

**ILMA**  
Statement of Assets, Liabilities and Net Assets  
2025

	2025	2024	Difference
<b>Current Assets</b>			
Cash	901,411	786,638	114,774
Investments	7,258,814	6,585,202	673,611
Security Deposit	8,913	8,913	0
Accounts Receivable	37,260	24,873	12,387
Prepaid Assets	186,848	139,878	46,970
<b>Total Current Assets</b>	<b>8,393,245</b>	<b>7,545,504</b>	<b>847,741</b>
<b>Property and Equipment</b>			
Furniture & Equipment	61,896	61,145	750
Computer Hardware	20,602	21,409	-807
Software/Intangibles	88,816	88,816	0
Leasehold Improvements	200,491	193,915	6,576
Accumulated Depreciation	-231,491	-201,890	-29,601
<b>Total Property and Equipment</b>	<b>140,313</b>	<b>163,395</b>	<b>-23,082</b>
<b>Other Assets</b>			
Right of Use (ROU) Asset	368,062	455,246	-87,184
<b>Total Other Assets</b>	<b>368,062</b>	<b>455,246</b>	<b>-87,184</b>
<b>Total Assets</b>	<b>8,901,620</b>	<b>8,164,145</b>	<b>737,476</b>
<b>LIABILITIES AND CAPITAL</b>			
<b>Current Liabilities</b>			
Short Term Lease Liability	122,090	116,781	5,309
Accounts Payable	305,928	74,508	231,420
Foundation Fund	32,370	25,450	6,920
Foundation Contributions	45,927	46,566	-639
<b>Total Current Liabilities</b>	<b>506,315</b>	<b>263,306</b>	<b>243,010</b>
<b>Long-Term Liabilities</b>			
Long Term Lease Liability	399,937	522,027	-122,090
<b>Total Long-Term Liabilities</b>	<b>399,937</b>	<b>522,027</b>	<b>-122,090</b>
<b>Total Liabilities</b>	<b>906,252</b>	<b>785,332</b>	<b>120,920</b>
<b>Capital</b>			
Retained Earnings	7,319,721	6,608,156	711,565
Net Income	675,647	770,657	-95,009
<b>Total Capital</b>	<b>7,995,368</b>	<b>7,378,813</b>	<b>616,556</b>
<b>Total Liabilities &amp; Capital</b>	<b>8,901,620</b>	<b>8,164,145</b>	<b>737,476</b>

**ILMA**  
**Statement of Activities**  
For the Four Months Ending April 30, 2025

	April 2025 Actual	2025 YTD	2025 Budget	April 2024 Actual	2024 YTD
<b>Revenues</b>					
Total Dues & Royalties	9,100	1,011,102	1,077,300	6,150	999,326
Total Publications	27,007	113,256	497,500	39,071	96,995
Total Engage Revenue	-21,960	854,445	802,675	-8,500	826,395
Total Annual Meeting-Revenue	0	0	1,908,080	0	0
<b>Total Revenues</b>	<b>14,147</b>	<b>1,978,803</b>	<b>4,285,555</b>	<b>36,721</b>	<b>1,922,716</b>
<b>Expenses</b>					
Total G&A Expenses	112,883	565,111	1,754,158	101,332	565,098
Total Publication Expenses	30,294	100,001	364,450	24,814	65,610
Total Public Policy Expenses	36,873	145,750	392,300	30,151	129,874
Total Engage Expenses	319,583	435,601	513,050	55,165	330,789
Total Annual Meeting Expenses	328	9,711	1,176,850	0	87,425
<b>Total Expenses</b>	<b>499,961</b>	<b>1,256,175</b>	<b>4,200,808</b>	<b>211,463</b>	<b>1,178,795</b>
<b>Operating Income</b>	<b>-485,814</b>	<b>722,628</b>	<b>84,747</b>	<b>-174,742</b>	<b>743,921</b>
<b>Other Expense/Income</b>					
Total Project Fund	172	83,045	0	1,162	22,990
Legal Regulatory Project	0	0		3,090	3,090
2024 MWF Program Income					104,540
2024 MWF Program Expenses					83,407
Investment Gain/Loss	3,317	36,064		-212,142	31,682
<b>NET INCOME</b>	<b>-482,669</b>	<b>675,647</b>	<b>84,747</b>	<b>-391,135</b>	<b>770,656</b>

