Central Florida Chapter Associated Builders and Contractors, Inc. Key Financial Highlights for August 2021

Balance Sheet	8/31/2021	8/31/2020	Difference
Cash	\$1,505,370.66	\$1,290,050.26	\$215,320.40
Temporarily Restricted Workforce			
Enhancement Fund	\$126,771.76	\$127,021.45	(\$249.69)
	ACTUAL	BUDGET	% OF
Financial Statement	YTD	YTD	BUDGET
Net Dues	\$575,825.06	\$544,136.33	106%
NET PROGRAM INCOME (Loss)	\$819,432.30	\$756,359.52	108%
Net General Administrative Expense	\$848,653.78	\$832,352.05	102%
Total Other Income	\$71,521.16	\$60,206.20	119%
NET PROFIT (LOSS)	\$42,042.18	(\$15,786.33)	-266%

ASSETS

Current Assets	August 31, 2021	August 31, 2020	Difference
Petty Cash	\$1,830.73	\$494.90	\$1,335.83
FDIC Insured CD's	\$310,000.00		\$310,000.00
Iberia Bank Money Market		\$308,981.48	(\$308,981.48)
Winter Park Natl Bank-Checking	\$35,411.26	\$14,509.63	\$20,901.63
Winter Park Natl Bank-Money Market	\$696,554.88	\$622,798.92	\$73,755.96
RaymondJames Investment Account	\$461,573.79	\$343,265.33	\$118,308.46
Total Cash	\$1,505,370.66	\$1,290,050.26	\$215,320.40
Accounts Receivable	\$21,353.00	\$10,684.26	\$10,668.74
Prepaid National Dues	\$88,793.64	\$87,192.16	\$1,601.48
Prepaid State Dues	\$20,240.39	\$20,040.39	\$200.00
Prepaid Insurance	\$10,306.71	\$11,950.44	(\$1,643.73)
Prepaid Expenses	\$63,897.91	\$62,001.33	\$1,896.58
Inventory	\$5,204.94	\$4,210.63	\$994.31
Total Current Assets	\$209,796.59	\$196,079.21	\$13,717.38
Fixed Assets			
Equipment & Furniture	\$118,725.26	\$118,725.26	\$0.00
Building - Valencia	\$2,170,114.02	\$2,170,114.02	\$0.00
Building - Signage	\$20,446.33	\$20,446.33	\$0.00
Land - Valencia	\$151,684.09	\$151,684.09	\$0.00
Automobile	\$47,552.06	\$47,552.06	\$0.00
Equipment-Capital Lease	\$41,400.00	\$41,400.00	\$0.00
Leasehold Improvements	\$249,754.48	\$249,754.48	\$0.00
Accumulated Depreciation	(\$1,246,197.20)	(\$1,141,443.04)	(\$104,754.16)
Total Fixed Assets	· · · · · · · · · · · · · · · · · · ·	· · · · · · · · · · · · · · · · · · ·	(\$104,754.16)
Total Fixed Assets	\$1,553,479.04	\$1,658,233.20	(\$104,754.16)
Other Assets	*	4040.00	
Refundable Deposit	\$618.30	\$618.30	\$0.00
Total Other Assets	\$618.30	\$618.30	\$0.00
Total Assets =	\$3,269,264.59	\$3,144,980.97	\$124,283.62
LIABILITIES			
Current Liabilities			
Accounts Payable	\$62,046.15	\$28,672.83	\$33,373.32
Sales Taxes Payable	\$319.52	\$213.92	\$105.60
Payroll Taxes & 401K			\$0.00
Accrued Property Taxes	\$28,466.64	\$24,666.64	\$3,800.00
S.T Capital Lease	\$2,688.85	\$2,600.91	\$87.94
Rent Deposits	\$6,426.80	\$6,426.80	\$0.00
Unearned Income-Misc./Spec.Events	\$378,536.48	\$409,674.34	(\$31,137.86)
Unearned Income - New Members	\$87,940.22	\$64,398.59	\$23,541.63
Unearned Income - Renewals	\$356,650.87	\$347,349.40	\$9,301.47
Total Current Liabilities	\$923,075.53	\$884,003.43	\$39,072.10
Long-Term Liabilities			
Capital Lease Obligation	\$26,337.96	\$34,316.15	(\$7,978.19)
Total Long-Term Liabilities	\$26,337.96	\$34,316.15	(\$7,978.19)
FUND BALANCE			
Unrestricted	\$2,151,037.16	\$2,094,519.19	\$56,517.97
Temporarily Restricted Workforce			
Enhancement Fund	\$126,771.76	\$127,021.45	(\$249.69)
Current Year Earnings	\$42,042.18	\$5,120.75	\$36,921.43
Total Fund Balance	\$2,319,851.10	\$2,226,661.39	\$93,189.71
Total Liability & Equity	\$3,269,264.59	\$3,144,980.97	\$124,283.62
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Associated Builders and Contractors, Inc.

