MULTISTATE TAX COMMISSION

To: Executive Committee
From: Don Huffines, Treasurer
Date: November 12, 2026
Subject: Financial Statements for the fiscal year ended June 30, 2026

OVERALL COMMENTS:

Attached are the financial statements for the fiscal year ended June 30, 2026.

The budget column amounts in the attached reports are computed and are based on the amounts in the fiscal year 2026 budget approved at the meeting of the Commission during its meeting on July 24, 2025.

BALANCE SHEET:

The balance sheet remains strong.

Accounts receivable consists of membership fee and audit program fee amounts related to FY 2026 that will be collected during the remainder of FY 2027.

STATEMENT OF ACTIVITY:

Revenues: Annual Seminar
We did not include revenue for our annual seminar in the FY 2026 budget, but we did charge a fee to connect remotely to the FY 2026 annual seminar, and some FY 2027 annual seminar revenue was recognized in FY 2026 resulting in a favorable variance.

Revenues: Training Program Fees
The FY 2026 budget included a Partnership Summit following on the success of the 2025 Partnership Summit. Because the event did not take place, budgeted revenue was not realized, resulting in an unfavorable variance.

Expenditures: Payroll
There were vacant positions for varying lengths of time in FY 2026 resulting in a favorable variance overall for personnel expenditures in audit, admin/management, and overall.

Multistate Tax Commission

Budget v Actual Summary

Fiscal Year 2026

	Budget Full Year	Actual Full Year
Admin/Mgmt (formerly General Ops)		
Revenue	$ 1,709,600	$ 1,728,172
Expenses	$ 4,067,551	$ 3,797,837
Surplus/Deficit Gen Operations	**$ (2,357,951)**	**$ (2,069,665)**

Note: Includes Annual Event Revenue and Expenses

Note: Dividend Income, Investment Expenses and Gain/Loss is **not** included

Audit Program		
Revenue	$ 5,768,910	$ 5,817,124
Expenses	$ 4,264,965	$ 4,006,919
Surplus/Deficit Audit Program	**$ 1,503,945**	**$ 1,810,205**

Note: includes Gen/Oper Support Surcharge

Nexus Program		
Revenue	$ 1,083,363	$ 1,089,043
Expenses	$ 427,233	$ 471,894
Surplus/Deficit Nexus Program	**$ 656,130**	**$ 617,149**

Note: includes Gen/Oper Support Surcharge

Training & Education		
Revenue	$ 114,136	$ 15,738
Expenses	$ 3,012	$ 13,617
Surplus/Deficit Training & Education	**$ 111,124**	**$ 2,121**

Total Operations		
Revenue	$ 8,676,009	$ 8,650,077
Expenses	$ 8,762,761	$ 8,290,268
Surplus/Deficit	**$ (86,752)**	**$ 359,809**

Multistate Tax Commission

Statement of Activity (Profit and Loss Statement)

Actual

Accrual Basis

	Fiscal Year 2026				
	30-Sep-2025	31-Dec-2025	31-Mar-2026	30-Jun-2026	Total
Revenue					
Member Assessments	$ 427,062	$ 427,062	$ 427,062	$ 427,062	**$ 1,708,247**
Programs	$ 1,712,937	$ 1,712,937	$ 1,712,937	$ 1,767,357	**$ 6,906,167**
Audit Program Fee	$ 1,440,519	$ 1,440,519	$ 1,440,519	$ 1,495,567	**$ 5,817,124**
Special Project Fees/Nexus	$ 272,418	$ 272,418	$ 272,418	$ 271,790	**$ 1,089,043**
Event	$ 5,050	$ 50	$ -	$ 14,825	**$ 19,925**
Annual Seminar	$ 5,050	$ 50	$ -	$ 14,825	**$ 19,925**
Training Program Fees	$ 3,938	$ 2,550	$ 2,700	$ 6,550	**$ 15,738**
Miscellaneous Revenue					**$ -**
Total Revenue	**$ 2,148,986**	**$ 2,142,599**	**$ 2,142,699**	**$ 2,215,793**	**$ 8,650,077**
Expenditures					
Operating Expenses					
Labor	$ 1,642,826	$ 1,649,234	$ 1,665,458	$ 1,650,418	**$ 6,607,936**
Program/Event	$ 111,443	$ 74,050	$ 1,427	$ 44,097	**$ 231,017**
Finance/HR/Payroll	$ 28,383	$ 25,826	$ 33,277	$ 32,411	**$ 119,896**
Technology	$ 33,403	$ 108,686	$ 35,450	$ 32,179	**$ 209,719**
Travel	$ 28,936	$ 34,334	$ 34,050	$ 118,001	**$ 215,322**
Insurance	$ 12,309	$ 5,243	$ 6,193	$ 5,296	**$ 29,042**
Occupancy	$ 17,779	$ 108,248	$ 131,999	$ 250,639	**$ 508,666**
General	$ 65,227	$ 125,950	$ 89,976	$ 87,517	**$ 368,670**
Total Expenditures	**$ 1,940,306**	**$ 2,131,573**	**$ 1,997,831**	**$ 2,220,558**	**$ 8,290,268**
Net Operating Income	**$ 208,680**	**$ 11,025**	**$ 144,868**	**$ (4,765)**	**$ 359,809**
Other					
Income					
Dividend Income	$ 56,394	$ 54,390	$ 49,790	$ 46,120	**$ 206,695**
Unrealized Gain / (Losses)	$ 8,636	$ 8,634	$ (21,937)	$ (30,883)	**$ (35,550)**
Expenses					
Investment Advisory Fees	$ 14,339	$ -	$ 44,399	$ 13,621	**$ 72,360**
Interest Expense	$ -	$ 47	$ -	$ -	**$ 47**
Net Other Revenue	**$ 50,692**	**$ 62,977**	**$ (16,547)**	**$ 1,616**	**$ 98,738**
Net Revenue	**$ 259,372**	**$ 74,002**	**$ 128,321**	**$ (3,149)**	**$ 458,547**

