

ILMA
Statement of Assets, Liabilities and Net Assets
2025

	2025	2024	Difference
Current Assets			
Cash	1,393,063	1,771,536	-378,473
Investments	7,661,845	6,905,452	756,393
Security Deposit	8,913	8,913	0
Accrued Income	0	0	0
Accounts Receivable	395,962	189,641	206,321
Insurance Receivable	0	0	0
Prepaid Assets	177,398	143,027	34,371
Total Current Assets	9,637,180	9,018,569	618,611
Property and Equipment			
Furniture & Equipment	61,896	62,274	-379
Computer Hardware	20,602	22,615	-2,014
Software/Intangibles	88,816	88,816	0
Leasehold Improvements	200,491	193,915	6,576
Accumulated Depreciation	-236,149	-206,951	-29,198
Total Property and Equipment	135,655	160,669	-25,014
Other Assets			
Right of Use (ROU) Asset	353,355	440,841	-87,486
Total Other Assets	353,355	440,841	-87,486
Total Assets	10,126,190	9,620,079	506,111
LIABILITIES AND CAPITAL			
Current Liabilities			
Short Term Lease Liability	122,999	117,660	5,338
Accounts Payable	17,736	117,919	-100,182
Foundation Fund	60,720	48,575	12,145
Foundation Contributions	46,527	46,816	-289
Total Current Liabilities	247,982	330,970	-82,988
Long-Term Liabilities			
Long Term Lease Liability	378,811	501,810	-122,999
Total Long-Term Liabilities	378,811	501,810	-122,999
Total Liabilities	626,793	832,780	-205,987
Capital			
Retained Earnings	7,319,721	6,608,156	711,565
Net Income	2,179,676	2,179,144	533
Total Capital	9,499,397	8,787,300	712,098
Total Liabilities & Capital	10,126,190	9,620,079	506,111

ILMA
Statement of Activities
For the Six Months Ending June 30, 2025

	June 2025 Actual	2025 YTD	2025 Budget	June 2024 Actual	2024 YTD
Revenues					
Total Dues & Royalties	6,150	1,027,740	1,077,300	12,800	1,012,768
Total Compoundings	23,849	77,827	249,500	22,003	93,296
Total Digital Advertising	29,440	109,388	248,000	6,811	49,972
Total Engage Revenue	0	854,445	802,675	0	826,395
Total Annual Meeting-Revenue	739,732	1,658,973	1,908,080	400,811	1,655,946
Total Revenues	799,171	3,728,373	4,285,555	442,425	3,638,377
Expenses					
Total G&A Expenses	165,223	898,938	1,754,158	185,907	895,464
Total Compoundings	23,608	115,992	251,930	20,736	107,433
Total Digital Advertising	14,720	47,944	112,520	1,017	2,663
Total Public Policy Expenses	9,128	190,959	392,300	34,042	201,387
Total Engage Expenses	5,038	442,275	513,050	0	436,911
Total Annual Meeting Expenses	66,510	102,503	1,176,850	73,094	161,668
Total Expenses	284,228	1,798,612	4,200,808	314,796	1,805,526
Operating Income	514,943	1,929,761	84,747	127,629	1,832,850
Other Expense/Income					
Total Project Fund	80,520	163,565	0	231	23,683
Legal Regulatory Project	25,615	25,615	0	0	3,090
2024 MWF Program Income				0	104,540
2024 MWF Program Expenses				0	83,407
Investment Gain/Loss	205,605	439,096	0	95,526	351,932
NET INCOME	614,413	2,179,677	84,747	222,924	2,179,143

