179,077	\$ 527,151	\$ 3,706,228	\$ 3,045,292	\$ 513,358	\$ 3,558,650

See Summary of Significant Accounting Policies and Notes to Consolidated Financial Statements.

National Association of Investors Corporation and Subsidiary

Consolidated Statements of Cash Flows

<i>Year Ended September 30,</i>	2023	2022
Cash Flows From Operating Activities		
Change in net assets	\$ (260,783)	\$ 221,832
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities		
Depreciation and amortization - property and equipment	110,452	103,979
Amortization - goodwill	62,658	-
Amortization of right-of-use assets - operating	82,573	-
Realized and unrealized investment (gain) loss, net	(67,356)	70,957
Gain on sale of fixed assets	(127)	-
(Increase) decrease in operating assets:		
Accounts receivable	(6,922)	(4,953)
Inventory	6,753	(5,634)
Prepaid expenses	4,820	51,266
Prepaid income taxes	946	(4,305)
Deferred tax asset	(623)	1,545
Increase (decrease) in operating liabilities:		
Accounts payable	(146,271)	98,571
Accrued payroll and related benefits	3,769	(18,384)
Accrued expenses	4,945	(667)
Right-of-use liabilities - operating	(71,004)	-
Deferred revenue	(40,806)	(249,655)
Net Cash (Used In) Provided By Operating Activities	(316,976)	264,552
Cash Flows From Investing Activities		
Proceeds from sale of investments	134,014	183,104
Purchase of investments	(119,672)	(428,371)
Increase in intangible assets	(8,500)	(11,000)
Proceeds from sale of property and equipment	127	-
Purchase of property and equipment	(31,422)	(14,067)
Net Cash Used In Investing Activities	(25,453)	(270,334)
Net Decrease in Cash and Cash Equivalents	(342,429)	(5,782)
Cash and Cash Equivalents, Beginning of Year	1,810,824	1,816,606
Cash and Cash Equivalents, End of Year	\$ 1,468,395	\$ 1,810,824

See Summary of Significant Accounting Policies and Notes to Consolidated Financial Statements.

National Association of Investors Corporation and Subsidiary

Summary of Significant Accounting Policies

Nature of Organization

National Association of Investors Corporation ("NAIC" or the "Organization"), doing business as BetterInvesting, a non-profit organization, is engaged in investment education and providing members with instruction, methods, and tools to make informed investment decisions. Revenue consists primarily of membership dues, subscriptions, and sales of publications, advertising, and market analysis tools to members and corporate sponsors throughout the country.

Effective June 1, 2009, NAIC acquired all stock of ICLUB, Inc. a for-profit entity and previous vendor of NAIC's. The former ICLUB, Inc. is now operating as ICLUBcentral, Inc. ("ICLUB"). ICLUB's revenue consists primarily of sales of software, publications, and market analysis tools to NAIC members throughout the country.

Principles of Consolidation

The consolidated financial statements include the accounts of NAIC and ICLUB. All material intercompany balances and transactions are eliminated.

Basis of Accounting

The consolidated financial statements have been prepared on the accrual basis in accordance with generally accepted accounting principles. Accordingly, revenue is recorded when earned, and expenses are recorded when incurred. The Organization reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net Assets Without Donor Restrictions

Net assets that are not subject to or are no longer subject to donor imposed stipulations.

Net Assets With Donor Restrictions

Net assets whose use is limited by donor imposed time and/or purpose restrictions.

National Association of Investors Corporation and Subsidiary

Summary of Significant Accounting Policies

Use of 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 the reported amounts of (1) assets and liabilities and the disclosure of contingent assets and liabilities as of the date of the financial statements, and (2) revenues and expenses during the reporting period. Actual results could differ from those estimates.

Risks and Uncertainties

In March 2020, the World Health Organization declared the COVID-19 outbreak a global pandemic. The global economy has been significantly impacted due to the unprecedented challenges from the COVID-19 pandemic. While the adverse conditions have stabilized since the onset of COVID-19, any resurgence of future COVID-19 variants could cause similar challenges. As such, the effect on our financial condition or results of operations is uncertain.

Fair Value Measurements

The Company values its financial assets and liabilities under accounting guidance which establishes a three-tier fair value hierarchy and prioritizes the inputs used in measuring fair value. These tiers include: Level 1, defined as observable inputs such as quoted prices in active markets; Level 2, defined as inputs other than quoted prices in active markets that are either directly or indirectly observable; and Level 3, defined as unobservable inputs in which little or no market data exists, therefore requiring an entity to develop its own assumptions. In determining fair value, the Company utilized valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible.

Much of the information used to determine fair values is highly subjective and judgmental in nature and, therefore the results may not be precise. In addition, estimates of cash flows, risk characteristics, credit quality and interest rates are all subject to change. Since the fair values are estimated as of the balance sheet date, the actual amounts, which will be realized or paid upon settlement or maturity of the related instruments, could be significantly different than the estimates.

National Association of Investors Corporation and Subsidiary

Summary of Significant Accounting Policies

Cash and Cash Equivalents

The Organization considers cash and cash equivalents to include cash in checking, savings accounts and money market accounts and all highly liquid investments with an original maturity of three months or less.

The Organization maintains cash balances with multiple commercial banks and money market funds at multiple banks, credit unions and brokerage firms. The cash accounts and money market accounts at the commercial banks are insured by the Federal Deposit Insurance Corporation (FDIC) up to a maximum of \$250,000. Money market funds held at credit unions are insured by the National Credit Union Administration (NCUA), a U.S. Government Agency up to a maximum of \$250,000. Money market accounts held by brokerage firms are not insured by the FDIC. At various times throughout the years ended September 30, 2023 and 2022, the Organization's balance has exceeded the federally-insured limit. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash. As of September 30, 2023 and 2022, there was an uninsured cash and cash equivalents balance of \$76,907 and \$120,574, respectively.