**GENERAL ADMINISTRATIVE**  
Income Statement  
For the Four Months Ending April 30, 2025

	April 2025 Actual	2025 YTD	2025 Budget	April 2024 Actual	2024 YTD
<b>Revenues</b>					
4GA0400	8,850	983,799	1,044,300	5,900	970,798
4GA0407	250	1,500	5,000	250	2,750
4GA1000	0	803	3,000	0	778
4GA2002	0	25,000	25,000	0	25,000
	<b>9,100</b>	<b>1,011,102</b>	<b>1,077,300</b>	<b>6,150</b>	<b>999,326</b>
<b>Expenses</b>					
6GA00106	0	297	1,500	0	556
6GA00107	64	320	1,000	63	316
6GA00110	487	1,749	3,500	70	183
6GA00120	1,679	5,592	13,500	1,105	4,021
6GA00159	431	1,705	5,200	425	1,697
6GA00160	1,440	6,255	16,550	1,368	5,394
6GA00161	1,423	5,881	17,200	1,415	5,661
6GA00162	375	3,025	5,300	200	3,068
6GA00163	0	904	1,200	0	1,103
6GA00164	1,992	7,968	30,000	2,266	9,065
6GA00165	337	1,347	2,500	264	1,056
6GA40101	77,989	282,815	968,000	73,396	261,547
6GA40102	5,774	21,269	75,000	5,441	19,664
6GA40103	5,692	24,686	63,000	5,380	21,190
6GA40104	4,679	22,497	67,000	4,404	20,873
6GA41111	347	9,411	20,000	339	9,126
6GA42130	175	2,959	70,000	0	28,940
6GA43142	362	31,520	56,000	6,594	37,723
6GA43145	-23,590	29,678	35,000	-16,670	28,315
6GA43146	85	1,202	1,500	37	1,445
6GA44150	4,126	18,240	52,000	3,509	19,376
6GA45152	0	0	1,500	0	0
6GA45158	60	360	3,000	60	2,084
6GA45165	612	4,543	20,000	0	20,181
6GA45166	9,043	10,631	30,000	0	8,451
6GA45170	750	750	6,500	0	399
6GA50000	8,022	32,086	96,258	8,022	31,103
6GA50002	424	1,696	3,000	242	968
6CM00106	0	0	1,000	0	0
6CM00105	2,748	10,992	32,975	2,520	12,793
6CM00107-8	7,357	24,736	54,975	883	8,800
	<b>112,883</b>	<b>565,111</b>	<b>1,754,158</b>	<b>101,332</b>	<b>565,098</b>
<b>Net Income</b>	<b>-103,783</b>	<b>445,991</b>	<b>-676,858</b>	<b>-95,182</b>	<b>434,228</b>

**COMPOUNDINGS AND DIRECTORY**

Income Statement

For the Four Months Ending April 30, 2025

	April 2025 Actual	2025 YTD	2025 Budget	April 2024 Actual	2024 YTD
<b>Revenues</b>					
4PC0100 Compoundings Advertising	20,832	35,507	235,000	27,752	53,089
4PC0150 Compoundings Digital Ads	0	0	2,500	0	0
4PC2000 Compoundings Subscription	0	185	0	0	0
4PD0100 Industry Directory Advertising	2,400	10,510	12,000	0	3,750
<b>Total Revenues</b>	<b>23,232</b>	<b>46,202</b>	<b>249,500</b>	<b>27,752</b>	<b>56,839</b>
<b>Expenses</b>					
6PC00100 Compoundings Commissions	4,166	7,080	47,000	4,995	10,063
6PC00101 Digital Ad Commissions	0	0	500	0	0
6PC00106 Printing/Marketing Comp.	7,071	20,425	72,500	6,929	20,073
6PC00107 Postage & Shipping	2,948	8,063	25,800	2,197	6,285
6PC00109 Professional Services	9,274	29,096	98,400	9,574	27,722
6PD00100 Directory Ads Commissions	480	2,510	2,400	0	375
6PD00105 Directory Digital Expense	3,500	3,500	3,000	0	0
6PD00106 Directory Hosting	2,100	2,100	2,330	0	0
<b>Total Expenses</b>	<b>29,539</b>	<b>72,774</b>	<b>251,930</b>	<b>23,696</b>	<b>64,518</b>
<b>Net Income</b>	<b>-6,307</b>	<b>-26,572</b>	<b>-2,430</b>	<b>4,056</b>	<b>-7,679</b>

