



NAMA

2018/19 ANNUAL REPORT





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ABOUT REPORT

With the support of our members, sponsors, and media partners NAMA represents the Ayurvedic profession and community across the United States. This annual report provides an opportunity for our members and the general public to understand the efforts put forth by NAMA during our 2018 fiscal year (July 1, 2018 - June 30, 2019). We hope you find this report valuable, and we look forward to continuing to serve the Ayurvedic profession and community in years to come.

STATEMENTS COMPLYING WITH CALIFORNIA CORPORATE CODE

NAMA is a 501(c)(6) nonprofit California corporation. Our corporate address is:
National Ayurvedic Medical Association
8605 Santa Monica Blvd, #46789
Los Angeles, CA 90069-4109
Phone: 1-800-669-8914

NAMA was officially incorporated in July 2000. NAMA's corporate documents are available on our website: www.ayurvedaNAMA.org

A listing of names and addresses of members is maintained by our staff on a secure CRM site and is monitored regularly. Per the organization's by-law 6.02, members have the right to request in writing and receive a financial report of the organization pursuant to California Corporations Code 8321(a).



ABOUT US

In 1998, four people, passionately interested in the expansion of Ayurveda in America, began to meet monthly to formulate a structure to support Ayurvedic professionals and classical Ayurvedic education and practice in the U.S. In 2000, they incorporated as the National Ayurvedic Medical Association.

NAMA has grown to become a twelve member elected board of directors with more than 1,300 members. Every year, a minimum of four board seats are slated for election. This allows for continuity within the board while providing members the opportunity to nominate and elect sitting or new candidates.

NAMA has various committees that support the key work efforts of the association, including Membership, Standards, Communications, Ethics, Elections, and Conference Planning Committees. Other committees and work groups are established as needed for the effective work of the organization.

NAMA is the voice of the Ayurvedic community that empowers individuals, communities, and humanity to achieve health and well-being through Ayurveda.

MISSION

The National Ayurvedic Medical Association represents the Ayurvedic profession in the United States of America. Our mission is to preserve, protect, promote, and advance the consciousness-based philosophy, knowledge, science, and practice of Ayurveda for the benefit of all beings.

VISION

To serve as a representative membership organization of the Ayurvedic profession.

To serve as an official spokesperson for and representative of the Ayurvedic profession in the United States.

PURPOSE

The purpose of the Association is to provide leadership within the Ayurvedic profession and to promote a positive vision for Ayurveda and its holistic approach to health and wellness. We will carry out these objectives by creating and implementing a dynamic strategic plan to ensure the professional growth and success of



President's Statement

It has been an exciting year for NAMA under the dynamic leadership of our Executive Director, Hilary Garivaltis. Among our key accomplishments this year are record-breaking attendance at our Annual Conference at 1440 Multiversity in Santa Cruz, CA; development of the AD exam; and the launch of the Accreditation Council. With the work on credentialing and accreditation, NAMA has been putting in place all the components needed for a full-fledged profession. National certification exams and accredited schools are the key factors that states will look for in terms of licensing. Most important, this fiscal year saw the launch of a fundraising effort aimed at providing the initial resources for accreditation. Thank you to all the members whose volunteer work and donations play a part in making our vision a reality! When we all come together under the umbrella of NAMA, our united efforts help make great things happen for the future of our profession and our members.

ALAKANANDA MA





OUR BOARD



ALAKANANDA MA
Board President

Alakananda Ma, MD, BS, graduated as a physician from St. Bartholomew's Hospital Medical College. She is one of the first Western physicians to dedicate her life to Ayurveda. She is the principal teacher of Alandi Ayurveda Gurukula.



MARGRIT MIKULIS
Board Secretary

Margrit Mikulis, ND, AD, is a naturopathic doctor in Nashua, NH. She is a faculty member of the Kripalu School of Ayurveda and is a specialist in Lyme disease, with a clinical approach using Ayurveda and integrative medicine.