Certificates of Deposit

Certificates of deposit totaling \$1,248,080 and \$1,328,620 are included in investments at September 30, 2023 and 2022, respectively. The certificates bear annual interest rates ranging from .1% to 5.4% and have maturities ranging from six months to thirty-six months from the purchase or renewal date.

Investments

Investments are presented in the consolidated financial statements at fair value in accordance with accounting principles generally accepted in the United States of America. Investment securities are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the consolidated balance sheet.

National Association of Investors Corporation and Subsidiary

Summary of Significant Accounting Policies

Accounts Receivable

Accounts receivable, trade are stated at invoice amounts and collateral is not required. An allowance for doubtful accounts is established based on a specific assessment of all invoices that remain unpaid following normal payment periods. All amounts deemed uncollectible are charged against the allowance for doubtful accounts in the period that determination is made. The allowance for doubtful accounts was approximately \$672 and \$750 as of September 30, 2023 and 2022, respectively.

Inventory

Inventory consists of investment software, books, and publications for sale to members recorded at the lower of cost or market determination using the first-in, first-out (FIFO) method of valuation.

Property and Equipment

Property and equipment are carried at cost, less accumulated depreciation and amortization, computed on the straight-line method. Major renewals and betterments are capitalized and depreciated; repairs and maintenance that do not improve or extend the life of the respective assets are charged to expense as incurred. Assets purchased but not placed in service are capitalized and depreciation is not recognized until the asset is placed in service. Upon disposal of assets, the cost and related accumulated depreciation are removed from the accounts, and any gain or loss is included in income. Property and equipment are depreciated over their estimated useful lives as follows:

Computer Equipment and Software	3 - 10 Years
Furniture and Fixtures	3 - 10 Years
Leasehold Improvements	5 Years

Depreciation and amortization on property and equipment on the consolidated statements of activities and changes in net assets totaled \$110,452 and \$103,979 for the years ended September 30, 2023 and 2022, respectively.

Long-lived assets held and used by the Organization are reviewed for impairment whenever events or changes in circumstances indicate the carrying amount of an asset may not be recoverable. In the event that facts and circumstances indicate the cost of any long-lived assets may be impaired, an evaluation of recoverability would be performed.

National Association of Investors Corporation and Subsidiary

Summary of Significant Accounting Policies

Computer Software

The Organization has capitalized certain computer software development costs upon the establishment of technological feasibility. Technological feasibility of a computer software product is established when the Organization has completed all planning, designing, coding, and testing activities that are necessary to establish that the product can be produced to meet its design specification including functions, features, and technical performance requirements.

Capitalized software costs will be amortized on a product-by-product basis. The annual amortization shall be the greater of the amount computed using (a) the ratio that current gross revenues for a product bear to the total of current and anticipated future gross revenues for that product or (b) the straight-line method over the remaining estimated economic life of the product including the period being reported on. At September 30, 2023 and 2022, all capitalized software costs have been fully amortized.

Change in Accounting Policy

On October 1, 2022, the Organization adopted the private company option to amortize goodwill under Accounting Standards Update (ASU) 2014-02, *Intangibles - Goodwill and Other (Topic 350): Accounting for Goodwill*. Goodwill is subject to amortization over a ten year life.

Goodwill

On June 1, 2009, NAIC's wholly owned subsidiary, ICCI Merger Sub, Inc., merged with and into ICLUBcentral, Inc. and acquired certain assets in which the purchase price associated with the acquisition exceeded the estimated fair value of net assets acquired. The excess acquisition costs of \$4,486,826 were assigned to goodwill. Prior to the change in accounting policy, the Organization had recorded accumulated amortization in the amount of \$598,243, accumulated fair market adjustments in the amount of \$1,116,509 and an accumulated impairment loss in the amount of \$2,145,496, leaving a remaining goodwill balance of \$626,578 as September 30, 2022.

National Association of Investors Corporation and Subsidiary

Summary of Significant Accounting Policies

Goodwill (continued)

On October 1, 2022, the Organization elected the private company option to amortize the Organization's remaining goodwill in the amount of \$626,578. Goodwill will be amortized over a ten year life. Amortization expense for the year ended September 30, 2023 was \$62,658. Estimated future amortization expense for goodwill at September 30, 2023 is as follows: 2024: \$62,658; 2025: \$62,658; 2026: \$62,658; 2027: \$62,658; 2028: \$62,658; and thereafter: \$250,630. Goodwill, net of amortization, was \$563,920 as of September 30, 2023.

Intangible Assets

Intangible assets represents costs incurred for a youth investment book in the process being written, and not yet available for sale.

Contributions

All contributions are considered without donor restrictions unless specifically restricted by the donor. Contributions received that are designated for future periods or restricted by the donor for specific purposes are reported as with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported on the Consolidated Statements of Activities and Changes in Net Assets as income released from restrictions. Donor restricted contributions whose restrictions are met within the same year as received are reflected as contributions without donor restrictions.

Donated Services

Donated services are recorded in the financial statements to the extent that those services (a) create or enhance nonfinancial assets or (b) required specialized skills, are performed by people with those skills, and would otherwise be purchased by the Organization. Materials and other noncash donations are recorded at cost or estimated fair value determined at the date of the donation. For fiscal years ended September 30, 2023 and 2022, the Organization recorded donated advertising services and donated advertising expense in the amount of \$90,755 and \$60,170, respectively.