Multistate Tax Commission

Statement of Financial Position (Balance Sheet)

Accrual Basis

	Fiscal Year 2026			
	30-Sep-2025	31-Dec-2025	31-Mar-2026	30-Jun-2026
ASSETS				
Current Assets				
Bank Accounts	$ 959,285	$ 967,540	$ 2,076,355	$ 2,745,722
Accounts Receivable	$ 7,464,249	$ 5,367,414	$ 3,150,228	$ 217,118
Other Current Assets	$ 5,715,262	$ 5,723,845	$ 4,820,690	$ 4,886,513
Prepaid Expenses	$ 142,156	$ 87,715	$ 106,707	$ 157,293
Investment Accts (Vanguard Accounts)	$ 5,573,106	$ 5,636,130	$ 4,713,983	$ 4,729,220
Current Assets	**$ 14,138,796**	**$ 12,058,799**	**$ 10,047,273**	**$ 7,849,353**
Fixed Assets				
Furniture & Equip	$ 533,776	$ 534,057	$ 534,057	$ 534,150
Accum Depr-F&F	$ (431,999)	$ (431,999)	$ (431,999)	$ (431,999)
Leasehold Imprv	$ 429,396	$ 429,396	$ 429,396	$ 429,396
Accum Depr-LI	$ (415,051)	$ (415,051)	$ (415,051)	$ (415,051)
Fixed Assets	**$ 116,123**	**$ 116,404**	**$ 116,404**	**$ 116,497**
Other Assets				
Rent Sec Deposit	$ 335	$ 335	$ 335	$ 335
Right of Use Asset	$ 3,741,110	$ 3,741,110	$ 3,741,110	$ 3,741,110
Other Assets	**$ 3,741,445**	**$ 3,741,445**	**$ 3,741,445**	**$ 3,741,445**
ASSETS	**$ 17,996,364**	**$ 15,916,648**	**$ 13,905,122**	**$ 11,707,295**
LIABILITIES AND FUND BALANCE				
LIABILITIES				
Current Liabilities				
Accounts Payable	$ 14,211	$ 13,712	$ 11,730	$ 9,390
Credit Cards	$ 5,192	$ 10,601	$ 9,228	$ 15,648
Payroll Liabilities	$ 571,551	$ 552,922	$ 556,427	$ 552,267
Other Current Liabilities	$ 6,481,135	$ 4,341,136	$ 2,201,137	$ 6,719
Lease Liab - ST	$ -	$ -	$ -	$ -
Unearned Program Fees	$ 6,474,415	$ 4,334,417	$ 2,194,418	$ -
Unearned Reg Fee	$ 6,719	$ 6,719	$ 6,719	$ -
Misc				
Current Liabilities	**$ 7,072,088**	**$ 4,918,370**	**$ 2,778,523**	**$ 584,024**
Long-Term Liabilities				
Lease Liab - LT	$ 4,240,527	$ 4,240,527	$ 4,240,527	$ 4,240,527
Long-Term Liabilities	**$ 4,240,527**	**$ 4,240,527**	**$ 4,240,527**	**$ 4,240,527**
LIABILITIES	**$ 11,312,615**	**$ 9,158,897**	**$ 7,019,049**	**$ 4,824,550**
FUND BALANCE				
Approp Fund Balance	$ 654,749	$ 654,749	$ 654,749	$ 654,749
Restr Fund Balance	$ 1,608,896	$ 1,608,896	$ 1,608,896	$ 1,608,896
Unapp Fund Balance	$ 3,496,794	$ 3,496,794	$ 3,496,794	$ 3,496,794
Retained Earnings	$ 663,937	$ 663,937	$ 663,937	$ 663,759
Net Revenue	$ 259,372	$ 333,375	$ 461,696	$ 458,547
FUND BALANCE	**$ 6,683,749**	**$ 6,757,751**	**$ 6,886,073**	**$ 6,882,745**
LIABILITIES AND FUND BALANCE	**$ 17,996,364**	**$ 15,916,648**	**$ 13,905,122**	**$ 11,707,295**