		ACTUAL	BUDGET	% OF	ACTUAL	BUDGET	% OF
INCOME	EXPENSE	MONTH	MONTH	BUDGET	YTD	YTD	BUDGET
DUES							
New Member		\$10,401.25	\$8,406.50	124%	\$52,447.59	\$44,042.75	119%
New Credit		\$3,893.20	\$3,893.20	100%	\$31,145.60	\$31,145.62	100%
Renew Dues		\$89,162.71	\$85,358.86	104%	\$713,301.70	\$682,870.91	104%
Enrollment Fee		\$500.00	\$400.00	125%	\$5,601.00	\$4,600.00	122%
Membership Promotion			\$66.67			\$533.32	
Total Dues Income		\$103,957.16	\$98,125.23	106%	\$802,495.89	\$763,192.60	105%
	DUES						
	National Dues	\$21,633.19	\$20,628.38	105%	\$171,366.89	\$159,921.01	107%
	2020 National Credits	\$777.51	\$777.51	100%	\$6,220.08	\$6,220.13	100%
	State Dues	\$5,068.06	\$4,688.27	108%	\$38,911.12	\$36,345.68	107%
	2020 State Credits	\$196.18	\$196.18	100%	\$1,569.44	\$1,569.45	100%
	Membership Promotion	\$447.63	\$1,875.00	24%	\$8,603.30	\$15,000.00	57%
	Total Dues Expense	\$28,122.57	\$28,165.34	100%	\$226,670.83	\$219,056.27	103%
Net Dues Income		\$75,834.59	\$69,959.89	108%	\$575,825.06	\$544,136.33	106%
	Cost of Dues	27%	29%		28%	29%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
TRAINING & DEVELOPM	ENT						
Training & Development R	egistration	\$13,398.63	\$6,141.80	218%	\$124,042.11	\$90,061.15	138%
Books		\$975.00	\$1,125.00	87%	\$5,010.00	\$4,425.00	113%
Total Training & Develop	ment Income	\$14,373.63	\$7,266.80	198%	\$129,052.11	\$94,486.15	137%
	TRAINING & DEVELOPMENT EXPENSE						
	Training & Development Expense	\$622.76	\$560.00	111%	\$16,260.65	\$17,057.00	95%
	Training & Development Instructors	\$5,155.00	\$1,100.00	469%	\$44,416.00	\$19,267.00	231%
	Books	\$1,008.24	\$1,125.00	90%	\$5,828.29	\$4,425.00	132%
	Total Training & Development Expense	\$6,786.00	\$2,785.00	244%	\$66,504.94	\$40,749.00	163%
Net Training & Developm	ent Income	\$7,587.63	\$4,481.80	169%	\$62,547.17	\$53,737.15	116%
	Cost of Training & Development	47%	38%		52%	43%	
MEETINGS & SPECIAL E	VENTS INCOME						
Meetings (Ticket Events)					\$105,277.00	\$78,250.00	135%
Golf Tournament					\$109,390.00	\$91,750.00	119%
Excellence in Construction					\$3,831.81	\$3,000.00	128%
Construction Expo							
Special Other Income					\$7,346.08	\$7,500.00	98%
Special Events (Sponsored	d)	\$2,500.00	\$2,500.00	100%	\$21,250.00	\$18,275.00	116%
Total Meetings & Special							
Events Income		\$2,500.00	\$2,500.00	100%	\$247,094.89	\$198,775.00	124%
	MEETINGS & SPECIAL EVENTS EXPENSE						
	Meetings (Ticket Events)	\$35.67			\$45,835.71	\$38,196.00	120%
	Golf Tournament	\$394.52			\$75,410.91	\$58,528.00	129%
	Excellence in Construction	\$364.31			\$4,984.91	\$3,000.00	166%
	Construction Expo	\$166.05			\$1,220.62	_	
	Special Other Expense	\$66.57	A		\$7,419.43	\$7,500.00	99%
	Special Events (Sponsored)	\$1,110.38	\$1,450.00	77%	\$13,214.83	\$12,000.00	110%
	Meetings & Events Gen.Expenses	\$424.22	\$225.00	189%	\$2,023.42	\$1,800.00	112%
	Total Meetings & Events Expense	\$2,561.72	\$1,675.00	153%	\$150,109.83	\$121,024.00	124%
Net Meetings & Events		(\$61.72)	\$825.00	-7%	\$96,985.06	\$77,751.00	125%
	Cost of Meetings & Events	102%	67%		61%	61%	

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
MARKETING INCOME							
Magazine		\$7,309.16	\$6,135.00	119%	\$53,437.86	\$51,735.00	103%
Directory					\$46,590.00	\$45,015.00	103%
Other Advertising		\$300.00	\$400.00	75%	\$4,200.00	\$5,275.00	80%
Total Marketing Income		\$7,609.16	\$6,535.00	116%	\$104,227.86	\$102,025.00	102%
	MARKETING EXPENSE						
	Magazine	\$1,908.10	\$1,825.00	105%	\$14,656.09	\$14,600.00	100%
	Directory				\$7,297.59	\$7,200.00	101%
	Other Advertising	\$944.63	\$400.00	236%	\$3,478.68	\$3,200.00	109%
	Total Marketing Expense	\$2,852.73	\$2,225.00	128%	\$25,432.36	\$25,000.00	102%
Net Marketing		\$4,756.43	\$4,310.00	110%	\$78,795.50	\$77,025.00	102%
	Cost of Marketing	37%	34%		24%	25%	
SPECIAL SERVICES INCO	OME	\$738.60	\$541.67	136%	\$6,370.36	\$4,333.32	147%
Workforce Enhancement F	und	\$32,950.00			\$32,950.00		
Promotional Fees Classroom Rental		\$325.00	\$208.33	156%	\$2,085.25	\$1,666.68	125%
Total Special Services Inc	come	\$34,013.60	\$750.00	4535%	\$41,405.61	\$6,000.00	690%
	SPECIAL SERVICES EXPENSE						
	Job Site Signs	\$316.83	\$265.42	119%	\$3,144.68	\$2,123.32	148%
	Workforce Enhancement Fund	\$32,950.00			\$32,950.00		
	Classroom Rental Expense		\$20.83		\$31.42	\$166.64	19%
	Total Special Services Expense	\$33,266.83	\$286.25	11622%	\$36,126.10	\$2,289.96	1578%
Net Special Services		\$746.77	\$463.75	161%	\$5,279.51	\$3,710.04	142%
	Cost of Special Services	98%	38%		87%	38%	
NET PROGRAM INCOME	(Loss)	\$88,863.70	\$80,040.44	111%	\$819,432.30	\$756,359.52	108%