National Association of Investors Corporation and Subsidiary

Summary of Significant Accounting Policies

Revenue Recognition	The Organization recognizes revenue in accordance with ASC 606, <i>Revenue from Contracts with Customers</i> , based on the principle that revenue is recognized when performance obligations are satisfied. Membership dues and publication subscriptions are deferred and recognized ratably over the applicable term of the subscription period. Advertising revenue is recognized at the time of publication. Sales revenue is recognized at the time of shipment to members. See Note 7.
Advertising and Promotion Costs	Advertising and promotion costs are charged to operations when incurred. Cash paid for advertising and promotion expense for fiscal years 2023 and 2022 totaled \$171,485 and \$140,803, respectively. Donated advertising expense totaled \$90,755 and \$60,170 for the years ended September 30, 2023 and 2022, respectively.
Functional Expenses	The financial statements report certain categories of expenses that are attributable to both program and supporting functions. These expenses are allocated on the basis of estimates of time and space utilized in those functions.
Federal Income Taxes	NAIC is a tax-exempt organization; however, federal taxes are payable on its unrelated business income, comprised solely of advertising income net of direct advertising expenses. NAIC's wholly owned subsidiary, ICLUBcentral, Inc., is a for-profit entity and subject to income taxes.
Reclassifications	Certain balances from the 2022 financial statements have been reclassified to conform to the 2023 financial statement presentation. Such reclassifications had no effect on the previously reported changes in net assets for the year ended September 30, 2022.

National Association of Investors Corporation and Subsidiary

Summary of Significant Accounting Policies

Accounting Pronouncements Adopted in the Current Year

As of October 1, 2022, the Organization adopted the Financial Accounting Standards Board ("FASB") Accounting Standards Updated ("ASU") No. 2016-02, *Leases (Topic 842)*, on a modified retrospective approach. Under the new guidance, a lessee will be required to recognize assets and liabilities for leases with lease terms of more than twelve months. Consistent with previous GAAP, the recognition, measurement, and presentation of expenses and cash flows arising from a lease by a lessee primarily will depend on its classification as a finance or operating lease. However, unlike previous GAAP, which requires only capital leases to be recognized on the balance sheet, the new ASU requires both types of leases to be recognized on the balance sheet. Various subsequent accounting standards have been issued by the FASB that clarify, modify, or expand the guidance for Topic 842. Comparative prior periods were not adjusted upon adoption, as the Organization utilized the practical expedient available under the guidance. See Note 3.

In September 2020, the Financial Accounting Standards Board ("FASB") issued ASU No. 2020-07, *Not-for-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. The objective of this ASU is to increase transparency of contributed nonfinancial assets for not-for-profit ("NFP") entities through enhancements to presentation and disclosure. The amendments in this ASU apply to NFPs that receive contributed nonfinancial assets. Contribution revenue may be presented in the financial statements using different terms (for example, gifts, donations, grants, gifts-in-kind, donated services, or other terms). The term nonfinancial asset includes fixed assets (such as land, buildings, and equipment), use of fixed assets or utilities, materials and supplies, intangible assets, services, and unconditional promises of those assets. The amendments in this ASU improves financial reporting by providing new presentation and disclosure requirements about contributed nonfinancial assets for NFPs, including additional disclosure requirements for recognized contributed services. The amendment did not change the recognition and measurement requirements. The adoption of ASU No. 2020-07 effective October 1, 2022, applied on a retrospective basis, did not have a material effect on the Organization's financial statements.

National Association of Investors Corporation and Subsidiary

Notes to Consolidated Financial Statements

1. Fair Value Measurements

Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 820, *Fair Value Measurements and Disclosures*, provides the framework for measuring fair value. This framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described as follows:

Level 1 Fair Value Measurements

Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets.

Common Stock

Valued at the closing price reported in the active market in which the individual securities are traded.

Mutual Funds

Valued using the Net Asset Value (NAV) of shares held by the Fund at year-end. The NAV is based on the value of the underlying assets owned by the fund, minus its liabilities, and then divided by the number of shares outstanding. The NAV is quoted in an active market.

Level 2 Fair Value Measurements

Inputs for the valuation methodology include quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in inactive markets; inputs other than quoted prices that are observable for the asset or liability; inputs that are derived principally from or corroborated by observable market data by correlation or other means. If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

National Association of Investors Corporation and Subsidiary

Notes to Consolidated Financial Statements

1. Fair Value Measurements (continued)

Level 2 Fair Value Measurements - (continued)

Certificate of Deposits

Valued at fair value by discounting the related cash flows based on current yields of similar instruments with comparable durations considering the credit-worthiness of the issuer.

Level 3 Fair Value Measurements

Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

In instances where inputs used to measure fair value fall into different levels in the above fair value hierarchy, fair value measurements in their entirety are categorized based on the lowest level input that is significant to the valuation. NAIC's assessment of the significant particular inputs to these fair value measurements requires judgment and considers factors specific to each asset.

Realized and unrealized gains and losses from these assets are reported on the Consolidated Statements of Activities and Changes in Net Assets as they occur.

There have been no changes in the methodologies used at September 30, 2023 and 2022.

National Association of Investors Corporation and Subsidiary

Notes to Consolidated Financial Statements

2. Investments

The tables below segregate all assets as of September 30, 2023 and 2022 that are measured at fair value on a recurring basis (at least annually) into the most appropriate level within the fair value hierarchy based on the inputs used to determine the fair value at the measurement date:

Description	9/30/2023	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Certificate of Deposits	\$ 1,248,080	\$ -	\$ 1,248,080	\$ -
Mutual Funds	145,219	145,219	-	-
Common Stock	335,174	335,174	-	-
Total	\$ 1,728,473	\$ 480,393	\$ 1,248,080	\$ -

Description	9/30/2022	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Certificate of Deposits	\$ 1,328,620	\$ -	\$ 1,328,620	\$ -
Mutual Funds	137,519	137,519	-	-
Common Stock	209,320	209,320	-	-
Total	\$ 1,675,459	\$ 346,839	\$ 1,328,620	\$ -