GENERAL ADMINISTRATIVE
Income Statement
For the Six Months Ending June 30, 2025

	June 2025 Actual	2025 YTD	2025 Budget	June 2024 Actual	2024 YTD
Revenues					
4GA0400	5,900	998,549	1,044,300	11,800	982,598
4GA0407	250	2,500	5,000	1,000	3,750
4GA1000	0	1,691	3,000	0	1,420
4GA2002	0	25,000	25,000	0	25,000
Total Revenues	6,150	1,027,740	1,077,300	12,800	1,012,768
Expenses					
6GA00106	19	316	1,500	0	556
6GA00107	72	444	1,000	114	481
6GA00110	8	2,154	3,500	108	631
6GA00120	2,101	8,075	13,500	2,165	7,290
6GA00159	431	2,566	5,200	425	2,546
6GA00160	1,471	9,146	16,550	1,378	8,151
6GA00161	1,423	8,727	17,200	1,415	8,491
6GA00162	820	4,192	5,300	118	3,706
6GA00163	0	904	1,200	0	1,103
6GA00164	1,992	11,953	30,000	2,266	13,598
6GA00165	337	2,020	2,500	264	1,584
6GA40101	77,989	438,794	968,000	73,396	408,339
6GA40102	5,442	32,485	75,000	5,320	30,421
6GA40103	5,692	36,070	63,000	4,580	30,600
6GA40104	4,679	31,856	67,000	4,404	31,690
6GA41111	1,661	11,178	20,000	1,267	11,526
6GA42130	847	4,846	70,000	11,897	41,858
6GA43142	2,193	57,180	56,000	3,945	46,113
6GA43145	37,304	67,725	35,000	33,605	62,827
6GA43146	230	1,573	1,500	108	1,577
6GA44150	4,127	26,495	52,000	2,282	28,980
6GA45152	0	0	1,500	0	0
6GA45158	60	480	3,000	60	2,204
6GA45165	0	27,894	20,000	0	37,374
6GA45166	3,013	13,644	30,000	4,793	13,244
6GA45170	0	2,183	6,500	1,338	3,802
6GA50000	8,022	48,129	96,258	8,022	47,146
6GA50002	424	2,544	3,000	242	1,452
6CM00106	0	0	1,000	0	200
6CM00105	2,748	16,487	32,975	2,520	17,833
6CM00107-8	2,118	28,879	54,975	19,874	30,140
Total Expenses	165,223	898,938	1,754,158	185,907	895,464
Net Income	-159,073	128,801	-676,858	-173,107	117,303

COMPOUNDINGS ADVERTISING
Income Statement
For the Six Months Ending June 30, 2025

	June 2025 Actual	2025 YTD	2025 Budget	June 2024 Actual	2024 YTD
Revenues					
4PC0100 Compoundings Advertising	21,449	64,732	235,000	22,003	89,546
4PC0150 Compoundings Digital Ads	0	0	2,500	0	0
4PC2000 Compoundings Subscription	0	185	0	0	0
4PD0100 Industry Directory Advertising	2,400	12,910	12,000	0	3,750
Total Revenues	23,849	77,827	249,500	22,003	93,296
Expenses					
6PC00100 Compoundings Commissions	4,290	12,925	47,000	1,871	14,553
6PC00101 Digital Ad Commissions	0	0	500	0	0
6PC00106 Printing/Marketing Compounding	6,671	33,487	72,500	6,703	33,405
6PC00107 Postage & Shipping	2,372	12,850	25,800	2,338	10,817
6PC00109 Professional Services	9,795	48,140	98,400	9,824	48,282
6PD00100 Directory Ads Commissions	480	2,990	2,400	0	375
6PD00105 Directory Digital Expense	0	3,500	3,000	0	0
6PD00106 Directory Hosting	0	2,100	2,330	0	0
Total Expenses	23,608	115,992	251,930	20,736	107,433
Net Income	241	-38,165	-2,430	1,267	-14,137