Multistate Tax Commission

Revenue Summary (Budget v Actual)

Fiscal Year 2026

	Budget	Actual
Revenue By Program Type	**Full Year**	**Full Year**
General Operations Program		
Member Assessments	$ 1,709,600	$ 1,708,247
Annual Seminar Fees	$ -	$ 19,925
Miscellaneous Revenue	$ -	$ -
Total Revenues-General Operations	**$ 1,709,600**	**$ 1,728,172**
Audit Program		
Audit Program Fee	$ 5,768,910	$ 5,817,124
Total Revenues-Audit Program	**$ 5,768,910**	**$ 5,817,124**
Nexus Program		
Nexus Program Fee	$ 1,083,363	$ 1,089,043
Total Revenues-Nexus Program	**$ 1,083,363**	**$ 1,089,043**
Training & Education		
Nexus Schools	$ 114,136	$ 15,738
Misc	$ -	
Total Revenues-Training & Education	**$ 114,136**	**$ 15,738**
TOTAL REVENUE	**$ 8,676,009**	**$ 8,650,077**

Expenditure Details (Budget v Actual)

Fiscal Year 2026

	Budget	Actual
Expenditures By Program Type	**Full Year**	**Full Year**
Admin/Mgmt (formerly General Ops)		
Personnel	$ 2,556,708	$ 2,363,340
Operating Expenses	$ 1,510,843	$ 1,434,497
Total Expenditures-General Operations	**$ 4,067,551**	**$ 3,797,837**
Note: Includes Annual Seminar		
Audit Program		
Personnel	$ 4,066,686	$ 3,783,246
Operating Expenses	$ 198,279	$ 223,674
Total Expenditures-Audit Program	**$ 4,264,965**	**$ 4,006,919**
Nexus Program		
Personnel	$ 414,950	$ 461,351
Operating Expenses	$ 12,283	$ 10,543
Total Expenditures-Nexus Program	**$ 427,233**	**$ 471,894**
Training & Education		
Personnel	$ -	$ -
Operating Expenses	$ 3,012	$ 13,617
Total Expenditures-Training & Education	**$ 3,012**	**$ 13,617**
Total		
Personnel	$ 7,038,344	$ 6,607,936
Operating Expenses	$ 1,724,417	$ 1,682,332
Total Expenditures	**$ 8,762,761**	**$ 8,290,268**

Multistate Tax Commission

Profit and Loss by Class

Fiscal Year 2026

Accrual Basis

	Admin/Mgmt	Audit	Nexus	Annual Seminar	Training	Total
Revenue						
Member Assessments	$ 1,708,247	$ -	$ -	$ -	$ -	**$ 1,708,247**
Programs	$ -	$ 5,817,124	$ 1,089,043	$ -	$ -	**$ 6,906,167**
Audit Program Fee	$ -	$ 5,817,124	$ -	$ -	$ -	**$ 5,817,124**
Special Project Fees/Nexus	$ -	$ -	$ 1,089,043	$ -	$ -	**$ 1,089,043**
Events	$ -	$ -	$ -	$ 19,925	$ -	**$ 19,925**
Training Program Fees	$ -	$ -	$ -	$ -	$ 15,738	**$ 15,738**
Miscellaneous Revenue	$ -	$ -	$ -	$ -	$ -	**$ -**
Total Revenue	**$ 1,708,247**	**$ 5,817,124**	**$ 1,089,043**	**$ 19,925**	**$ 15,738**	**$ 8,650,077**
Operating Expenses						
Labor	$ 2,363,340	$ 3,783,246	$ 461,351	$ -	$ -	**$ 6,607,936**
Program/Event	$ 109,663	$ 5,008	$ 594	$ 105,832	$ 991	**$ 222,089**
Finance/HR/Payroll	$ 131,062	$ 160	$ -	$ -	$ -	**$ 131,222**
Technology	$ 180,726	$ 27,579	$ -	$ -	$ 1,413	**$ 209,719**
Travel	$ 114,236	$ 94,434	$ 1,451	$ 3,141	$ 2,060	**$ 215,322**
Insurance	$ 29,042	$ -	$ -	$ -	$ -	**$ 29,042**
Occupancy	$ 502,254	$ 2,417	$ -	$ -	$ -	**$ 504,671**
Professional Fees	$ 21,450	$ 50,351	$ 546	$ -	$ 6,006	**$ 78,353**
General	$ 237,091	$ 43,724	$ 7,951	$ -	$ 3,147	**$ 291,914**
Total Operating Expenses	**$ 3,688,864**	**$ 4,006,919**	**$ 471,894**	**$ 108,973**	**$ 13,617**	**$ 8,290,268**
Net Operating Income	**$ (1,980,617)**	**$ 1,810,205**	**$ 617,149**	**$ (89,048)**	**$ 2,121**	**$ 359,809**