National Association of Investors Corporation and Subsidiary

Notes to Consolidated Financial Statements

3. Leases

Effective October 1, 2022, the Organization adopted the new lease accounting guidance in Accounting Standards Update No. 2016-02, Leases (Topic 842). The Organization has elected the package of practical expedients permitted in ASC Topic 842. Accordingly, the Organization accounted for its existing operating leases as operating leases under the new guidance, without reassessing (a) whether the contract contains a lease under ASC topic 842, (b) whether the classification of the lease would be different in accordance with ASC Topic 842, or (c) whether the unamortized initial direct costs before transition adjustments (as of September 30, 2022) would have met the elimination of initial direct costs in ASC Topic 842 at lease commencement. As a result of the adoption of the new lease accounting guidance, the Organization recognized on October 1, 2022 (the beginning of the earliest period presented) (a) a lease liability of \$236,718 which represents the present value of the remaining lease payments of \$238,400, discounted a risk free interest rate of .426%, and (b) a right-of-use asset of \$224,187, which represents the lease liability of \$236,718, adjusted for accrued rent of \$12,531.

The Organization leases its office, and certain office equipment for various terms under long-term, non-cancelable operating lease agreements. The leases expire at various dates through 2026 and provide for renewal options. In the normal course of business, it is expected that these leases will be renewed or replaced by new leases.

The following is a maturity analysis of the annual undiscounted cash flows of the operating lease liabilities as of September 30, 2023:

<i>September 30,</i>		2023
2024	\$	69,640
2025		68,914
2026		28,841
Total	\$	167,395

National Association of Investors Corporation and Subsidiary

Notes to Consolidated Financial Statements

3. Leases (continued)

Below is a summary of pertinent information regarding the Organization's lease obligations:

<i>September 30,</i>	<i>2023</i>
Operating Lease Cost	\$ 82,573
Operating Leases - Operating Cash Flows Fixed Payments	\$ 71,004
Operating Leases - Operating Cash Flows Liability Reduction	\$ 70,156
New Right-of-Use Assets - Operating Leases	\$ 224,187
Weighted Average Lease Term - Operating Leases	2.38 years
Weighted Average Discount Rate - Operating Leases	0.43%

4. Income Taxes

NAIC was granted exemption from income taxes under Section 501(a), as described in Section 501(c)(3) of the Internal Revenue Code, effective May 20, 1998, with retroactive application under Section 501(c)(4) to inception.

ICLUBcentral, Inc., a wholly owned subsidiary C Corporation, is subject to federal and state income taxes. The Organization determines its income tax provision using the tax asset and liability method. Under this method, deferred tax assets and liabilities are recognized for the expected future tax consequences of temporary differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. The Organization also recognizes future tax benefits associated with tax loss and credit carryforwards as deferred tax assets. The Organization's tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized.

National Association of Investors Corporation and Subsidiary

Notes to Consolidated Financial Statements

4. Income Taxes (continued)

The Organization measures deferred assets and liabilities using enacted tax rates in effect for the year in which the Organization expects to recover or settle the temporary differences. The effect of a change in tax rates on deferred taxes is recognized in the period that the change is enacted. The Organization reduces net tax assets for the estimated additional tax and interest that may result from tax authorities disputing uncertain tax positions the Company has taken.

In accordance with the provisions of ASC Topic 740, *Income Taxes*, the Organization analyzed its filing positions in the federal and state jurisdictions where it is required to file income tax returns, as well as all open tax years in the jurisdictions. The Organization has also elected to retain its existing accounting policy with respect to the treatment of interest and penalties attributable to income taxes, and continues to reflect any changes for such, to the extent they arise, as a component of its income tax expense.

The Organization has also evaluated the provisions of ASC 740, *Accounting for Uncertainty in Income Taxes*, and concluded that there are no significant uncertain tax positions requiring recognition in the Organization's financial statements. The evaluation was performed for the fiscal years 2019 through 2022, the years which remain subject to examination by major tax jurisdictions as of September 30, 2023. The Organization does not expect the total amount of unrecognized tax benefits ("UTB") (e.g., tax deductions, exclusions, or credits claimed or expected to be claimed) to significantly increase in the next 12 months. The Organization does not have any amounts accrued for interest and penalties related to UTBs at September 30, 2023 and 2022, and is not aware of any claims for such amounts by federal or state income tax authorities.

National Association of Investors Corporation and Subsidiary

Notes to Consolidated Financial Statements

- 4. Income Taxes** The provision for federal and state income taxes for the years ended
(continued) September 30, 2023 and 2022 are as follows:

<i>Year Ended September 30,</i>	2023	2022
Current Federal Income Tax Expense	\$ 13,288	\$ 24,517
Deferred Federal Income Tax Benefit	(148)	(2,163)
Tax Valuation Allowance	1,021	386
Total Federal Income Tax Expense	14,161	22,740
State Income Tax	1,553	1,569
Total Provision for Income Taxes	\$ 15,714	\$ 24,309

<i>Year Ended September 30,</i>	2023	2022
Deferred Tax Assets Relating to Timing Differences		
Arising From		
Vacation Accrual	\$ 1,163	\$ 2,190
Impairment of Goodwill	590,972	577,592
Less Valuation Allowance	(590,972)	(577,592)
Total Deferred Tax Assets	1,163	2,190
Deferred Tax Liabilities		
Fixed Assets	-	(1,650)
Net Deferred Tax Asset	\$ 1,163	\$ 540

A valuation allowance was recorded in the financial statements at September 30, 2023 and 2022. The Organization has no intention of selling ICLUBcentral, Inc. and therefore, the deferred tax asset will not be realized in the foreseeable future.