Tamporary Labor Paymol Taxes	INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Salaries \$4,184.19 \$60,973.25 89% \$460,749.62 \$442,786.00 104f Temporary Labor Payroll Taxes \$4,194.80 \$4,281.67 99% \$36,086.14 \$31,103.33 1166 Group Insurance \$13,332.15 \$10,386.83 125% \$83,086.22 \$83,086.68 1126 Workers Compensation \$144.25 \$153.00 94% \$1,172.05 \$1,242.00 986 Continuing Education \$484.97 \$500.00 97% \$1,752.39 \$40,000.00 444 Retirement Plan \$3,107.40 \$3,750.00 83% \$23,748.79 \$30,000.00 799 Total Personnel Expense \$75,447.76 \$80,043.75 94% \$616,595.75 \$592,200.01 104f Travel, Meetings, Conferences \$75,447.76 \$80,043.75 94% \$616,595.75 \$592,200.01 104f Travel, Meetings, Conferences \$804.40 \$583.33 138% \$5,527.82 \$4,666.68 1186 Alto A Saved Depreciation \$396.25 \$408.33 97% \$3,170.00 \$3,266.68 978 Alto Enganse \$1,555.28 \$406.48 101% \$8,801.12 \$3,565.60 100 Other Conferences \$1,555.28 \$406.48 101% \$8,801.12 \$3,500.00 798 National Meetings \$2,773.07 \$8,900.00 \$26% \$1,047.2 \$2,035.95 660 Other Conferences \$2,773.07 \$8,181.64 348% \$26,772.86 \$27,325.17 386 Other Conferences \$36,344.77 \$1,816.64 348% \$26,772.86 \$27,325.17 386 Occupancy Expense \$3,657.54 \$3,113.44 117% \$2,25,68.53 \$24,907.47 818 Utilities \$3,657.54 \$3,113.33 107% \$3,600.00 \$23 \$2,035.95 660 Occupancy Expense \$1,087.28 \$3,133.33 100% \$3,286.83 \$24,907.47 818 Utilities \$3,657.54 \$3,113.34 117% \$2,25,68.53 \$24,907.47 818 Utilities \$3,657.54 \$3,113.33 107% \$3,600.61 \$3,000.00 \$3,000.	GENERAL ADMINIS	STRATIVE EXPENSES						
Tamporary Labor Paymol Taxes	Personnel Expense	•						
Payroll Paws	Salaries		\$54,184.19	\$60,973.25	89%	\$460,749.62	\$442,786.00	104%
Group Insurance	Temporary Labor							
Workers Compensation	Payroll Taxes		\$4,194.80	\$4,281.67	98%	\$36,086.14	\$31,103.33	116%
Continuing Education S444-97 S500.00 97% \$1,752.28 \$4,000.00 44* Retirement Plan \$3,107.40 \$3,750.00 83% \$23,748.79 \$30,000.00 79* \$70* \$7	Group Insurance		\$13,332.15	\$10,385.83	128%	\$93,086.32	\$83,086.68	112%
Retirement Plan \$3,107.40 \$3,750.00 83% \$23,748.79 \$30,000.00 79%	Workers Compensa	tion	\$144.25	\$153.00	94%	\$1,172.50	\$1,224.00	96%
Total Personnel Expense \$75,447.76 \$80,043.75 94% \$616,595.75 \$592,200.01 1041 Travel, Meetings, Conferences Auto Expense \$804.40 \$583.33 138% \$5.527.82 \$4,666.68 1188 Auto & Expense \$4475.50 \$469.48 101% \$3,301.92 \$3,755.88 1074 Auto Insurance \$455.50 \$469.48 101% \$3,301.92 \$3,550.00 1667 Auto Insurance \$455.50 \$469.48 101% \$3,301.92 \$3,550.00 1667 Auto Insurance \$455.50 \$469.48 101% \$3,560.30 \$469.48 101% \$3,560.30 \$469.48 101% \$3,560.30 \$469.48 101% \$3,560.30 \$469.48 101% \$4,500.00 \$237 Auto Insurance \$455.50 \$469.48 101% \$4,500.00 \$237 Auto Insurance \$455.50 \$469.48 101% \$4,500.00 \$237 Auto Insurance \$455.50 \$4,500.00 \$4,50	Continuing Educatio	n	\$484.97	\$500.00	97%	\$1,752.38	\$4,000.00	44%
Travel, Meetings, Conferences	Retirement Plan		\$3,107.40	\$3,750.00	83%	\$23,748.79	\$30,000.00	79%
Auto Expense	Total Personnel Ex	pense	\$75,447.76	\$80,043.75	94%	\$616,595.75	\$592,200.01	104%
Auto & Rixed Asset Depreciation \$396.25 \$408.33 9.7% \$3,170.00 \$3,266.68 97* Auto Insurance \$475.50 \$469.48 101% \$3,301.92 \$3,755.86 1015* State Meetings \$1,553.28 \$2,773.07 \$2,765.78 \$3,500.00 76* National Meetings \$2,773.07 \$3,104.42 \$5,500.00 76* National Meetings \$2,773.07 \$3,104.42 \$5,500.00 166* Other Conferences Presidents Expense Board of Directors Meetings \$225.66 100.00 226% \$1,062.70 4,600.00 23* Committee Meetings \$96.61 \$254.50 38% \$1,340.22 \$2,035.95 66* Chapter Planning Conference ***Total Travel, Meetings, Conferences \$6,324.77 \$1,815.64 348% \$26,772.86 \$27,325.17 98* ***Occupancy Expense** Utilities \$3,657.54 \$3,113.44 117% \$22,598.53 \$24,907.47 91* Building Insurance \$1,266.20 \$1,163.33 107% \$10,021.36 \$9,466.68 106* Property Taxes \$3,558.33 \$0,558.33 107% \$10,021.36 \$9,466.68 106* Janitorial Services \$6,92.25 \$916.67 76% \$6,368.72 \$7,333.32 87* Building Repairs & Maintenance \$1,702.96 \$2,916.67 56% \$21,877.45 \$23,333.32 94* ***Total Occupancy Expense** ***Tot	Travel, Meetings, C	Conferences						
Auto Insurance \$475.50 \$469.48 101% \$3,801.92 \$3,755.86 1015 State Meetings \$1,553.28 \$2,773.07 \$2,773.07 \$3,000.00 79	Auto Expense		\$804.40	\$583.33	138%	\$5,527.82	\$4,666.68	118%