WYNN WERNER
Board Treasurer

Wynn Werner is a founding board member and past President of NAMA and the current administrator of the Ayurvedic Institute and played a key role in passage of New Mexico's Health Freedom Law.



JAYARAJAN KODIKANNATH
Board Member

Jayarajan Kodikannath, B.Sc., BAMS, AD, is the academy director of Kerala Ayurveda. He has held the position as Chief Medical Officer of Ayurvedagram and recently served on the curriculum committee for Bastyr University.



MONIC GROOVER
Board Member

Monica is the founder of Narayana Ayurveda & Yoga Academy in Austin, Texas and is a professional member of NAMA. She received her Ph.D from India and has also studied extensive Ayurveda under the Furu Shishya Parampara.



AMISH SHAH
Board Member

Amish Shah is an entrepreneur specializing in marketing and technology with over \$50M in sales. His passion is to combine ancient wisdom and web/mobile technologies to transform how people learn and evolve.



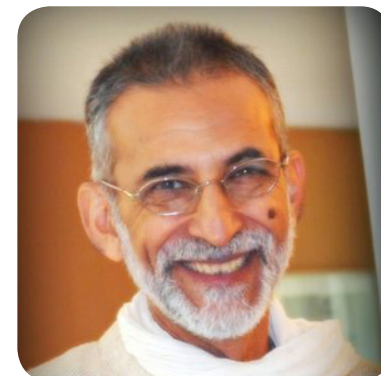
HILARY GARIVALTIS
Executive Director

Hilary Garivaltis, CAP, is the principal founder of Ayurvedic Health Education Services LLC, which offers educational programs in Ayurveda. She is the founder and former Dean of the Kripalu School of Ayurveda.



RAJA SIVMSNI
Board Member

Raja Sivamani, MD, MS, CAT, is a board certified dermatologist with Ayurvedic training who is dedicated to clinical therapy and research that integrates Ayurveda with Western medicine.



ARUN DEVA
Board Member

Arun Deva, CAP, C-IAYT, AYT-NAMA is the chair of the NAMA Ayurveda Yoga Therapy Committee. He is committed to uniting yoga and Ayurveda for therapeutic purposes. He writes about, lectures on, promotes and teaches the subject.



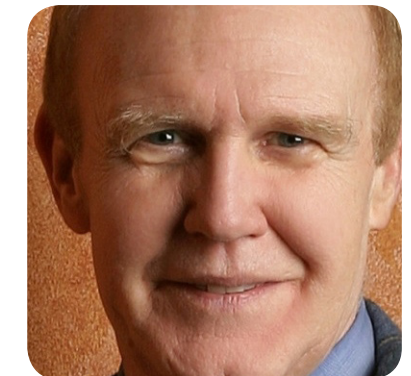
DHAVAL DHRU
Board Member

Dhaval Dhru, MD, AD, is a retired ENT surgeon and an Associate Professor and Chair of the Department of Ayurvedic Sciences at Bastyr University. He conducts Ayurvedic retreats and teaches Ayurvedic seminars globally.



ANUPAMA KIZHAKKEVEETIL
Board Member

Anupama Kizhakkeveetil, BAMS, AD, is an Ayurvedic Doctor, licensed acupuncturist, yoga teacher, Professor, and Program Director for Ayurvedic Medicine at Southern California University of Health Sciences.



WILLIAM DEAN
Board Member

William Dean, MD, practiced allopathic urology for 30 years and, in the last 10 years of his practice, introduced Ayurvedic solutions to common problems not addressed by allopathic urology.





SECRETARY'S REPORT

As your Secretary, it is my duty to ensure that all required records of the National Ayurvedic Medical Association are up to date and filed as needed to maintain our status as a 501(c)(6) nonprofit organization. Additionally, I oversee the timely submission of our biannual filing of NAMA's continuing operation as a California corporation.

Thank you for the opportunity to serve all of you and for your love of Ayurvedic medicine. We are all in this together, and therefore we share in the bounty of this great profession.