National Association of Investors Corporation and Subsidiary

Notes to Consolidated Financial Statements

**5. Net Assets
With Donor
Restrictions**

Net assets with donor restrictions consist of the following:

<i>September 30,</i>	2023	2022
Calbert Educator Fund	\$ 292,213	\$ 325,629
NYSE Grant	18,450	27,580
FINRA Grant	434	11,347
Building Wealth Fund	200	200
Education Fund	100	100
Ally Grant	-	9,368
Total	\$ 311,397	\$ 374,224

**6. Shared
Services
Agreement**

NAIC and ICLUB signed a shared services agreement effective through May 31, 2014, and exercised its automatic renewal extension through May 31, 2024, which allows for allocation of shared costs between entities. Total shared costs for the period ending September 30, 2023 and 2022 was \$207,111 and \$219,025, respectively. The effects of these transactions have been eliminated on the consolidated financial statements.

**7. Revenue
Recognition**

The Organization derives its revenues from its sale of products and services, spanning up to a three year period. Revenue is recognized when the product or service is provided, or ratably over the life of the contract or subscription. Contract liabilities, reported on the Consolidated Balance Sheet as deferred revenue, represent amounts received for the promise of a continued future service or subscription, not yet provided. Contract liabilities were as follows for the year ended September 30:

	2023	2022	2021
Contract Liabilities	\$ 1,518,312	\$ 1,559,118	\$ 1,808,773

National Association of Investors Corporation and Subsidiary

Notes to Consolidated Financial Statements

8. Liquidity and Availability of Financial Assets

The following reflect the Organization's financial assets as of the balance sheet date, reduced by amounts not available for general use within one year of the balance sheet date because of contractual or donor imposed restrictions.

<i>September 30,</i>	2023	2022
Cash and Cash Equivalents	\$ 1,468,395	\$ 1,810,824
Accounts Receivable, collected in less than one year	22,651	15,729
Investments	1,393,299	1,466,139
Total Financial Assets	2,884,345	3,292,692
Donor Imposed Restrictions		
Other Donor Restrictions	(311,397)	(374,224)
Financial Assets Available to Meet Cash Needs for Expenditures Within One Year		
	\$ 2,572,948	\$ 2,918,468

9. Employee Benefit Plan

The Organization has an employee 401(k) salary deferral plan. All employees who have completed six months of service are eligible to participate in the plan. The Organization matches 25% of a participant's elective deferral up to a maximum of 6% of gross pay. Maximum contributions are also limited by the Internal Revenue Service regulations. The Organization made contributions of approximately \$18,000 to the plan for the years ended September 30, 2023 and 2022.

10. Supplemental Cash Flow Information

<i>Year Ended September 30,</i>	2023	2022
Cash Paid For Taxes	\$ 15,975	\$ 25,500

11. Subsequent Events

The Organization has evaluated subsequent events through February 22, 2024, the date the financial statements were available to be issued and has determined that there were not additional adjustments or disclosures required.

Supplemental Material





Independent Auditor's Report on Consolidating Information

To the Board of Directors
National Association of Investors Corporation

We have audited the consolidated financial statements of National Association of Investors Corporation and Subsidiary as of and for the years ended September 30, 2023 and 2022, and our report thereon dated February 22, 2024, which expressed an unmodified opinion on those financial statements, appears on pages 3 - 4. Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information presented on pages 30 - 37 is presented for the purposes of additional analysis of the consolidated financial statements, rather than to present the financial position, results of operations, and cash flows of the individual companies, and it is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The consolidating information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the consolidating information presented on pages 30 - 37 is fairly stated in all material respects in relation to the consolidated financial statements taken as a whole.

Skillman Group, PLC
Certified Public Accountants

Troy, Michigan
February 22, 2024



National Association of Investors Corporation and Subsidiary

Consolidating Balance Sheet September 30, 2023

	NAIC	ICLUBcentral, Inc.	Eliminations	Consolidated
Assets				
Current Assets				
Cash and cash equivalents				
Home office	\$ 608,077	\$ 479,972	\$ -	\$ 1,088,049
Chapters	380,346	-	-	380,346
Accounts receivable				
Trade, net	6,478	-	-	6,478
Interest	5,905	10,268	-	16,173
Related party	42,532	-	(42,532)	-
Investments				
Home office	464,655	724,451	-	1,189,106
Chapters	204,193	-	-	204,193
Inventory	3,482	1,970	-	5,452
Prepaid expenses	88,193	8,781	-	96,974
Prepaid income taxes	4,067	2,000	-	6,067
Total Current Assets	1,807,928	1,227,442	(42,532)	2,992,838
Property and Equipment				
Computer equipment and software	2,623,672	57,623	-	2,681,295
Furniture and fixtures	161,489	600	-	162,089
Leasehold improvements	11,335	-	-	11,335
	2,796,496	58,223	-	2,854,719
Less accumulated depreciation	2,664,152	58,223	-	2,722,375
Net Property and Equipment	132,344	-	-	132,344
Other				
Investments	334,680	494	-	335,174
Deferred tax asset, net	-	1,163	-	1,163
Investment in subsidiary	1,204,460	-	(1,204,460)	-
Right-of-use assets - operating lease, net of amortization of \$69,191	154,996	-	-	154,996
Intangible assets	19,500	-	-	19,500
Goodwill, net	-	563,920	-	563,920
Total Other Assets	1,713,636	565,577	(1,204,460)	1,074,753
Total Assets	\$ 3,653,908	\$ 1,793,019	\$ (1,246,992)	\$ 4,199,935