State Meetings \$1,553.28 \$2,765.78 \$3,500.00 7990 National Meetings \$2,773.07 \$9,104.42 \$5,500.00 1665 Other Conferences Presidents Expense Board of Directors Meetings \$225.66 100.00 226% \$1,062.70 4,600.00 235 Committee Meetings \$96.61 \$254.50 38% \$1,340.22 \$2,035.95 665 Committee Meetings \$96.61 \$254.50 38% \$1,340.22 \$2,035.95 665 Committee Meetings \$96.61 \$254.50 38% \$1,340.22 \$2,035.95 665 Committee Meetings \$3,657.54 \$3,113.44 117% \$22,598.53 \$24,907.47 915 Building Insurance \$1,266.20 \$1,183.33 107% \$10,021.36 \$9,466.68 1065 Property Taxes \$3,558.33 \$3,558.33 100% \$28,508.19 \$28,466.68 1065 Janitorial Services \$692.25 \$916.67 76% \$6,368.72 \$7,333.32 875 Building Repairs & Maintenance \$1,702.96 \$2,916.67 58% \$21,987.45 \$23,333.32 945 Total Occupancy Expense \$10,877.28 \$11,688.44 93% \$89,484.25 \$93,507.47 965 Office Expense \$465.28 \$491.67 58% \$3,722.24 \$3,933.32 945 Office Expense \$865.10 \$833.33 104% \$8,660.18 \$6,666.68 1005 Telephone \$865.43 \$391.67 90% \$3,486.04 \$3,136.38 1215 Equipment Repairs/Maintenance \$700.11 \$625.00 112% \$6,404.16 \$5,000.00 1285 Telephone \$865.00 \$1285 \$6,404.16 \$	Auto & Fixed Asset	Depreciation	\$396.25	\$408.33	97%	\$3,170.00	\$3,266.68	97%
National Meetings \$2,773.07 \$9,104.42 \$5,500.00 1665 Other Conferences Presidents Expense Board of Directors Meetings \$225.66 100.00 226% \$1,062.70 4,600.00 2365 Committee Meetings \$96.61 \$254.50 38% \$1,340.22 \$2,035.95 6655 Chapter Planning Conference Total Travel, Meetings, Conferences \$6,324.77 \$1,815.64 348% \$26,772.86 \$27,325.17 9865 Coccupancy Expense Utilities \$3,657.54 \$3,113.44 117% \$22,598.53 \$24,907.47 9155 Building Insurance \$1,266.20 \$1,183.33 107% \$10,021.36 \$9,466.68 10665 Property Taxes \$3,558.33 \$3,558.33 107% \$10,021.36 \$9,466.68 10665 Property Taxes \$3,558.33 \$3,558.33 107% \$28,508.19 \$28,466.68 10665 Property Taxes \$3,558.33 \$1,558.33 107% \$28,508.19 \$28,466.68 10665 Property Taxes \$3,558.33 \$1,558.33 107% \$28,508.19 \$28,466.68 10665 Property Taxes \$3,558.33 \$3,558.33 107% \$28,508.19 \$28,466.68 10665 Property Taxes \$4,509.20 \$1,188.33 107% \$28,508.19 \$28,466.68 10665 Property Taxes \$4,509.20 \$1,188.33 107% \$2,1987.45 \$23,333.32 8755 Property Taxes \$4,509.20 \$	Auto Insurance		\$475.50	\$469.48	101%	\$3,801.92	\$3,755.86	101%
Other Conferences Presidents Expense Speaked 100.00 226% \$1,062.70 4,600.00 233 Committee Meetings \$96.61 \$254.50 38% \$1,340.22 \$2,035.95 665 Chapter Planning Conference \$6,324.77 \$1,815.64 348% \$26,772.86 \$27,325.17 985 Occupancy Expense Utilities \$3,657.54 \$3,113.44 117% \$22,598.53 \$24,907.47 915 Building Insurance \$1,266.20 \$1,183.33 107% \$10,021.36 \$9,466.68 1065 Property Taxes \$3,558.33 \$3,558.33 100% \$28,508.19 \$28,466.68 1005 Janitorial Services \$692.25 \$916.67 76% \$6,368.72 \$7,333.32 875 Building Repairs & Maintenance \$1,702.96 \$2,916.67 58% \$21,987.45 \$23,333.32 945 Total Occupancy Expense \$10,877.28 \$11,688.44 93% \$89,484.25 \$93,507.47 965 Office Expense<	State Meetings		\$1,553.28			\$2,765.78	\$3,500.00	79%
Presidents Expense	National Meetings		\$2,773.07			\$9,104.42	\$5,500.00	166%
Board of Directors Meetings \$225.66 100.00 226% \$1,062.70 4,600.00 236 236.00	Other Conferences							
Committee Meetings \$96.61 \$254.50 38% \$1,340.22 \$2,035.95 665 Chapter Planning Conference \$6.50 \$1,340.22 \$2,035.95 665 Chapter Planning Conference \$6.50 \$1,340.22 \$2,035.95 665 655 655 655 655 655 655 655 655 6	Presidents Expense							
Chapter Planning Conference \$6,324.77	Board of Directors M	leetings	\$225.66	100.00	226%	\$1,062.70	4,600.00	23%
Total Travel, Meetings, Conferences \$6,324.77 \$1,815.64 348% \$26,772.86 \$27,325.17 983 Occupancy Expense Utilities \$3,657.54 \$3,113.44 117% \$22,598.53 \$24,907.47 915 Building Insurance \$1,266.20 \$1,183.33 107% \$10,021.36 \$9,466.68 106 Property Taxes \$3,558.33 \$3,558.33 100% \$28,508.19 \$28,466.68 106 Janitorial Services \$692.25 \$916.67 76% \$6,368.72 \$7,333.32 87 Building Repairs & Maintenance \$10,877.28 \$11,688.44 93% \$89,484.25 \$93,507.47 96 Office Expense Leased Office Equipment \$465.28 \$491.67 95% \$3,722.24 \$3,933.32 95% Postage (\$6.79) \$83.33 8% \$664.12 \$666.68 100° Telephone \$865.10 \$833.33 104% \$8,660.18 \$6,666.68 130° Computer Software \$866.39 \$880.83 \$9,284.09 \$7,	Committee Meetings	3	\$96.61	\$254.50	38%	\$1,340.22	\$2,035.95	66%
Occupancy Expense Utilities \$3,657.54 \$3,113.44 117% \$22,598.53 \$24,907.47 915 Building Insurance \$1,266.20 \$1,183.33 107% \$10,021.36 \$9,466.68 1065 Property Taxes \$3,558.33 \$3,558.33 100% \$28,508.19 \$28,466.68 1005 Janitorial Services \$692.25 \$916.67 76% \$6,368.72 \$7,333.32 875 Building Repairs & Maintenance \$1,702.96 \$2,916.67 58% \$21,987.45 \$23,333.32 945 Total Occupancy Expense Leased Office Equipment Leased Office Equipment \$465.28 \$491.67 95% \$3,722.24 \$3,933.32 955 Postage (\$6.79) \$83.33 -8% \$664.12 \$666.68 1005 Telephone \$865.10 \$833.33 104% \$8,660.18 \$6,666.68 1305 Computer Software \$862.39 \$880.83 98% \$9,284.09 \$7,046.68 1325 Office Supplies \$354.43 \$391.67 90% \$3,486.04	Chapter Planning Co	onference						