**DIGITAL
ADVERTISING**
Income Statement
For the Six Months Ending June 30, 2025

	June 2025 Actual	2025 YTD	2025 Budget	June 2024 Actual	2024 YTD
Revenues					
4CM3000	0	13,500	25,000	2,701	28,324
4CM30002	7,500	26,504	65,000	500	10,519
4CM30003	0	16,225	45,000	3,075	9,550
4CM30005	0	1,275	3,000	535	1,579
4CM30006	21,940	51,884	110,000	0	0
Total Revenues	29,440	109,388	248,000	6,811	49,972
Expenses					
6CM00102	0	2,745	9,000	927	2,349
6CM00103	0	0	300	0	0
6CM00104	3,750	13,252	32,500	0	0
6CM00105-A	0	255	720	90	289
6CM00106-A	10,970	24,942	55,000	0	0
6CM00107	0	6,750	12,500	0	0
6CM00109	0	0	2,500	0	25
Total Expenses	14,720	47,944	112,520	1,017	2,663
Net Income	14,720	61,444	135,480	5,794	47,309

PUBLIC POLICY/ADVOCACY
Income Statement
For the Six Months Ending June 30, 2025

	June 2025 Actual	2025 YTD	2025 Budget	June 2024 Actual	2024 YTD
Revenues					
Total Revenues	0	0	0	0	0
Expenses					
6SH00162 Public Policy Dues	0	0	4,200	0	4,010
6SH00191 Public Policy Consultant	828	9,628	22,100	0	5,361
6SH11108 Public Policy Legal	6,785	174,793	354,000	31,000	185,707
6SH41111 Public Policy Meetings/Travel	1,516	6,538	12,000	3,042	6,308
Total Expenses	9,128	190,959	392,300	34,042	201,387
Net Income	-9,128	-190,959	-392,300	-34,042	-201,387

ENGAGE
Income Statement
For the Six Months Ending June 30, 2025

	June 2025 Actual	2025 YTD	2025 Budget	June 2024 Actual	2024 YTD
Revenues					
4MF0200 Engage Registrations	0	515,410	482,375	0	473,215
4MF0205 Engage Non Member	0	16,720	10,000	0	45,310
4MF0206 Engage Spouse/Guest	0	15,645	20,000	0	19,320
4MF0309 Engage Sponsorships	0	270,500	255,000	0	256,100
4MF0401 Engage Sports	0	36,170	35,300	0	32,450
Total Revenues	0	854,445	802,675	0	826,395
Expenses					
6MF00106 Printing/Marketing Engage	0	11,238	10,650	0	6,316
6MF00107 Postage & Shipping Engage	412	1,419	9,250	0	7,895
6MF00108 Temporary Staff Engage	0	0	850	0	0
6MF00109 Professional Fees Engage	0	9,936	10,000	0	8,981
6MF00110 Supplies Engage	0	6,013	6,150	0	5,808
6MF41111 Staff Travel Engage	0	14,197	19,080	0	13,527
6MF41112 Staff Rooms Engage	0	8,208	8,250	0	7,365
6MF42120 Food & Beverages Engage	4,626	208,398	225,000	0	192,145
6MF42122 Entertainment & Decor Engage	0	23,151	26,500	0	18,407
6MF42123 Speakers Engage	0	28,704	45,000	0	53,459
6MF42124 Sporting Events Engage	0	34,153	35,320	0	27,512
6MF42127 AV Engage	0	48,097	50,000	0	45,883
6MF42131 On Site Services Engage	0	21,512	35,000	0	30,087
6MF42132 Engage Transportation	0	0	2,000	0	0
6MF43145 Credit Card Fees	0	27,250	30,000	0	19,526
Total Expenses	5,038	442,275	513,050	0	436,911
Net Income	-5,038	412,170	289,625	0	389,484