National Association of Investors Corporation and Subsidiary

Consolidating Balance Sheet September 30, 2023

	NAIC	ICLUBcentral, Inc.	Eliminations	Consolidated
Liabilities and Net Assets				
Current Liabilities				
Accounts payable				
Trade	\$ 114,634	\$ 20,105	\$ -	\$ 134,739
Related party	7,011	35,521	(42,532)	-
Accrued payroll and related benefits	82,179	16,513	-	98,692
Accrued expenses	295	18,779	-	19,074
Current portion of right-of-use liability - operating lease	69,088	-	-	69,088
Deferred revenue, current portion	922,213	330,760	-	1,252,973
Total Current Liabilities	1,195,420	421,678	(42,532)	1,574,566
Long-Term Liabilities				
Right-of-use liability - operating lease, net of current portion	97,477	-	-	97,477
Deferred revenue, net of current portion	98,458	166,881	-	265,339
Total Long-Term Liabilities	195,935	166,881	-	362,816
Total Liabilities	1,391,355	588,559	(42,532)	1,937,382
Net Assets				
Retained earnings	-	1,204,460	(1,204,460)	-
Net assets without donor restrictions	1,951,156	-	-	1,951,156
Net assets with donor restrictions	311,397	-	-	311,397
Total Net Assets	2,262,553	1,204,460	(1,204,460)	2,262,553

Total Liabilities and Net Assets	\$ 3,653,908	\$ 1,793,019	\$ (1,246,992)	\$ 4,199,935
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See Independent Auditor's Report on Consolidating Information.

National Association of Investors Corporation and Subsidiary

Consolidating Balance Sheet September 30, 2022

	NAIC	ICLUBcentral, Inc.	Eliminations	Consolidated
Assets				
Current Assets				
Cash and cash equivalents				
Home office	\$ 909,140	\$ 489,923	\$ -	\$ 1,399,063
Chapters	411,761	-	-	411,761
Accounts receivable				
Trade, net	15,729	-	-	15,729
Related party	100,995	-	(100,995)	-
Investments				
Home office	598,669	698,445	-	1,297,114
Chapters	169,025	-	-	169,025
Inventory	9,675	2,530	-	12,205
Prepaid expenses	95,284	6,510	-	101,794
Prepaid income taxes	5,013	2,000	-	7,013
Total Current Assets	2,315,291	1,199,408	(100,995)	3,413,704
Property and Equipment				
Computer equipment and software	2,660,868	57,623	-	2,718,491
Furniture and fixtures	161,489	600	-	162,089
Leasehold improvements	11,335	-	-	11,335
	2,833,692	58,223	-	2,891,915
Less accumulated depreciation	2,622,318	58,223	-	2,680,541
Net Property and Equipment	211,374	-	-	211,374
Other				
Investments	208,887	433	-	209,320
Deferred tax asset, net	-	540	-	540
Investment in subsidiary	1,242,505	-	(1,242,505)	-
Intangible assets	11,000	-	-	11,000
Goodwill, net	-	626,578	-	626,578
Total Other Assets	1,462,392	627,551	(1,242,505)	847,438
Total Assets	\$ 3,989,057	\$ 1,826,959	\$ (1,343,500)	\$ 4,472,516

National Association of Investors Corporation and Subsidiary

Consolidating Balance Sheet September 30, 2022

	NAIC	ICLUBcentral, Inc.	Eliminations	Consolidated
Liabilities and Net Assets				
Current Liabilities				
Accounts payable				
Trade	\$ 257,432	\$ 23,578	\$ -	\$ 281,010
Related party	62,089	38,906	(100,995)	-
Accrued payroll and related benefits	83,260	11,663	-	94,923
Accrued expenses	327	13,802	-	14,129
Deferred revenue, current portion	936,882	328,789	-	1,265,671
Total Current Liabilities	1,339,990	416,738	(100,995)	1,655,733
Long-Term Liabilities				
Deferred revenue, net of current portion	125,731	167,716	-	293,447
Total Liabilities	1,465,721	584,454	(100,995)	1,949,180
Net Assets				
Retained earnings	-	1,242,505	(1,242,505)	-
Net assets without donor restrictions	2,149,112	-	-	2,149,112
Net assets with donor restrictions	374,224	-	-	374,224
Total Net Assets	2,523,336	1,242,505	(1,242,505)	2,523,336
Total Liabilities and Net Assets	\$ 3,989,057	\$ 1,826,959	\$ (1,343,500)	\$ 4,472,516

See Independent Auditor's Report on Consolidating Information.

National Association of Investors Corporation and Subsidiary

Consolidating Statement of Activities and Changes in Net Assets Year Ended September 30, 2023

	Without Donor Restrictions		Eliminations	Total	With Donor Restrictions	Consolidated
	NAIC	ICLUB Central, Inc.		Without Donor Restrictions		
Income						
Sales						
Software sales	\$ 209,636	\$ 772,072	\$ (209,636)	\$ 772,072	\$ -	\$ 772,072
Publication, book and other sales	4,961	274,971	-	279,932	-	279,932
Natrional convention and other conference sales	42,056	-	-	42,056	-	42,056
Chapter program sales	29,374	-	-	29,374	-	29,374
Other sales	43,175	-	-	43,175	-	43,175
Total Sales	329,202	1,047,043	(209,636)	1,166,609	-	1,166,609
Dues						
Club membership dues	910,681	-	-	910,681	-	910,681
Individual membership dues	664,289	-	-	664,289	-	664,289
Online premium service membership dues	408,495	-	-	408,495	-	408,495
Corporate membership dues	41,342	-	-	41,342	-	41,342
Total Dues	2,024,807	-	-	2,024,807	-	2,024,807
Other						
Subscriptions and advertising	21,809	-	-	21,809	-	21,809
Donated advertising services	90,755	-	-	90,755	-	90,755
Investment income	44,756	33,006	-	77,762	-	77,762
Contributions	10,231	-	-	10,231	-	10,231
Royalty income	1,703	-	-	1,703	-	1,703
Realized and unrealized gain on investments	66,289	1,067	-	67,356	-	67,356
Shared services income	207,111	-	(207,111)	-	-	-
Gain on sale of property and equipment	127	-	-	127	-	127
Loss from subsidiary	(38,045)	-	38,045	-	-	-
Total Other	404,736	34,073	(169,066)	269,743	-	269,743
Income Released from Restrictions	62,827	-	-	62,827	(62,827)	-
Total Income	2,821,572	1,081,116	(378,702)	3,523,986	(62,827)	3,461,159
Functional Expenses						
Program Expenses	2,542,632	843,556	(207,111)	3,179,077	-	3,179,077
Management and General	462,112	274,675	(209,636)	527,151	-	527,151
Total Functional Expenses	3,004,744	1,118,231	(416,747)	3,706,228	-	3,706,228
Loss Before Provision for Income Taxes	(183,172)	(37,115)	38,045	(182,242)	(62,827)	(245,069)
Provision (Benefit) for Income Taxes						
Federal	14,784	(623)	-	14,161	-	14,161
State	-	1,553	-	1,553	-	1,553
Total Provision for Income Taxes	14,784	930	-	15,714	-	15,714
Change in Net Assets	(197,956)	(38,045)	38,045	(197,956)	(62,827)	(260,783)
Net Assets, beginning of year	2,149,112	1,242,505	(1,242,505)	2,149,112	374,224	2,523,336
Net Assets, end of year	\$ 1,951,156	\$ 1,204,460	\$ (1,204,460)	\$ 1,951,156	\$ 311,397	\$ 2,262,553