Utilities \$3,657.54 \$3,113.44 117% \$22,598.53 \$24,907.47 919 Building Insurance \$1,266.20 \$1,183.33 107% \$10,021.36 \$9,466.68 1069 Property Taxes \$3,558.33 \$3,558.33 100% \$28,508.19 \$28,466.68 1009 Janitorial Services \$692.25 \$916.67 76% \$6,368.72 \$7,333.32 879 Building Repairs & Maintenance \$1,702.96 \$2,916.67 58% \$21,987.45 \$23,333.32 949 Total Occupancy Expense Office Expense Leased Office Equipment \$465.28 \$491.67 95% \$3,722.24 \$3,933.32 95 Postage (\$6.79) \$83.33 -8% \$664.12 \$666.68 1009 Telephone \$865.10 \$833.33 104% \$8,660.18 \$6,666.68 1309 Computer Software \$862.39 \$880.83 98% \$9,284.09 \$7,046.68 1329 Office Supplies \$354.43 \$391.67 90% \$3,486.04 \$3,133.32 1119 Equipm	Total Travel, Meeti	ngs, Conferences	\$6,324.77	\$1,815.64	348%	\$26,772.86	\$27,325.17	98%
Building Insurance \$1,266.20 \$1,183.33 107% \$10,021.36 \$9,466.68 1066 Property Taxes \$3,558.33 \$3,558.33 100% \$28,508.19 \$28,466.68 1009 Janitorial Services \$692.25 \$916.67 76% \$6,368.72 \$7,333.32 879 Building Repairs & Maintenance \$1,702.96 \$2,916.67 58% \$21,987.45 \$23,333.32 949 Property Expense \$10,877.28 \$11,688.44 93% \$89,484.25 \$93,507.47 969 Property Expense \$10,877.28 \$11,688.44 93% \$10,900 \$1	Occupancy Expens	se						
Property Taxes \$3,558.33 \$3,558.33 100% \$28,508.19 \$28,466.68 100% 100	Utilities		\$3,657.54	\$3,113.44	117%	\$22,598.53	\$24,907.47	91%
Separate	Building Insurance		\$1,266.20	\$1,183.33	107%	\$10,021.36	\$9,466.68	106%
Building Repairs & Maintenance \$1,702.96 \$2,916.67 58% \$21,987.45 \$23,333.32 949 Total Occupancy Expense \$10,877.28 \$11,688.44 93% \$89,484.25 \$93,507.47 969 Office Expense Leased Office Equipment \$465.28 \$491.67 95% \$3,722.24 \$3,933.32 959 Postage (\$6.79) \$83.33 -8% \$664.12 \$666.68 1009 Telephone \$865.10 \$833.33 104% \$8,660.18 \$6,666.68 1309 Computer Software \$862.39 \$880.83 98% \$9,284.09 \$7,046.68 1329 Office Supplies \$354.43 \$391.67 90% \$3,486.04 \$3,133.32 1119 Equipment Repairs/Maintenance \$700.11 \$625.00 112% \$6,404.16 \$5,000.00 1289	Property Taxes		\$3,558.33	\$3,558.33	100%	\$28,508.19	\$28,466.68	100%
Office Expense \$10,877.28 \$11,688.44 93% \$89,484.25 \$93,507.47 966 Office Expense Leased Office Equipment \$465.28 \$491.67 95% \$3,722.24 \$3,933.32 957 Postage (\$6.79) \$83.33 -8% \$664.12 \$666.68 1009 Telephone \$865.10 \$833.33 104% \$8,660.18 \$6,666.68 1309 Computer Software \$862.39 \$880.83 98% \$9,284.09 \$7,046.68 1329 Office Supplies \$354.43 \$391.67 90% \$3,486.04 \$3,133.32 1119 Equipment Repairs/Maintenance \$700.11 \$625.00 112% \$6,404.16 \$5,000.00 1289	Janitorial Services		\$692.25	\$916.67	76%	\$6,368.72	\$7,333.32	87%
Office Expense Leased Office Equipment \$465.28 \$491.67 95% \$3,722.24 \$3,933.32 95% Postage (\$6.79) \$83.33 -8% \$664.12 \$666.68 100% Telephone \$865.10 \$833.33 104% \$8,660.18 \$6,666.68 130% Computer Software \$862.39 \$880.83 98% \$9,284.09 \$7,046.68 132% Office Supplies \$354.43 \$391.67 90% \$3,486.04 \$3,133.32 111% Equipment Repairs/Maintenance \$700.11 \$625.00 112% \$6,404.16 \$5,000.00 128%	Building Repairs & N	Maintenance	\$1,702.96	\$2,916.67	58%	\$21,987.45	\$23,333.32	94%
Leased Office Equipment \$465.28 \$491.67 95% \$3,722.24 \$3,933.32 95% Postage (\$6.79) \$83.33 -8% \$664.12 \$666.68 100% Telephone \$865.10 \$833.33 104% \$8,660.18 \$6,666.68 130% Computer Software \$862.39 \$880.83 98% \$9,284.09 \$7,046.68 132% Office Supplies \$354.43 \$391.67 90% \$3,486.04 \$3,133.32 111% Equipment Repairs/Maintenance \$700.11 \$625.00 112% \$6,404.16 \$5,000.00 128%	Total Occupancy E	xpense	\$10,877.28	\$11,688.44	93%	\$89,484.25	\$93,507.47	96%
Postage (\$6.79) \$83.33 -8% \$664.12 \$666.68 1009 Telephone \$865.10 \$833.33 104% \$8,660.18 \$6,666.68 1309 Computer Software \$862.39 \$880.83 98% \$9,284.09 \$7,046.68 1329 Office Supplies \$354.43 \$391.67 90% \$3,486.04 \$3,133.32 1119 Equipment Repairs/Maintenance \$700.11 \$625.00 112% \$6,404.16 \$5,000.00 1289	Office Expense							
Postage (\$6.79) \$83.33 -8% \$664.12 \$666.68 1009 Telephone \$865.10 \$833.33 104% \$8,660.18 \$6,666.68 1309 Computer Software \$862.39 \$880.83 98% \$9,284.09 \$7,046.68 1329 Office Supplies \$354.43 \$391.67 90% \$3,486.04 \$3,133.32 1119 Equipment Repairs/Maintenance \$700.11 \$625.00 112% \$6,404.16 \$5,000.00 1289	Leased Office Equip	ment	\$465.28	\$491.67	95%	\$3,722.24	\$3,933.32	95%
Telephone \$865.10 \$833.33 104% \$8,660.18 \$6,666.68 1309 Computer Software \$862.39 \$880.83 98% \$9,284.09 \$7,046.68 1329 Office Supplies \$354.43 \$391.67 90% \$3,486.04 \$3,133.32 1119 Equipment Repairs/Maintenance \$700.11 \$625.00 112% \$6,404.16 \$5,000.00 1289	Postage		(\$6.79)	\$83.33	-8%	\$664.12	\$666.68	100%