Yours in health,

MARGRIT MIKULIS, ND, AD



EXECUTIVE DIRECTOR REPORT

The 2018–2019 fiscal year has been a very full one with the addition of a few new employees: Sophia Avramides as our Exam Coordinator and Cynthia Papa-Lentini as the new Accreditation Manager. The staff and I continue to find ways to refine our infrastructure to better serve our members and support our board and committee volunteers to move the profession forward. Among our important tasks is to improve communications through our e-blasts, social media, and website. We have been working hard to clean up and refresh our documents, member database, and communications in general.

Despite the fact that all our staff members, except for one, are part-time, we have made some great progress toward our goals. We hope to add some more staff and hours to our team this coming year to accommodate the growing needs of our community. We will be working on more ways to make our website lively and interactive as well as useful to our members. We hope to have some exciting new offerings for our members as well and will continue to explore ways to support you all in your growth as Ayurvedic professionals. Keep an eye out for our upcoming informational webinars to help you navigate the exam process, manage PACE requirements, and reap the full return on your investment in NAMA membership. And always feel free to call or write us directly anytime.

In great appreciation,

HILARY GARIVALTIS, AP





OUR STAFF



Arya Early Hawkins, AP

Arya started volunteering for NAMA in 2012 and began working for NAMA in 2014 and currently serves as the Credentialing Coordinator. He also practices Ayurveda, studies computer science, and plays the piano. He enjoys traveling, partying, and being at the beach.



Kathy Jo Staheli, AD

Kathy Jo Staheli, AD, is the founder of Purusha Ayurveda Wellness and Panchakarma, offering authentic full service residential Panchakarma programs and clinical Ayurvedic services. She worked with Kerala Ayurveda as the global business development manager and currently serves as NAMA's Communications Coordinator. Ayurveda is Kathy Jo's passion and she loves serving the NAMA community.



Sophia Avramides, AHC

Sophia Avramides is NAMA's Exam Coordinator and is the founder of Avraveda, a company with focus on self-study, herbal medicine, lifestyle, and self-expression. As a strong advocate of Ayurvedic medicine, Sophia puts emphasis on education through podcasts, workshops, and retreat offerings.



Jolynne Flores

Jolynne Flores is a 20-year association professional. Throughout her career, her success has stemmed from her love of getting people involved. She last managed 15,000 grassroots advocates. Outside of work, Jolynne fills her time with that which connects her to the beauty of the world: sailing, gardening, baseball, her dogs, and fostering.



STRATEGIC PLANNING COMMITTEE

Strategic Planning and Finance Committee Report

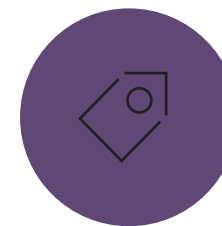
Chair: Margrit Mikulis, ND, AD

Members: Hilary Garivaltis, Amish Shah, Kathy Jo Staheli, Susan O'Connor, Karan Chopra

The Strategic Planning and Finance Committee works with the Executive Director and staff to plan and execute NAMA's Strategic Plan and fundraising efforts. As the corporation moves toward completing larger goals, this committee will be instrumental in helping to accelerate these endeavors by securing funding and creating a foundation for success.

This last year was monumental for NAMA. Our committee launched NAMA's first major Fundraising Campaign on Dhanvantari Day, November 5, 2018. During the campaign's initial phase we inspired and achieved 100 percent participation of the board of directors and staff in raising the funds needed to film a marketing video at our 2018 Annual Conference. With our sister organization, NAMAAC, we have also made substantial progress toward raising the \$100,000 needed to implement our accreditation program. To date, we have received donations totaling \$45,450 and have pledges of an additional \$10,000 in the pipeline.

Our committee's focus in this next year includes securing revenue to support the Accreditation Council's vital role in elevating the stature of the Ayurvedic profession in the United States. Additionally, we will continue to support the forward momentum of our Strategic Plan as we work to develop a 10-year strategy for our organization.