See Independent Auditor's Report on Consolidating Information.

National Association of Investors Corporation and Subsidiary

Consolidating Statement of Activities and Changes in Net Assets Year Ended September 30, 2022

	Without Donor Restrictions		Eliminations	Total	With Donor Restrictions	Consolidated
	NAIC	ICLUB Central, Inc.		Without Donor Restrictions		
Income						
Sales						
Software sales	\$ 207,124	\$ 783,980	\$ (207,124)	\$ 783,980	\$ -	\$ 783,980
Publication, book and other sales	6,415	282,225	-	288,640	-	288,640
National convention and other conference sales	162,542	-	-	162,542	-	162,542
Chapter program sales	21,315	-	-	21,315	-	21,315
Other sales	48,853	-	-	48,853	-	48,853
Total Sales	446,249	1,066,205	(207,124)	1,305,330	-	1,305,330
Dues						
Club membership dues	981,676	-	-	981,676	-	981,676
Individual membership dues	678,761	-	-	678,761	-	678,761
Online premium service membership dues	403,523	-	-	403,523	-	403,523
Corporate membership dues	42,558	-	-	42,558	-	42,558
Total Dues	2,106,518	-	-	2,106,518	-	2,106,518
Other						
Subscriptions and advertising	27,282	-	-	27,282	-	27,282
Donated advertising services	60,170	-	-	60,170	-	60,170
Investment income	6,527	1,095	-	7,622	-	7,622
Contributions	6,421	-	-	6,421	-	6,421
Grant revenue	34,371	-	-	34,371	325,679	360,050
Royalty income	2,355	-	-	2,355	-	2,355
Realized and unrealized loss on investments	(69,480)	(1,477)	-	(70,957)	-	(70,957)
Shared services income	219,025	-	(219,025)	-	-	-
Income from subsidiary	31,960	-	(31,960)	-	-	-
Total Other	318,631	(382)	(250,985)	67,264	325,679	392,943
Income Released From Restrictions	11,348	-	-	11,348	(11,348)	-
Total Income	2,882,746	1,065,823	(458,109)	3,490,460	314,331	3,804,791
Functional Expenses						
Program Expenses	2,492,414	771,903	(219,025)	3,045,292	-	3,045,292
Management and General Expenses	461,636	258,846	(207,124)	513,358	-	513,358
Total Functional Expenses	2,954,050	1,030,749	(426,149)	3,558,650	-	3,558,650
Income (Loss) Before Provision for Income Taxes	(71,304)	35,074	(31,960)	(68,190)	314,331	246,141
Provision for Income Taxes						
Federal	21,195	1,545	-	22,740	-	22,740
State	-	1,569	-	1,569	-	1,569
Total Provision for Income Taxes	21,195	3,114	-	24,309	-	24,309
Change in Net Assets	(92,499)	31,960	(31,960)	(92,499)	314,331	221,832
Net Assets, beginning of year	2,241,611	1,210,545	(1,210,545)	2,241,611	59,893	2,301,504
Net Assets, end of year	\$ 2,149,112	\$ 1,242,505	\$ (1,242,505)	\$ 2,149,112	\$ 374,224	\$ 2,523,336

See Independent Auditor's Report on Consolidating Information.

National Association of Investors Corporation and Subsidiary

Consolidating Schedules of Functional and Operating Expenses Year Ended September 30, 2023