Computer Software \$862.39 \$880.83 98% \$9,284.09 \$7,046.68 1329 Office Supplies \$354.43 \$391.67 90% \$3,486.04 \$3,133.32 1119 Equipment Repairs/Maintenance \$700.11 \$625.00 112% \$6,404.16 \$5,000.00 1289	Telephone		\$865.10	\$833.33	104%	\$8,660.18	\$6,666.68	130%
Office Supplies \$354.43 \$391.67 90% \$3,486.04 \$3,133.32 1119 Equipment Repairs/Maintenance \$700.11 \$625.00 112% \$6,404.16 \$5,000.00 1289	Computer Software		\$862.39	\$880.83	98%	\$9,284.09	\$7,046.68	132%
Equipment Repairs/Maintenance \$700.11 \$625.00 112% \$6,404.16 \$5,000.00 1289	Office Supplies		\$354.43	\$391.67	90%	\$3,486.04	\$3,133.32	111%
	Equipment Repairs/	Maintenance	\$700.11	\$625.00	112%	\$6,404.16	\$5,000.00	128%
	Total Office Expens	se	\$3,240.52	\$3,305.83	98%	\$32,220.83	\$26,446.68	122%

INCOME	EXPENSE	ACTUAL MONTH	BUDGET MONTH	% OF BUDGET	ACTUAL YTD	BUDGET YTD	% OF BUDGET
Other Expenses							
Advertising							
Accounting					\$14,500.00	14,500.00	100%
Association Meetings	;						
Bank Charges		\$22.00	\$28.76	76%	\$176.63	\$230.11	77%
Professional Fees		\$374.76	\$3,285.00	11%	\$3,109.02	\$10,855.00	29%
Legal Fees							
Taxes & Licenses			\$25.00		\$168.25	\$200.00	84%
Dues/Subscriptions/S	Sponsor		\$125.00		\$719.86	\$1,000.00	72%
Interest Expense		\$82.40	\$82.40	100%	\$710.66	\$718.97	99%
Loss on sale of asset							
Directors & Officer In:	surance	\$254.42	\$254.42	100%	\$2,035.36	\$2,035.32	100%
Miscellaneous Expen	92				\$1,387.67		
Total Other Expense		\$733.58	\$3,800.58	19%	\$22,807.45	\$29,539.40	77%
Non Cash Expense							
Depreciation		\$7,596.58	\$7,916.67	96%	\$60,772.64	\$63,333.32	96%
Total Non Cash Exp	ense	\$7,596.58	\$7,916.67	96%	\$60,772.64	\$63,333.32	96%
Net General Adminis	strative Expense	\$104,220.49	\$108,570.91	96%	\$848,653.78	\$832,352.05	102%
NET PROFIT (LOSS)) DUE TO OPERATIONS	(\$15,356.79)	(\$28,530.47)	54%	(\$29,221.48)	(\$75,992.53)	38%
Additional Expense							
Contribution					\$257.50		
Other Income							
Interest Income		\$403.21	1,250.00	32%	\$5,889.43	10,000.00	59%
Miscellaneous Income	e	\$5.81	9.17	63%	\$61.45	73.32	84%
Rental Income		\$6,016.61	\$6,016.61	100%	\$48,132.88	48,132.88	100%
Gain/Loss on Investr	ment Asset	\$2,452.31	250.00	981%	\$17,437.40	2,000.00	872%
Total Other Income		\$8,877.94	\$7,525.78	118%	\$71,521.16	\$60,206.20	119%
NET PROFIT (LOS	SS)	(\$6,478.85)	(\$21,004.69)	31%	\$42,042.18	(\$15,786.33)	-266%

		ſ	or the wonth Ende	u 2020	For the Eight	For the Eight			
INCOME	EXPENSE	For the month ended 8/31/2021	For the month ended 8/31/2020	Increase (Decrease)	% Change	month ended 8/31/2021	month ended 8/31/2020	Increase (Decrease)	% Change
DUES									
New Member		\$10,401.25	\$5,894.25	\$4,507.00	76.46%	\$52,447.59	\$32,092.50	\$20,355.09	63.43%
New Credit		\$3,893.20	\$6,440.02	(\$2,546.82)	-39.55%	\$31,145.60	\$51,520.16	(\$20,374.56)	-39.55%
Renew Dues		\$89,162.71	\$91,628.69	(\$2,465.98)	-2.69%	\$713,301.70	\$694,698.66	\$18,603.04	2.68%
Enrollment Fee Membership Promotion		\$500.00		\$500.00		\$5,601.00	\$3,160.00 \$900.00	\$2,441.00 (\$900.00)	77.25% -100.00%
Total Dues Income		\$103,957.16	\$103,962.96	(\$5.80)	-0.01%	\$802,495.89	\$782,371.32	\$20,124.57	2.57%
	DUES								
	National Dues	\$21,633.19	\$21,702.26	(\$69.07)	-0.32%	\$171,366.89	\$163,312.10	\$8,054.79	4.93%
	2020 National Credits	\$777.51	\$1,384.00	(\$606.49)	-43.82%	\$6,220.08	\$11,072.00	(\$4,851.92)	-43.82%
	State Dues	\$5,068.06	\$5,032.64	\$35.42	0.70%	\$38,911.12	\$37,072.24	\$1,838.88	4.96%
	2020 State Credits	\$196.18	\$376.04	(\$179.86)	-47.83%	\$1,569.44	\$3,008.32	(\$1,438.88)	-47.83%
	Membership Promotion	\$447.63	\$511.58	(\$63.95)	-12.50%	\$8,603.30	\$7,767.91	\$835.39	10.75%
	Total Dues Expense	\$28,122.57	\$29,006.52	(\$883.95)	-3.05%	\$226,670.83	\$222,232.57	\$4,438.26	2.00%
Net Dues Income		\$75,834.59	\$74,956.44	\$878.15	1.17%	\$575,825.06	\$560,138.75	\$15,686.31	2.80%
	Cost of Dues	27.05%	27.90%	15240.52%		28.25%	28.40%	22.05%	

		F	For the Month Ende	ed August 2021 an	ıd 2020	For the Eight	For the Fight		
INCOME	EXPENSE	For the month ended 8/31/2021	For the month ended 8/31/2020	Increase (Decrease)	% Change	month ended 8/31/2021	For the Eight month ended 8/31/2020	Increase (Decrease)	% Change
TRAINING & DEVELOPMEN	NT								
Training & Development Reg	istration	\$13,398.63	\$5,368.00	\$8,030.63	149.60%	\$124,042.11	\$101,359.54	\$22,682.57	22.38%
Books		\$975.00		\$975.00		\$5,010.00	\$4,230.00	\$780.00	18.44%
Total Training & Developme	ent Income	\$14,373.63	\$5,368.00	\$9,005.63	167.77%	\$129,052.11	\$105,589.54	\$23,462.57	22.22%
	Training & Development EXPENSE Training & Development Expense	\$622.76	\$2,013.19	(\$1,390.43)	-69.07%	\$16,260.65	\$9,949.69	\$6,310.96	63.43%