PLANNING



GOALS



YEAR REVIEW



MEMBERSHIP COMMITTEE

Membership Committee Report

Chair: Jolynne Flores

Membership Committee Members: Bill Dean, MD AD, Chair, Schools Subcommittee; Heather Grzych, CAP, Chair, Professional Members Subcommittee; Maria Radloff, Chair, Students Subcommittee; Katie Castellanos, CAP; Karan Chopra; Jamila Grass; Monica Guterrez; Sreelatha Kandagadla; Kathi Kimmel, CAP; Maddison Mad-den, AD; Larry Mangel, CAP; Petra Neiger, CAP; Sirisha Nishtala; Sandhiya Ramaswamy, AD; Marie-Josephine Royall-Schreck; Deepti Singh, CAP; Beena Vesikar, BAMS AD

NAMA's Membership Committee assesses NAMA's membership needs, requirements, benefits, and dues levels to support the growth and viability of all segments of membership: Professional, Student, General, and Organizational (e.g., schools, service providers, and vendors). The committee's overarching goals are to increase the retention rate and attract new members in all membership categories. Our pursuit of these goals entails the following tasks:

- Supervising the processing and approval of new Professional Members throughout the examination and approval process
- Supervising the processing and approval of new schools seeking to offer NAMA recognized programs
- Overseeing the processing and approval of new Student Members by ensuring that each applicant is a current Ayurvedic student
- Working with Ayurveda schools to support their efforts to help NAMA increase Student Membership and determine how to best serve them during their Ayurvedic studies
- Providing valuable and consistent communications to members in partnership with the Communications Committee through weekly ENEWS and website postings

Focus for FY 2019-2020

- Encourage and assist Professional Members in retaining their Professional Membership through the first firm deadline for meeting dues and continuing education requirements
- Increase overall membership by retaining current members and acquiring new members through free Student Membership, collaboration with member schools, and strengthening Professional Member support
- Continue to increase the number of benefits available to NAMA Professional Members
- Strengthen member awareness and understanding of membership benefits



-7%

Professional Membership Growth

Our Professional Membership went from 961 to 889, a 7 percent decrease.



12%

Student Membership Growth

Our Student Membership went from 362 to 405, a 12 percent increase.



4%

General Membership Growth

Our General Membership went from 164 to 170, a 4 percent increase.



7%

Organizational Membership Growth

Our Organizational Membership went from 74 to 79, a 7 percent increase.



-1%

Total Growth

Membership during the year grew from approximately 1,561 members to 1,542, a total of decrease of 1% with a 73% member retention rate.



HISTORY OF GROWTH

	Total	Professionals	Students
End of Year 2014	717	386	142
End of Year 2015	1,147	802	138
End of Year 2016	1,131	767	135
End of Year 2017	1,279	918	181
End of Year 2018	1,561	961	362
End of Year 2019	1,543	889	405



SCHOOLS SUBCOMMITTEE

Schools Subcommittee Report

Chair: Bill Dean, MD AD

The Schools Subcommittee is focused on developing a community of schools to share best practices, prepare graduates for the NAMACB exam and NAMA Professional Membership, and ready ourselves for accreditation. We have strengthened our ties with the NAMACB and NAMA's Students Subcommittee. We attended briefings by the NAMA Accreditation Council and expect to proceed with the first phase school accreditation in the coming year.

We have shared how we prepare our students for the exam by not only providing a quality education, but also emphasizing the importance of increasing the number of board-certified professionals practicing Ayurveda.

We received biannual reports on how many graduates are taking the exams and which schools are sending students to take those exams. In addition, we received a valuable report from the Students Subcommittee on how we can better prepare our students for the exam and NAMA Professional Membership.

