

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

	2025	2024	Difference
<b>Current Assets</b>			
Cash	633,241	200,228	433,013
Investments	7,750,123	7,661,743	88,380
Security Deposit	8,913	8,913	0
Accounts Receivable	14,202	3,180	11,022
Prepaid Assets	242,923	214,106	28,816
<b>Total Current Assets</b>	<b>8,649,401</b>	<b>8,088,169</b>	<b>561,231</b>
<b>Property and Equipment</b>			
Furniture & Equipment	61,896	62,274	-379
Computer Hardware	22,508	24,853	-2,345
Software/Intangibles	96,016	88,816	7,200
Leasehold Improvements	200,491	193,915	6,576
Accumulated Depreciation	-247,793	-219,603	-28,190
<b>Total Property and Equipment</b>	<b>133,118</b>	<b>150,255</b>	<b>-17,138</b>
<b>Other Assets</b>			
Right of Use (ROU) Asset	316,357	404,609	-88,252
<b>Total Other Assets</b>	<b>316,357</b>	<b>404,609</b>	<b>-88,252</b>
<b>Total Assets</b>	<b>9,098,875</b>	<b>8,643,033</b>	<b>455,842</b>
<b>LIABILITIES AND CAPITAL</b>			
<b>Current Liabilities</b>			
Short Term Lease Liability	125,281	119,868	5,413
Accounts Payable	79,973	52,139	27,834
Foundation Contributions	180,092	146,441	33,651
Deferred Revenue Member Dues	103,250	5,900	97,350
<b>Total Current Liabilities</b>	<b>488,596</b>	<b>324,348</b>	<b>164,248</b>
<b>Long-Term Liabilities</b>			
Long Term Lease Liability	325,757	451,038	-125,281
<b>Total Long-Term Liabilities</b>	<b>325,757</b>	<b>451,038</b>	<b>-125,281</b>
<b>Total Liabilities</b>	<b>814,353</b>	<b>775,386</b>	<b>38,968</b>
<b>Capital</b>			
Retained Earnings	7,319,821	6,608,156	711,665
Net Income	964,701	1,259,492	-294,791
<b>Total Capital</b>	<b>8,284,522</b>	<b>7,867,648</b>	<b>416,874</b>
<b>Total Liabilities &amp; Capital</b>	<b>9,098,875</b>	<b>8,643,034</b>	<b>455,841</b>

**ILMA**  
**Statement of Activities**  
For the Eleven Months Ending November 30, 2025

	<b>November 2025</b>	<b>2025</b>	<b>2025</b>	<b>November 2024</b>	<b>2024</b>
	<b>Actual</b>	<b>YTD</b>	<b>Budget</b>	<b>Actual</b>	<b>YTD</b>
<b>Revenues</b>					
Total Dues & Royalties	3,998	1,080,366	1,077,300	250	1,052,621
Total Digital Advertising	9,574	146,517	248,000	0	69,344
Total Compoundings Advertising	11,532	123,913	249,500	16,317	159,300
Total Engage Revenue	0	858,635	802,675	0	826,395
Total Annual Meeting-Revenue	0	2,064,150	1,908,080	-43,475	2,004,235
<b>Total Revenues</b>	<b>25,104</b>	<b>4,273,582</b>	<b>4,285,555</b>	<b>-26,908</b>	<b>4,111,896</b>
<b>Expenses</b>					
Total G&A Expenses	140,835	1,583,832	1,754,158	122,162	1,495,288
Total Digital Advertising	4,037	65,448	112,520	0	46,607
Total Compoundings Advertising	20,708	202,590	251,930	21,669	195,356
Total Public Policy Expenses	35,137	377,473	392,300	38,567	390,136
Total Engage Expenses	18	446,799	513,050	0	452,093
Total Annual Meeting Expenses	-450	1,093,656	1,176,850	446,675	1,016,839
<b>Total Expenses</b>	<b>200,286</b>	<b>3,769,798</b>	<b>4,200,808</b>	<b>629,074</b>	<b>3,596,319</b>
<b>Operating Income</b>	<b>-175,182</b>	<b>503,783</b>	<b>84,747</b>	<b>-655,982</b>	<b>515,576</b>
<b>Other Expense/Income</b>					
Total Project Fund	803	376,859	0	2,473	80,914
Legal Regulatory Project	0	46,375	0	0	4525.13
MWF Program Income				0	104,540
MWF Program Expenses				0	83,407
Investment Gain/Loss	34,389	884,152	0	201,297	808,222
<b>NET INCOME</b>	<b>-141,595</b>	<b>964,701</b>	<b>84,747</b>	<b>-457,158</b>	<b>1,259,492</b>