	Training & Development Instructors	\$5,155.00	\$200.00	\$4,955.00	2477.50%	\$44,416.00	\$31,637.00	\$12,779.00	40.39%
	Books	\$1,008.24		\$1,008.24		\$5,828.29	\$4,110.60	\$1,717.69	41.79%
	Total Seminar Expense	\$6,786.00	\$2,213.19	\$4,572.81	206.62%	\$66,504.94	\$45,697.29	\$20,807.65	45.53%
Net Training & Developmer	nt Income	\$7,587.63	\$3,154.81	\$4,432.82	140.51%	\$62,547.17	\$59,892.25	\$2,654.92	4.43%
g a zorozope.	Cost of Training & Development	47.21%		50.78%		51.53%	43.28%	88.68%	
MEETINGS & SPECIAL EVE Meetings (Ticket Events) Golf Tournament Excellence in Construction Construction Expo Special Other Income Special Events (Sponsored)	ENTS INCOME	\$2,500.00	\$6,000.00	(\$3,500.00)	-58.33%	\$105,277.00 \$109,390.00 \$3,831.81 \$7,346.08 \$21,250.00	\$73,564.00 \$2,605.98 \$7,419.94 \$17,175.00	\$31,713.00 \$109,390.00 \$1,225.83 (\$73.86) \$4,075.00	43.11% 47.04% -1.00% 23.73%
Total Meetings & Special Events Income		\$2,500.00	\$6,000.00	(\$3,500.00)	-58.33%	\$247,094.89	\$100,764.92	\$146,329.97	145.22%
	MEETINGS & SPECIAL EVENTS EXPI	ENSE							
	Meetings (Ticket Events)	\$35.67	\$20.92	\$14.75	70.51%	\$45,835.71	\$41,268.18	\$4,567.53	11.07%
	Golf Tournament	\$394.52	\$495.59	(\$101.07)	-20.39%	\$75,410.91	\$1,954.12	\$73,456.79	3759.07%
	Excellence in Construction	\$364.31	\$1,111.63	(\$747.32)	-67.23%	\$4,984.91	\$5,292.56	(\$307.65)	-5.81%
	Construction Expo	\$166.05	\$140.85	\$25.20	17.89%	\$1,220.62	\$969.30	\$251.32	25.93%
	Special Other Expense	\$66.57	\$184.68	(\$118.11)	-63.95%	\$7,419.43	\$7,965.55	(\$546.12)	-6.86%
	Special Events (Sponsored) Meetings & Events Gen.Expenses	\$1,110.38 \$424.22	\$3,624.74 \$160.06	(\$2,514.36) \$264.16	-69.37% 165.04%	\$13,214.83 \$2,023.42	\$9,814.90 \$1,379.76	\$3,399.93 \$643.66	34.64% 46.65%
	go & 270mo comenpondo	Ψ 12 1.22	ψ.30.00	Ψ=0 1.10	133.3170	ΨΞ, ΘΕΘ. 12	ψ1,010.10	ψο 10.00	.3.3370
	Total Meetings & Events Expense	\$2,561.72	\$5,738.47	(\$3,176.75)	-55.36%	\$150,109.83	\$68,644.37	\$81,465.46	118.68%
Net Meetings & Events		(\$61.72)	\$261.53	(\$323.25)	-123.60%	\$96,985.06	\$32,120.55	\$64,864.51	201.94%
-	Cost of Meetings & Events	102.47%		90.76%		60.75%	68.12%	55.67%	

		F	or the Month Ende	ed August 2021 ar	nd 2020	For the Eight	For the Eight		
INCOME	EXPENSE	For the month ended 8/31/2021	For the month ended 8/31/2020	Increase (Decrease)	% Change	month ended 8/31/2021	month ended 8/31/2020	Increase (Decrease)	% Change
MARKETING INCOME									
Magazine		\$7,309.16	\$6,017.50	\$1,291.66	21.47%	\$53,437.86	\$47,563.10	\$5,874.76	12.35%
Directory						\$46,590.00	\$46,865.00	(\$275.00)	-0.59%
Other Advertising		\$300.00	\$300.00			\$4,200.00	\$4,225.00	(\$25.00)	-0.59%
Total Marketing Income		\$7,609.16	\$6,317.50	\$1,291.66	20.45%	\$104,227.86	\$98,653.10	\$5,574.76	5.65%
J									
	MARKETING EXPENSE								
	Magazine	\$1,908.10	\$1,916.71	(\$8.61)	-0.45%	\$14,656.09	\$13,855.53	\$800.56	5.78%
	Directory		\$4.08	(\$4.08)	-100.00%	\$7,297.59	\$7,120.99	\$176.60	2.48%
	Other Advertising	\$944.63	\$382.67	\$561.96	146.85%	\$3,478.68	\$2,736.82	\$741.86	27.11%
	Total Marketing Expense	\$2,852.73	\$2,303.46	\$549.27	23.85%	\$25,432.36	\$23,713.34	\$1,719.02	7.25%
Net Marketing		\$4,756.43	\$4,014.04	\$742.39	18.49%	\$78,795.50	\$74,939.76	\$3,855.74	5.15%
J	Cost of Marketing	37.49%	17	42.52%		24.40%	24.04%	30.84%	
Job Site Signs	····	\$738.60	\$269.00	\$469.60	174.57%	\$6,370.36	\$5,495.35	\$875.01	15.92%
Workforce Enhancement Fu	ınd	\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%	\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%
Promotional Fees		ψ02,000.00	ψο 1,000.00	(ψ. ο, σσσ. σσ)	00.0070	ψοΣ,σσσ.σσ	φο 1,000.00	(ψ10,000.00)	00.0070
Classroom Rental		\$325.00	\$160.00	\$165.00	103.13%	\$2,085.25	\$904.00	\$1,181.25	130.67%
Total Special Services Inc	come	\$34,013.60	\$51,429.00	(\$17,415.40)	-33.86%	\$41,405.61	\$57,399.35	(\$15,993.74)	-27.86%
	SPECIAL SERVICES EXPENSE								
	Job Site Signs	\$316.83	\$100.82	\$216.01	214.25%	\$3,144.68	\$2,678.30	\$466.38	17.41%
	Workforce Enhancement Fund	\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%	\$32,950.00	\$51,000.00	(\$18,050.00)	-35.39%
	Classroom Rental Expense					\$31.42	\$25.32	\$6.10	24.09%
	Total Special Services Expense	\$33,266.83	\$51,100.82	(\$17,833.99)	-34.90%	\$36,126.10	\$53,703.62	(\$17,577.52)	-32.73%
Net Special Services		\$746.77	\$328.18	\$418.59	127.55%	\$5,279.51	\$3,695.73	\$1,583.78	42.85%
	Cost of Special Services	97.80%	99.36%	102.40%		12.75%	6.44%	-9.90%	
NET PROGRAM INCOME	(Loss)	\$88,863.70	\$82,715.00	\$6,148.70	7.43%	\$819,432.30	\$730,787.04	\$88,645.26	12.13%

		F	For the Month Ende	ed August 2021 an	d 2020	E 41 . E	E E' . I .		
