|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Financial Report Year-End –As of December 2018**  **Income and Expense Detail -- Accrual Based** | | | | |
|  |  | YE 2018 (YE Dec 2018) | Prev YE (YE Dec 2017) | 2018 YE Budget |
| Income | Meeting Fees | $6,200 | $2,500 | $4,000 |
|  | Certification | $5,000 | $5,000 | $4,000 |
|  | Interest & Misc. | $1,095 | $353 | $120 |
|  | Dues | $1,876,250 | $1,921,000 | $1,930,000 |
|  | Dues Forfeited | ($12,250) | ($43,167) | ($45,000) |
|  | Standards Sales | $170,922 | $157,335 | $220,000 |
|  | Workshops | $7,250 | $17,500 | $10,000 |
|  | **Total Income** | **$2,054,467** | **$2,060,521** | **$2,123,120** |
| Expenses | Salaries, Benefits and Taxes | $1,262,986 | $1,202,243 | $1,265,000 |
|  | Office Rents and Parking | $191,545 | $184,388 | $210,000 |
|  | Office Expenses | $69,786 | $74,756 | $70,000 |
|  | Telecommunications | $40,733 | $44,595 | $60,000 |
|  | Travel and Meetings | $343,941 | $386,919 | $315,000 |
|  | Publications/Mailings/Printing | $45,323 | $41,677 | $50,000 |
|  | Outside Services | $133,844 | $125,388 | $130,000 |
|  | Insurance, Taxes and Fees | $15,347 | $15,431 | $17,000 |
|  | **Total Expenses** | **$2,103,506** | **$2,075,396** | **$2,117,000** |
| **Net Income** |  | **($49,039)** | **($14,874)** | **$6,120** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Financial Report Year-To-Date –As of January 2019**  **Income and Expense Detail -- Accrual Based** | | | | | | |
|  |  | Current YTD (YTD Jan 2019) | Prev YTD (YTD Jan 2018) | 2019 YTD Budget | 2019 YE Budget | 2019 YE Est |
| Income | Meeting Fees | $500 | $0 | $333 | $4,000 | $4,000 |
|  | Certification | $0 | $0 | $1,000 | $6,000 | $6,000 |
|  | Interest & Misc. | $171 | $79 | $63 | $750 | $1,187 |
|  | Dues | $1,367,125 | $1,345,958 | $1,387,432 | $1,934,712 | $1,935,295 |
|  | Dues Forfeited | ($2,333) | ($7,000) | ($9,000) | ($50,000) | ($50,000) |
|  | Standards Sales | $44,050 | $6,078 | $7,000 | $190,000 | $190,000 |
|  | Workshops | $1,720 | $0 | $2,000 | $7,500 | $7,500 |
|  | **Total Income** | **$1,411,232** | **$1,345,115** | **$1,388,828** | **$2,092,962** | **$2,093,980** |
| Expenses | Salaries, Benefits and Taxes | $88,173 | $84,995 | $88,953 | $1,320,000 | $1,306,164 |
|  | Office Rents and Parking | $15,655 | $14,885 | $16,250 | $195,000 | $192,315 |
|  | Office Expenses | $5,348 | $6,362 | $5,000 | $60,000 | $68,772 |
|  | Telecommunications | $3,369 | $2,367 | $2,116 | $40,000 | $40,000 |
|  | Travel and Meetings | $11,049 | $5,430 | $4,804 | $315,000 | $319,560 |
|  | Publications/Mailings/Printing | $4,093 | $2,997 | $2,910 | $45,000 | $45,000 |
|  | Outside Services | $10,939 | $9,102 | $9,485 | $130,000 | $135,682 |
|  | Insurance, Taxes and Fees | $991 | $1,096 | $1,037 | $15,000 | $15,000 |
|  | **Total Expenses** | **$139,618** | **$127,235** | **$130,555** | **$2,120,000** | **$2,122,493** |
| **Net Income** |  | **$1,271,614** | **$1,217,880** | **$1,258,272** | **($27,038)** | **($28,512)** |