PROFESSIONAL SUBCOMMITTEE

Professional Subcommittee Report

Chair: Heather Gryzch, CAP

We have three goals: (1) enhancing value of membership for current Professional Members, (2) retaining existing Professional Members, and (3) bringing in new Professional Members. These goals are met through volunteer efforts that include research, outreach, engagement strategies, and value creation. One of our most successful ongoing efforts was continuous outreach to lapsed members, which reduced the recent lapse rate by 50 percent. The subcommittee also advocated increasing the number of product and service providers that offer discounts to NAMA members. In addition, the subcommittee sought ways to enhance PACE offerings for members, which resulted in making past conference session recordings available for PACE credits (launching in 2019). Several key projects are in progress for the 2019–2020 period, including launching an annual survey of how Professional Members practice, as well as identifying business development strategies to inform NAMA-sponsored educational offerings that will help Professional Members build their practice.



STUDENTS SUBCOMMITTEE

Students Subcommittee Report

Chair: Maria Radloff, AP student, Kerala Ayurveda Academy

The Students Subcommittee's mission is to (1) grow Student Membership; (2) support and connect Student Members; and (3) transform Student Members into Professional Members.

The biggest project completed was the NAMACB exam survey, which provided us with valuable student feedback on the exam experience. The results were presented to the NAMACB. The subcommittee's other big success was the inaugural student gathering during the Annual Conference, where successful exam takers offered their perspective on the test. Over 70 students attended. The subcommittee also connected with the Schools Subcommittee to share research on what students expect their schools to do to prepare them for the exam.

The subcommittee is currently working on about eight projects simultaneously. This work has been impactful in its first year! Already the exam preparation materials have been revised and updated based on some of our work. It is expected that as we enter the next year, we will continue to transform and grow the student experience and help develop future Professional Members.

ELECTIONS COMMITTEE

Nominations and Elections Committee Report

Chair: Raja Sivamani

Committee Member: Jolynne Flores

Candidates submitted paperwork in May, and the election took place July 1–July 31, 2018. Four seats were open and nine applications were submitted. The membership voted in two incumbents (Margrit Mikulis and Wynn Werner) and two new board members (Arun Deva and Monica Groover). The new BOD members will each serve for a three-year term. Each election cycle we have a minimum of four seats open.



EDUCATION COMMITTEE

PACE Subcommittee Report

Chair: Chair: Arya Hawkins

Members: Susan Etheridge, Antonio Aragona, Dhanada Kulkarni, Diana Moore, Elana Berman, Jessica Ferrol, Kathy Gehlken, Terra Rafail, Ushta Aryan, Victor Briere

ACCOMPLISHMENTS

- Opened PACE providership to all Professional Members
- Opened PACE listing to all AHC-level CE courses
- Added competency checkboxes to PACE listing application in order to specifically identify the educational content of TIA courses
- Added AHC-, AP-, and AD-level filters to PACE listing search engine
- Added State, City, Country, and SIA filters to PACE listing search engine
- Increased number of listed PACE courses, to 465 as of June 30, 2019 (an increase of 140 over previous FY's listings)
- Created PACE Publishing Credits Form

GOALS

- We hope to improve the browsability of the PACE listings page this year to help our members explore their PACE options more easily. We hope to build more PACE opportunities and offerings for our Professional Members not only through our PACE providers but also through NAMA resources, such as our conference recordings and webinars on the business aspects of establishing a successful career as an Ayurvedic professional. Keep an eye out for the latest updates and offerings.



STANDARDS COMMITTEE

Standards Committee Report

Chair: Alakananda Ma, MD AD

Members: Jayarajan Kodikannath, Dhaval Dhru, Margrit Mikulis, Arun Deva, Hilary Garivaltis, Monica Groover, Anupama Kizhakkeveettil

The NAMA Standards Committee continued to work on editorial refinements to our various Competency Guidelines, Scope of Practice, and definitions documents to ensure ease of use for all parties.