INCOME	EXPENSE	For the month ended 8/31/2021	For the month ended 8/31/2020	Increase (Decrease)	% Change	For the Eight month ended 8/31/2021	For the Eight month ended 8/31/2020	Increase (Decrease)	% Change
GENERAL ADMINIS	STRATIVE EXPENSES								
Personnel Expense	•								
Salaries		\$54,184.19	\$55,208.21	(\$1,024.02)	-1.85%	\$460,749.62	\$433,252.52	\$27,497.10	6.35%
Temporary Labor									
Payroll Taxes		\$4,194.80	\$4,261.67	(\$66.87)	-1.57%	\$36,086.14	\$34,751.44	\$1,334.70	3.84%
Group Insurance		\$13,332.15	\$9,817.31	\$3,514.84	35.80%	\$93,086.32	\$82,480.26	\$10,606.06	12.86%
Workers Compensat	tion	\$144.25	\$153.50	(\$9.25)	-6.03%	\$1,172.50	\$749.00	\$423.50	56.54%
Continuing Education	n	\$484.97	\$1,898.32	(\$1,413.35)	-74.45%	\$1,752.38	\$5,064.56	(\$3,312.18)	-65.40%
Retirement Plan		\$3,107.40	\$2,485.66	\$621.74	25.01%	\$23,748.79	\$21,049.99	\$2,698.80	12.82%
Total Personnel Ex	pense	\$75,447.76	\$73,824.67	\$1,623.09	2.20%	\$616,595.75	\$577,347.77	\$39,247.98	6.80%
Travel, Meetings, C	Conferences								
Auto Expense		\$804.40	\$431.85	\$372.55	86.27%	\$5,527.82	\$3,874.26	\$1,653.56	42.68%
Auto & Fixed Asset I	Depreciation	\$396.25	\$396.25			\$3,170.00	\$3,170.00		
Auto Insurance		\$475.50	\$473.42	\$2.08	0.44%	\$3,801.92	\$3,684.44	\$117.48	3.19%
Travel & Entertainme	ent								
State Meetings		\$1,553.28		\$1,553.28		\$2,765.78	\$2,582.94	\$182.84	7.08%
National Meetings		\$2,773.07		\$2,773.07		\$9,104.42		\$9,104.42	
Other Conferences									
Presidents Expense									
Board of Directors M	leetings	\$225.66		\$225.66		\$1,062.70	\$405.48	\$657.22	162.08%
Committee Meetings	3	\$96.61	\$77.24	\$19.37	25.08%	\$1,340.22	\$1,077.53	\$262.69	24.38%
Chapter Planning Co	onference								
Total Travel, Meetin	ngs, Conferences	\$6,324.77	\$1,378.76	\$4,946.01	358.73%	\$26,772.86	\$14,794.65	\$11,978.21	80.96%
Occupancy Expens	20								
Utilities	5 C	\$3,657.54	\$3,179.00	\$478.54	15.05%	\$22,598.53	\$23,101.38	(\$502.85)	-2.18%
Building Insurance		\$1,266.20	\$3,179.00 \$1,157.95	\$108.25	9.35%	\$10,021.36	\$9,548.25	\$473.11	4.95%
Property Taxes		\$3,558.33	\$3,083.33	\$475.00	15.41%	\$28,508.19	\$24,713.29	\$3,794.90	15.36%
Janitorial Services		\$692.25	\$899.93	(\$207.68)	-23.08%	\$6,368.72	\$7,199.44	(\$830.72)	-11.54%
Building Repairs & N	Maintenance	\$1,702.96	\$3,297.20	(\$1,594.24)	-48.35%	\$21,987.45	\$28,206.58	(\$6,219.13)	-22.05%
Total Occupancy E	xpense	\$10,877.28	\$11,617.41	(\$740.13)	-6.37%	\$89,484.25	\$92,768.94	(\$3,284.69)	-3.54%
Office Expense									
Leased Office Equip	ment	\$465.28	\$465.28			\$3,722.24	\$3,920.46	(\$198.22)	-5.06%
Postage		(\$6.79)		(\$97.78)	-107.46%	\$664.12	\$493.81	\$170.31	34.49%
Telephone		\$865.10	\$844.20	\$20.90	2.48%	\$8,660.18	\$6,779.58	\$1,880.60	27.74%
Computer Software		\$862.39	\$580.44	\$281.95	48.58%	\$9,284.09	\$7,580.14	\$1,703.95	22.48%
•		\$354.43	\$263.87	\$90.56	34.32%	\$3,486.04	\$2,761.99	\$724.05	26.21%
Office Supplies									
Office Supplies Equipment Repairs/	Maintenance	\$700.11	(\$77.80)	\$777.91	-999.88%	\$6,404.16	\$6,100.63	\$303.53	4.98%

		•	or the Month Ende	d August 2021 an	lu 2020	For the Eight	For the Eight		
INCOME	EXPENSE	For the month ended 8/31/2021	For the month ended 8/31/2020	Increase (Decrease)	% Change	month ended 8/31/2021	month ended 8/31/2020	Increase (Decrease)	% Change
Other Expenses									
Advertising									
Accounting						\$14,500.00	\$8,700.00	\$5,800.00	66.67%
Association Meetings Bank Charges		\$22.00	\$22.20	(\$0.20)	-0.90%	\$176.63	\$176.90	(\$0.27)	-0.15%
Professional Fees		\$374.76		\$91.79	32.44%	\$3,109.02	\$1,020.91	\$2,088.11	204.53%
Legal Fees		ψ07 4.7 0	Ψ202.01	ψ51.75	02. 44 70	ψο, 103.02	ψ1,020.31	Ψ2,000.11	204.0070
Taxes & Licenses			\$2.00	(\$2.00)	-100.00%	\$168.25	\$168.25		0.00%
Dues/Subscriptions/Sponsor			•	(+)		\$719.86	\$709.08	\$10.78	1.52%
Interest Expense		\$82.40	\$104.24	(\$21.84)	-20.95%	\$710.66	\$803.97	(\$93.31)	-11.61%
Directors & Officer Insurance)	\$254.42	\$254.42			\$2,035.36	\$2,035.35	\$0.01	
Bad Debt Expense							44		
Loss on sale of asset						*	(\$1,821.12)	\$1,821.12	-100.00%
Miscellaneous Expense		#700.50	# 005.00	407.75	40.400/	\$1,387.67	044.700.04	\$1,387.67	20.000/
Total Other Expenses		\$733.58	\$665.83	\$67.75	10.18%	\$22,807.45	\$11,793.34	\$11,014.11	93.39%
Non Cash Expense							.		
Depreciation		\$7,596.58	\$6,912.00	\$684.58	9.90%	\$60,772.64	\$55,713.48	\$5,059.16	9.08%
Total Non Cash Expense		\$7,596.58	\$6,912.00	\$684.58	9.90%	\$60,772.64	\$55,713.48	\$5,059.16	9.08%
Net General Administrative	Expense	\$104,220.49	\$96,565.65	\$7,654.84	7.93%	\$848,653.78	\$780,054.79	\$68,598.99	8.79%
NET PROFIT (LOSS) DUE T	TO OPERATIONS	(\$15,356.79)	(\$13,850.65)	(\$1,506.14)	10.87%	(\$29,221.48)	(\$49,267.75)	\$20,046.27	-40.69%
Additional Expense						\$257.50	ФБ 40, 20	(#202 7 0)	50.040/
Contribution						\$257.50	\$540.26	(\$282.76)	-52.34%
Other Income									
Interest Income		\$403. <u>2</u> 1	\$434.49	(\$31.28)	-7.20%	\$5,889.43	\$7,937.86	(\$2,048.43)	-25.81%
Miscellaneous Income		\$5.81	\$5.32	\$0.49	9.21%	\$61.45	\$55.70	\$5.75	10.32%
Rental Income		\$6,016.61	\$5,983.35	\$33.26	0.56%	\$48,132.88	\$47,579.20	\$553.68	1.16%
Gain/Loss on Investment As	set	\$2,452.31	\$3,938.76	(\$1,486.45)	-37.74%	\$17,437.40	(\$644.00)	\$18,081.40	-2807.67%
Total Other Income		\$8,877.94	\$10,361.92	(\$1,483.98)	-14.32%	\$71,521.16	\$54,928.76	\$16,592.40	30.21%
NET PROFIT (LOSS)		(\$6,478.85)	(\$3,488.73)	(\$2,990.12)	85.71%	\$42,042.18	\$5,120.75	\$36,921.43	721.02%