ANNUAL MEETING
Income Statement
For the Six Months Ending June 30, 2025

	June 2025	2025	2025	June 2024	2024
	Actual	YTD	Budget	Actual	YTD
Revenues					
4MA0200 AM Registrations	177,430	920,580	1,157,750	213,250	898,915
4MA0205 AM Reg Non-Member	44,525	84,675	50,000	40,900	101,275
4MA0206 AM Reg Spouse/Guest	7,740	60,630	65,000	10,710	62,475
4MA0309 AM Sponsorships	498,000	527,750	560,000	116,200	521,200
4MA0399 AM Sporting Events	10,772	54,773	61,830	16,001	59,481
4MA0400 AM Croquet	1,050	10,350	13,500	3,750	12,600
4MA2000 AM- Other Revenue	215	215	0	0	0
Total Revenues	739,732	1,658,973	1,908,080	400,811	1,655,946
Expenses					
6MA00106 Printing AM	0	79	20,050	0	0
6MA00107 Postage & Shipping AM	0	0	11,500	0	2,024
6MA00108 Temporary Staff AM	0	129	4,200	0	0
6MA00109 Professional Fees AM	0	255	25,600	550	550
6MA00110 Supplies AM	570	570	10,000	0	0
6MA41111 Staff Travel AM	2,554	4,010	19,300	1,654	3,071
6MA41112 Staff Rooms AM	0	0	7,400	0	0
6MA42120 Food & Beverage	55,000	55,000	515,000	70,890	134,890
6MA42122 Entertainment & Decor AM	8,387	8,651	85,700	0	259
6MA42123 Speakers AM	0	33,809	80,000	0	20,875
6MA42124 Sporting Events AM	0	0	61,250	0	0
6MA42125 Croquet Tournament	0	0	37,100	0	0
6MA42127 AV AM	0	0	150,000	0	0
6MA42131 On Site Services AM	0	0	87,000	0	0
6MA42132 Transportation	0	0	2,750	0	0
6MA43145 Credit Card Fees	0	0	60,000	0	0
Total Expenses	66,510	102,503	1,176,850	73,094	161,668
Net Income	673,222	1,556,470	731,230	327,717	1,494,278

MWF
Income Statement
For the Six Months Ending June 30, 2025

	June 2025	2025	2025	June 2024	2024
	Actual	YTD	Budget	Actual	YTD
Revenues					
4MWF0200	MWF 2024 Registrations	0	0	0	93,540
4MWF0309	MWF 2024 Sponsorships	0	0	0	11,000
	Total Revenues	0	0	0	104,540
Expenses					
6MWF00106	MWF2024 Printing	0	0	0	468
6MWF00107	MWF 2024 Postage /Shipping	0	0	0	73
6MWF00109	MWF 2024 Marketing	0	0	0	238
6MWF00110	MWF 2024 Supplies	0	0	0	796
6MWF00111	MWF 2024 Conference Supplies	0	0	0	303
6MWF41111	MWF 2024 Travel	0	0	0	4,539
6MWF41112	MWF 2024 Staff Rooms	0	0	0	2,414
6MWF42120	MWF 2024 F & B	0	0	0	46,094
6MWF42123	MWF 2024 Speakers	0	0	0	2,934
6MWF42127	MWF 2024 AV	0	0	0	22,329
6MWF42131	MWF 2024 On Site	0	0	0	100
6MWF43145	MWF 2024 Credit Card Fees	0	0	0	3,121
	Total Expenses	0	0	0	83,407
	Net Income	0	0	0	21,134

INVESTMENTS
For the Six Months Ending
June 30, 2025

	June 2025 Actual	2025 YTD	June 2024 Actual	2024 YTD
INVESTMENTS				
Dividend Income Equities	23,647	81,622	16,114	62,724
Realized Gains/Losses	0	111,250	0	1,668
Interest Money Market	1	7	6	64
SUBTOTAL	23,648	192,879	16,119	64,456
Unrealized Gains/Losses	181,957	246,216	79,406	287,476
TOTAL Gains/Losses	205,605	439,096	95,526	351,932

NOTES FOR JUNE 2025 FINANCIALS

P&L

Reallocated January - June Legal Regulatory expenses from General Legal to Regulatory Legal Account - Reimbursement from Long Term Reserves to occur at year end

Public Policy

PFAS	\$25,425.44
Empty Drum	\$116.25
EV's	\$73.51
Oily Wastewater	\$0.00
TOTAL	\$25,615.20

We are still waiting on invoice from vendor for charges related to shipments to and from the hotel

Engage

Received final Hotel bill and paid in June