GUIDELINES SUBCOMMITTEE

Guidelines Subcommittee Report

Chair: Alakananda Ma

Committee Members: Prasad Vinjamury, Dhaval Dhru

The subcommittee continues to work on refinements to the Competency Guidelines intended to help differentiate the AP and AD levels, making it easier for schools to adjust content appropriately.

PANCHAKARMA SUBCOMMITTEE

Panchakarma Subcommittee Report

Chair: Margrit Mikulis

Committee Member: Allison Branfield-Morse

This subcommittee finalized the details for the PKT application, which will be launched in the fall of 2019. Once applications are received, they will be reviewed by the committee members. It is exciting for our subcommittee to know that this additional Ayurvedic category will become an option for Ayurvedic professional to apply for and pursue as a professional career path.



AYT SUBCOMMITTEE

Ayurvedic Yoga Therapist Committee Report

Chair: Arun Deva

Committee Members: Maria Garre, Jennifer Rioux, Amy Wheeler

In March of 2019, the grandfathering period for AYT-NAMA applications ended. Eighty applications were received. Fifty-five applications were approved. Three remain in process. The rest were either not approved or were withdrawn because the applicants failed to meet the required criteria.

At the NAMA Conference, approximately 10–12 people expressed regret that they did not apply, citing various reasons, including that they never received notification of the deadline and that NAMA newsletters often land in their spam folder.

The subcommittee considered these requests with an eye to re-opening grandparenting and decided not to. This decision was agreed to by Standards.

The AYT Subcommittee submitted its final version of the Schools Application Form for review by the Education Committee. As soon as the committee's edits are incorporated into the document, it will be published along with email notifications to schools. The subcommittee strongly recommends that the launch of the application process be handled professionally and accompanied with a good deal of fanfare. The subcommittee is willing and ready to assist in this effort.

In addition, the Standards Committee has authorized the AYT Subcommittee to explore the possibility of creating a Professional Entry Pathway for the anticipated one-year or longer interim between the ending of grandfathering period and the point when schools begin offering their courses. Once the subcommittee gets the go-ahead, we will reconvene to create a Professional Entry Pathway that conforms to the agreed-upon educational standards for AYT's. As such, this pathway would be open only to those with both yoga therapy and AHC-level Ayurveda training and whose experience exceeds the requirements for grandfathering and corresponds to the curriculum that NAMA-recognized schools will be offering.

The subcommittee is also gearing up to train the staff that will be needed to approve school applications once they start to arrive.

Overall, the AYT Subcommittee is very pleased with the progress we have made in regard to our mandate from the Standards Committee.



NAMACB

National Ayurvedic Medical Association Certification Board (NAMACB)

Chair: Anusha Sehgal, BAMS MD AD (till March 2019) and Diana Lurie (from March 2019)

Committee Members: Anne Menneghetti, Cynthia Copple, Dhaval Dhru, Shivaram Prasad Vinjamury, Diana Lurie, Hilary Garivaltis

- ✓ Oversaw the completion of the Ayurvedic Practitioner exam and launched it officially on October 1, 2018 (two examinees from two schools)
- ✓ Extended the 2016/2017 PACE cycle for certification to the end of the 2018/2019 two-year cycle
- ✓ Worked on modifications and clarifications to the exam study guides
- ✓ Created biannual exam reports to the schools
- ✓ Completed a student survey on the exams
- ✓ Worked on communicating more about the exams to students and schools
- ✓ Determined the proper titles for two categories of professionals: Certified Ayurvedic Health Counselor (CAHC) and Certified Ayurvedic Practitioner (CAP)
- ✓ Advanced the development of the AD certification exam so that certification of Ayurvedic Doctors can begin in 2020
- ✓ Supported the launch of the first proctored exam site at a school—Southern California University of Health Sciences—in June 2019
- ✓ Launched the AHC exam on May 15, 2017 (37 examinees from nine schools)





CONFERENCE COMMITTEE

2019 Conference Committee Report

Chair: Hilary Garivaltis

Members: Jayarajan Kodikannath, Suhas Kshirsagar, Raja Sivamani, Dhaval Dhru, Bill Dean, Arya Hawkins, Kathy Jo Staheli, Julie Wardwell, Jolynne Flores

The 2019 Conference was held at a retreat center for the first time in our 15 years of running conferences. Convened at 1440 Multiversity in Scotts Valley, CA, the event was the largest and most successful NAMA Conference to date. The Conference Committee worked hard to create a balanced program of introductory and advanced clinical topics that attracted a diverse audience of attendees ranging from General and Student Members to Professional Members.