**DIGITAL ADVERTISING**  
Income Statement  
For the Four Months Ending April 30, 2025

		April 2025 Actual	2025 YTD	2025 Budget	April 2024 Actual	2024 YTD
<b>Revenues</b>						
4CM3000	Newsletter/Targeted Adver.	0	13,500	25,000	4,254	25,473
4CM30002	Website Advertising	0	14,750	65,000	990	8,739
4CM30003	Eblast	3,775	14,725	45,000	5,575	4,900
4CM30005	Social Media	0	1,275	3,000	500	1,044
4CM30006	ILMA Week	0	22,804	110,000	0	0
	<b>Total Revenues</b>	<b>3,775</b>	<b>67,054</b>	<b>248,000</b>	<b>11,319</b>	<b>40,156</b>
<b>Expenses</b>						
6CM00106-A	ILMA Week Commission	0	10,402	55,000	0	0
6CM00105-A	Social Media Commission	0	255	720	90	199
6CM00102	EBLAST Commission	755	2,445	9,000	1,004	869
6CM00103	APP Commission	0	0	300	0	0
6CM00104	Website Commission	0	7,375	32,500	0	0
6CM00107	Retargeting Adv. Commission	0	6,750	12,500	0	0
6CM00109	Professional Fees Comm	0	0	2,500	25	25
	<b>Total Expenses</b>	<b>755</b>	<b>27,227</b>	<b>112,520</b>	<b>1,119</b>	<b>1,092</b>
	<b>Net Income</b>	<b>3,020</b>	<b>39,827</b>	<b>135,480</b>	<b>10,201</b>	<b>39,064</b>

**PUBLIC POLICY/ADVOCACY**  
Income Statement  
For the Four Months Ending April 30, 2025

	April 2025 Actual	2025 YTD	2025 Budget	April 2024 Actual	2024 YTD
<b>Revenues</b>					
<b>Total Revenues</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Expenses</b>					
6SH00162 Public Policy Dues	0	0	4,200	0	0
6SH00191 Public Policy Consultant	0	8,800	22,100	0	5,361
6SH11108 Public Policy Legal	36,873	133,008	354,000	30,151	123,707
6SH41111 Public Policy Meetings/Travel	0	3,942	12,000	0	805
<b>Total Expenses</b>	<b>36,873</b>	<b>145,750</b>	<b>392,300</b>	<b>30,151</b>	<b>129,874</b>
<b>Net Income</b>	<b>-36,873</b>	<b>-145,750</b>	<b>-392,300</b>	<b>-30,151</b>	<b>-129,874</b>