	NAIC			ICLUBcentral, Inc.			Eliminations	Consolidated		
	Program Expense	Management and General Expense	Total Expense	Program Expense	Management and General Expense	Total Expense		Program Expense	Management and General Expense	Total Expense
Operating Expenses										
Salaries	\$ 1,102,209	\$ 339,559	\$ 1,441,768	\$ 260,458	\$ 30,151	\$ 290,609	\$ -	\$ 1,362,667	\$ 369,710	\$ 1,732,377
Employee benefits	102,971	31,722	134,693	43,849	5,076	48,925	-	146,820	36,798	183,618
Printing and publications	192,576	-	192,576	101,175	-	101,175	-	293,751	-	293,751
Postage and shipping	142,762	2,563	145,325	-	-	-	-	142,762	2,563	145,325
Software	62,755	-	62,755	228	-	228	-	62,983	-	62,983
Depreciation and amortization	99,414	11,038	110,452	-	-	-	-	99,414	11,038	110,452
Amortization - goodwill	-	-	-	56,392	6,266	62,658	-	56,392	6,266	62,658
Professional fees	-	23,280	23,280	24,000	13,800	37,800	-	24,000	37,080	61,080
401(k) contributions	12,544	3,864	16,408	1,707	198	1,905	-	14,251	4,062	18,313
Grant expense	41,829	-	41,829	-	-	-	-	41,829	-	41,829
Advertising and promotion	127,937	-	127,937	43,548	209,636	253,184	(209,636)	171,485	-	171,485
Donated advertising	90,755	-	90,755	-	-	-	-	90,755	-	90,755
Dues and subscriptions	-	2,970	2,970	-	1,574	1,574	-	-	4,544	4,544
Course materials/educational programs	30,011	-	30,011	-	-	-	-	30,011	-	30,011
Office supplies	6,889	719	7,608	300	34	334	-	7,189	753	7,942
Telecom and software licensing fees	29,603	3,289	32,892	45,152	5,017	50,169	-	74,755	8,306	83,061
Contract services	84,324	-	84,324	-	-	-	-	84,324	-	84,324
Travel	5,043	-	5,043	4,279	-	4,279	-	9,322	-	9,322
Taxes										
Payroll	82,108	25,295	107,403	18,286	2,117	20,403	-	100,394	27,412	127,806
Other	41,008	-	41,008	-	-	-	-	41,008	-	41,008
Insurance	65,424	7,269	72,693	-	-	-	-	65,424	7,269	72,693
Board expenses	30,467	-	30,467	2,729	-	2,729	-	33,196	-	33,196
National convention and other conferences	6,747	-	6,747	-	-	-	-	6,747	-	6,747
Occupancy	12,317	10,544	22,861	7,247	806	8,053	-	19,564	11,350	30,914
Amortization - right-of-use assets - operating	82,573	-	82,573	-	-	-	-	82,573	-	82,573
Bond premium resale	24,638	-	24,638	-	-	-	-	24,638	-	24,638
Shared services	-	-	-	207,111	-	207,111	(207,111)	-	-	-
Bank and credit card fees	47,466	-	47,466	27,046	-	27,046	-	74,512	-	74,512
Other	18,262	-	18,262	49	-	49	-	18,311	-	18,311
Total Functional and Operating Expenses	\$ 2,542,632	\$ 462,112	\$ 3,004,744	\$ 843,556	\$ 274,675	\$ 1,118,231	\$ (416,747)	\$ 3,179,077	\$ 527,151	\$ 3,706,228

See Independent Auditor's Report on Consolidating Information.

National Association of Investors Corporation and Subsidiary

Consolidating Schedules of Functional and Operating Expenses Year Ended September 30, 2022

	NAIC			ICLUBcentral, Inc.			Eliminations	Consolidated		
	Program Expense	Management and General Expense	Total Expense	Program Expense	Management and General Expense	Total Expense		Program Expense	Management and General Expense	Total Expense
Operating Expenses										
Salaries	\$ 970,479	\$ 328,276	\$ 1,298,755	\$ 239,804	\$ 27,975	\$ 267,779	\$ -	\$ 1,210,283	\$ 356,251	\$ 1,566,534
Employee benefits	90,277	30,537	120,814	37,419	4,365	41,784	-	127,696	34,902	162,598
Printing and publications	188,940	-	188,940	102,820	-	102,820	-	291,760	-	291,760
Postage and shipping	129,997	-	129,997	-	-	-	-	129,997	-	129,997
Software	61,075	-	61,075	311	-	311	-	61,386	-	61,386
Depreciation and amortization	93,040	10,337	103,377	541	61	602	-	93,581	10,398	103,979
Professional fees	15,600	35,754	51,354	24,000	10,800	34,800	-	39,600	46,554	86,154
401(k) contributions	11,996	4,058	16,054	1,738	203	1,941	-	13,734	4,261	17,995
Grant expenses	31,831	-	31,831	-	-	-	-	31,831	-	31,831
Advertising and promotion	102,860	-	102,860	37,943	207,124	245,067	(207,124)	140,803	-	140,803
Donated advertising	60,170	-	60,170	-	-	-	-	60,170	-	60,170
Dues and subscriptions	-	7,315	7,315	-	267	267	-	-	7,582	7,582
Course materials/educational programs	21,075	-	21,075	-	-	-	-	21,075	-	21,075
Office supplies	8,154	864	9,018	276	31	307	-	8,430	895	9,325
Telecom and software licensing fees	27,379	3,042	30,421	44,186	4,910	49,096	-	71,565	7,952	79,517
Contract services	85,159	-	85,159	-	-	-	-	85,159	-	85,159
Travel	25,874	-	25,874	10,153	-	10,153	-	36,027	-	36,027
Taxes										
Payroll	74,489	25,197	99,686	17,724	2,067	19,791	-	92,213	27,264	119,477
Other	12,801	-	12,801	-	407	407	-	12,801	407	13,208
Insurance	68,140	7,571	75,711	-	-	-	-	68,140	7,571	75,711
Board expenses	44,887	-	44,887	3,225	-	3,225	-	48,112	-	48,112
National convention and other conferences	193,340	-	193,340	-	-	-	-	193,340	-	193,340
Occupancy	78,171	8,685	86,856	5,726	636	6,362	-	83,897	9,321	93,218
Bond premium resale	27,812	-	27,812	-	-	-	-	27,812	-	27,812
Shared services	-	-	-	219,025	-	219,025	(219,025)	-	-	-
Bank and credit card fees	49,074	-	49,074	27,012	-	27,012	-	76,086	-	76,086
Other	19,794	-	19,794	-	-	-	-	19,794	-	19,794
Total Functional and Operating Expenses	\$ 2,492,414	\$ 461,636	\$ 2,954,050	\$ 771,903	\$ 258,846	\$ 1,030,749	\$ (426,149)	\$ 3,045,292	\$ 513,358	\$ 3,558,650

See Independent Auditor's Report on Consolidating Information.