We want to thank all our volunteers and the sponsors and exhibitors that helped make this year's Conference possible. We also want to thank Scott and Joanie Krens for hosting us at their spectacular retreat center and for donating to our accreditation fundraiser.

The 2020 Conference will be held in Boone, NC, at the Art of Living Retreat Center on April 24-26, 2020. The process of selecting the featured and general presenters for this event is already well underway, and registration will begin in October 2019.





LEGAL COMMITTEE

Legal Committee Report

Chair: Hilary Garivaltis

Members: Maria DeSousa, Susan Etheridge, Lisa Grazen, Mamta Landerman, Heather Baines, David McConaghay

- Began working on a Cooperation Agreement between NAMA and state associations
- Worked on creating a grant application for state associations in need of support for state legislative work
- Began working on disclosure agreement templates to share with state association groups as a base for their state to refine as needed according to individual state laws

STATE ASSOCIATION SUBCOMMITTEE

State Association Subcommittee Report

Chair: David McConaghay

Members: Maria DeSousa, Susan Etheridge, Lisa Grazen, Mamta Landerman, Heather Baines,

- Subcommittee met several times to continue to support one another in building their associations
- Subcommittee members gathered at the Conference for a group meeting
- Four states have established a nonprofit entity and are holding meetings
- Four to five states are working toward setting up an associations
- Colorado Ayurvedic Medical Association, is actively exploring licensure in their state and has submitted their application to the Colorado Department of Regulatory Agencies (DOR)

"The Colorado Ayurvedic Medical Association, the professional association of practitioners in Colorado, has submitted a Sunrise Review application to the Colorado Department of Regulatory Agencies seeking recognition and state sanctioning of the practice of Ayurveda via registration or licensure. COLORAMA's process has been transparent and highly inclusive, engaging stakeholders from across the United States and India. A decision from the state is expected on October 15, 2019. COLORAMA leadership will be sharing the state's response with our stakeholders when it becomes available."

Heather Baines AD CAP
President, Board of Directors
Colorado Ayurvedic Medical Association



ETHICS COMMITTEE

Ethics Committee Report

Chair: Dhaval Dhru (5/1/18–11/1/18); Eric Grasser (11/1/18–5/1/19); Margrit Mikulis (5/1/19–11/1/19)

Members: Alakananda Ma, Anupama Kizhakkeveettil, Arun Deva, Monica Groover, Raja Sivamani

The Ethics Committee oversees reviews of our Conflict of Interest and Duty of Loyalty Forms for all committee volunteers, board members, and staff throughout the year and for all new board nominees.

RESEARCH COMMITTEE

Research Committee Report

Chair: Raja Sivamani

Members: Diana Lurie, Anupama Kizhakkeveettil

- Organized the call for research poster presentations for 2019 Conference
- Reviewed all research posters for selection for the 2019 Conference and selected a total of six presentations. Poster presenters were
 - Anupama Kizhakkeveettil
 - Jayagopal Parla
 - Skyler Bright
 - Sreelatha Kandagadla
 - Jennifer Rioux
 - Paula Enderby
- Awarded certificates of appreciation for poster presentations





TREASURER'S REPORT

This past year I collaborated with Hilary Garivaltis, NAMA's Executive Director; NAMA's bookkeeper; the President; and the Secretary on the management of NAMA's financial reports and helped prepare the 2019-2020 fiscal year budget that was approved by the NAMA Board of Directors. NAMA's revenue comes principally from membership dues, the Annual Conference, school program listing fees, and credentialing exam fees.