**ENGAGE**  
Income Statement  
For the Four Months Ending April 30, 2025

	April 2025 Actual	2025 YTD	2025 Budget	April 2024 Actual	2024 YTD
<b>Revenues</b>					
4MF0200 Engage Registrations	12,025	515,410	482,375	-17,175	473,215
4MF0205 Engage Non Member	-36,150	16,720	10,000	4,590	45,310
4MF0206 Engage Spouse/Guest	795	15,645	20,000	3,480	19,320
4MF0309 Engage Sponsorships	0	270,500	255,000	0	256,100
4MF0401 Engage Sports	1,370	36,170	35,300	605	32,450
<b>Total Revenues</b>	<b>-21,960</b>	<b>854,445</b>	<b>802,675</b>	<b>-8,500</b>	<b>826,395</b>
<b>Expenses</b>					
6MF00106 Printing/Marketing Engage	9,821	11,378	10,650	1,832	6,316
6MF00107 Postage & Shipping Engage	697	957	9,250	5,477	5,509
6MF00108 Temporary Staff Engage	0	0	850	0	0
6MF00109 Professional Fees Engage	6,336	9,936	10,000	5,981	8,981
6MF00110 Supplies Engage	211	4,435	6,150	1,206	5,808
6MF41111 Staff Travel Engage	5,231	14,189	19,080	3,275	10,528
6MF41112 Staff Rooms Engage	16,526	16,526	8,250	0	0
6MF42120 Food & Beverages Engage	185,000	195,000	225,000	8,314	155,484
6MF42122 Entertainment & Decor Engage	4,533	23,011	26,500	1,144	15,537
6MF42123 Speakers Engage	1,704	28,704	45,000	0	47,500
6MF42124 Sporting Events Engage	3,672	34,607	35,320	5,450	27,112
6MF42127 AV Engage	48,097	48,097	50,000	0	0
6MF42131 On Site Services Engage	10,505	21,512	35,000	2,961	28,487
6MF42132 Engage Transportation	0	0	2,000	0	0
6MF43145 Credit Card Fees	27,250	27,250	30,000	19,526	19,526
<b>Total Expenses</b>	<b>319,583</b>	<b>435,601</b>	<b>513,050</b>	<b>55,165</b>	<b>330,789</b>
<b>Net Income</b>	<b>-341,543</b>	<b>418,844</b>	<b>289,625</b>	<b>-63,665</b>	<b>495,606</b>

**ANNUAL MEETING**  
**Income Statement**  
For the Four Months Ending April 30, 2025

	April 2025 Actual	2025 YTD	2025 Budget	April 2024 Actual	2024 YTD
<b>Revenues</b>					
4MA0200 AM Registrations	0	0	1,157,750	0	0
4MA0205 AM Reg Non-Member	0	0	50,000	0	0
4MA0206 AM Reg Spouse/Guest	0	0	65,000	0	0
4MA0309 AM Sponsorships	0	0	560,000	0	0
4MA0399 AM Sporting Events	0	0	61,830	0	0
4MA0400 AM Croquet	0	0	13,500	0	0
<b>Total Revenues</b>	<b>0</b>	<b>0</b>	<b>1,908,080</b>	<b>0</b>	<b>0</b>
<b>Expenses</b>					
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	0	25,600	0	0
6MA00110 Supplies AM	0	0	10,000	0	0
6MA41111 Staff Travel AM	328	930	19,300	0	267
6MA41112 Staff Rooms AM	0	0	7,400	0	0
6MA42120 Food & Beverage	0	0	515,000	0	64,000
6MA42122 Entertainment & Decor	0	264	85,700	0	259
6MA42123 Speakers AM	0	8,309	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
<b>Total Expenses</b>	<b>328</b>	<b>9,711</b>	<b>1,176,850</b>	<b>0</b>	<b>87,425</b>
<b>Net Income</b>	<b>-328</b>	<b>-9,711</b>	<b>731,230</b>	<b>0</b>	<b>-87,425</b>

**INVESTMENTS**  
**For the Four Months Ending April 30, 2025**

	April 2025 Actual	2025 YTD	April 2024 Actual	2024 YTD
<b>INVESTMENTS</b>				
Dividend Income Equities	11,249	46,350	9,618	36,736
Realized Gains/Losses	0	111,250	1,668	1,668
Interest Money Market	1	4	5	53
<b>SUBTOTAL</b>	<b>11,250</b>	<b>157,605</b>	<b>11,291</b>	<b>38,457</b>
<b>Unrealized Gains/Losses</b>	<b>-7,932</b>	<b>-121,540</b>	<b>-223,433</b>	<b>-6,775</b>
<b>TOTAL Gains/Losses</b>	<b>3,317</b>	<b>36,064</b>	<b>-212,142</b>	<b>31,682</b>

## APRIL 2015 NOTES

### APRIL NOTES

#### P&L

G&A	Reallocated the credit cards fees associated with Engage from G&A to that meeting expense account \$27,250
Engage	Reallocated the \$50/\$75 contribution per Engage registrant to the Foundation \$26,325
	Aligned Member and Non-member revenue to reconcile with Imis