At the end of the July 1, 2018-June 30, 2019, fiscal year, NAMA had a net worth of \$304,033, and our annual revenues of \$460,299, offset by expenses of \$361,694, amounted to a net profit of \$98,605. This income will help ensure that NAMA's 2019-2020 projects, including professional credentialing and school accreditation, get off to a good start. As a 501(c)(6) nonprofit corporation, NAMA pays no corporate taxes, federal or local, but is required to file IRS Form 990 and California Form 199 information returns every year. The board of directors retains an accounting firm to prepare these returns on our behalf. NAMA is current with all required filing and reporting requirements.

Respectfully submitted,

WYNN WERNER, NAMA Treasurer

BALANCE SHEET

ASSETS		
Total Checking/Savings		304,794.30
Total Accounts Receivable		0.00
Total Other Current Assets		0.00
Total Current Assets		304,794.30
Total Fixed Assets		0.00
Other Assets		0.00
TOTAL ASSETS		304,794.30
LIABILITIES & EQUITY		
Liabilities		
Total Current Liabilities		760.47
Long Term Liabilities		0.00
Total Liabilities		760.47
Equity		
Equity		238,130.91
Unrestricted Net Assets		-32,702.19
Net Income		98,605.11
Total Equity		304,033.83



Profit & Loss as of June 30th 2019

Ordinary Income/Expense		
Income		
Total 4100 · Contribution Income		38,703.00
Total 5100 · Program Service Fees		17,959.00
Total 5200 · Membership Dues		196,666.50
5310 · Interest		56.37
5440 · Gross Sales - Inventory		0.00
5445 · Cost of Inventory Sold		0.00
5450 · Advertising Revenue		0.00
5490 · Miscellaneous Revenue		820.00
6000 · Conference Income		
Total 6005 · Conference Registration		120,591.00
Total 6400 · Conference Sponsorships		49,500.00
Total 6500 · Conference Exhibitor		14,350.00
Total 6600 · Conference Income Other		21,653.44
Total Income		460,299.31
Expense		
7010 · Contracts - Program Related		0.00
7020 · Grants to Other Organizations		0.00
7040 · Awards & Grants to Individuals		0.00
7060 · Benefits Paid to or for Members		0.00
Total 7100 · Program Service Expense		13,700.78
Total 7200 · Membership Dues Expense		0.00
Total 7400 · Payroll and Related		173,139.45
Total 7500 · Professional Fees		53,317.59
Total 8100 · General & Administrative		6,773.94
Total 8200 · Facilities		4,830.91
Total 8300 · Meetings Fees & Travel		13,862.91
Total 8520 · Insurance		3,838.00
Total 8540 · Development		0.00
Total 8560 · Outside Computer Services		10,772.70
Total 8570 · Advertising		1,595.00
8590 · Miscellaneous Expense		-11.00
8610 · Bad Debt Expense		0.00
8650 · Business Taxes		10.00
8660 · Fin Penalties, Judgments		0.00
8670 · Organizational Expenses		1,400.00
8680 · Merchant Account Fees		11.00
9000 · Conference Related Expenses		
Total 9009 · Conference Advertising		0.00
9110 · CE - Postage & Shipping		673.25
Total 9200 · Conference Printing		2,880.82
Total 9400 · Conference Hotel Expense		38,518.80
Total 9500 · Conference Equipment		1,313.11
Total 9600 · Conference Presenter		5,936.37
Total 9700 · Conference Management Expense		8,264.06
Total 9800 · Conference Expense Other		20,466.51
9000 · Conference Related Expenses - Other		400.00
Total Expense		361,694.20
Net Income		98,605.11



A Special Thanks To

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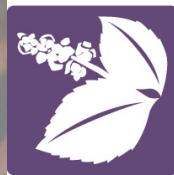


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