**GENERAL ADMINISTRATIVE**  
Income Statement  
For the Eleven Months Ending November 30, 2025

	November 2025 Actual	2025 YTD	2025 Budget	November 2024 Actual	2024 YTD
<b>Revenues</b>					
4GA0400 Member Dues	2,950	1,045,749	1,044,300	0	1,017,998
4GA0407 New Member Application Fees	250	6,500	5,000	250	6,500
4GA1000 Royalties Partnership Program	798	3,117	3,000	0	3,123
4GA2002 Virtual Town Hall	0	25,000	25,000	0	25,000
<b>Total Revenues</b>	<b>3,998</b>	<b>1,080,366</b>	<b>1,077,300</b>	<b>250</b>	<b>1,052,621</b>
<b>Expenses</b>					
6GA00106 Printing/Marketing G&A	19	803	1,500	0	756
6GA00107 Postage & Shipping G&A	0	883	1,000	100	1,588
6GA00110 Supplies G&A	505	3,680	3,500	270	1,897
6GA00120 Office Expense G&A	1,267	14,100	13,500	1,105	12,611
6GA00159 Leases G&A	431	4,721	5,200	425	4,669
6GA00160 Telephone & Data G&A	1,495	16,513	16,550	880	14,055
6GA00161 Insurance G&A	1,099	15,195	17,200	1,647	15,808
6GA00162 Dues,Subscriptions,Licenses	266	6,115	5,300	65	5,321
6GA00163 Taxes G&A	0	904	1,200	0	1,103
6GA00164 Depreciation G&A	1,992	21,913	30,000	2,266	24,930
6GA00165 Amortization Expense	337	3,703	2,500	264	2,905
6GA40101 Payroll G&A	86,628	870,378	968,000	75,896	777,820
6GA40102 Payroll Taxes G&A	4,833	56,781	75,000	4,174	50,491
6GA40103 Benefits G&A	5,668	67,362	63,000	5,621	54,542
6GA40104 Retirement G&A	5,309	63,837	67,000	4,404	58,024
6GA41111 Staff Travel Meetings G&A	1,259	16,255	20,000	148	14,392
6GA42130 Executive Committee	0	35,346	70,000	226	67,275
6GA43142 Audit & Accounting/Payroll	7,063	69,529	56,000	392	55,613
6GA43145 Credit Card Fees G&A	2,497	28,158	35,000	988	30,210
6GA43146 Bank/Interest Fees G&A	331	2,848	1,500	103	1,827
6GA44150 IT Services G&A	4,788	56,631	52,000	2,520	45,320
6GA45152 Personal Property Taxes G&A	0	1,609	1,500	664	1,797
6GA45158 Foundation Expense	60	1,343	3,000	60	2,759
6GA45165 Testing/Ethics Program G&A	0	48,337	20,000	0	60,906
6GA45166 International Travel	2,697	20,783	30,000	2,514	19,063
6GA45170 Professional Development	0	3,382	6,500	0	4,797
6GA50000 Rent	8,022	88,237	96,258	8,022	87,254
6GA50002 Operating Exp. N. Washington	214	41	3,000	4,428	6,848
6CM00106 Video Communications	0	0	1,000	0	200
6CM00105 APP Clowder	2,748	30,227	32,975	2,748	30,888
6CM00107-8 Website, E-Communications	1,309	34,216	54,975	2,232	39,620
<b>Total Expenses</b>	<b>140,835</b>	<b>1,583,832</b>	<b>1,754,158</b>	<b>122,162</b>	<b>1,495,288</b>
<b>Net Income</b>	<b>-136,837</b>	<b>-503,465</b>	<b>-676,858</b>	<b>-121,912</b>	<b>-442,667</b>

**DIGITAL ADVERTISING**  
Income Statement  
For the Eleven Months Ending November 30, 2025

	November 2025 Actual	2025 YTD	2025 Budget	November 2024 Actual	2024 YTD	
<b>Revenues</b>						
4CM3000	Retargeted Advertising	0	13,500	25,000	0	35,167
4CM30002	Website Advertising	3,750	34,694	65,000	0	11,398
4CM30003	Eblast	2,500	21,975	45,000	0	20,700
4CM30005	Social Media	0	3,900	3,000	0	2,079
4CM30006	ILMA Week	3,324	72,448	110,000	0	0
	<b>Total Revenues</b>	<b>9,574</b>	<b>146,517</b>	<b>248,000</b>	<b>0</b>	<b>69,344</b>
<b>Expenses</b>						
6CM00102	EBLAST Commission	500	3,895	9,000	0	4,356
6CM00103	APP Commission	0	0	300	0	0
6CM00104	Website Commission	1,875	16,699	32,500	0	0
6CM00105-A	Social Media Commission	0	780	720	0	379
6CM00106-A	ILMA Week Commission	1,662	35,224	55,000	0	0
6CM00107	Retargeting Adv. Commission	0	6,750	12,500	0	0
6CM00109	Professional Fees Communication	0	2,100	2,500	0	2,025
6CM30001	Multiview Royalties	0	0	0	0	39,847
	<b>Total Expenses</b>	<b>4,037</b>	<b>65,448</b>	<b>112,520</b>	<b>0</b>	<b>46,607</b>
	<b>Net Income</b>	<b>5,537</b>	<b>81,069</b>	<b>135,480</b>	<b>0</b>	<b>22,737</b>

**COMPOUNDINGS ADVERTISING**  
Income Statement  
For the Eleven Months Ending November 30, 2025

	November 2025 Actual	2025 YTD	2025 Budget	November 2024 Actual	2024 YTD
<b>Revenues</b>					
4PC0100 Compoundings Advertising	11,532	108,538	235,000	16,317	155,550
4PC0150 Compoundings Digital Edition	0	0	2,500	0	0
4PC2000 Compoundings Subscription	0	185	0	0	0
4PD0100 Industry Directory Advertising	0	15,190	12,000	0	3,750
<b>Total Revenues</b>	<b>11,532</b>	<b>123,913</b>	<b>249,500</b>	<b>16,317</b>	<b>159,300</b>
<b>Expenses</b>					
6PC00100 Compoundings Commissions	2,306	21,685	47,000	2,940	24,963
6PC00101 Digital Ad Commissions	0	0	500	0	0
6PC00106 Printing/Marketing Compounding	7,087	62,384	72,500	7,021	62,671
6PC00107 Postage & Shipping	2,066	23,010	25,800	2,634	21,970
6PC00109 Professional Services	9,249	86,261	98,400	9,074	85,378
6PD00100 Directory Adv. Commissions	0	3,650	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
<b>Total Expenses</b>	<b>20,708</b>	<b>202,590</b>	<b>251,930</b>	<b>21,669</b>	<b>195,356</b>
<b>Net Income</b>	<b>-9,176</b>	<b>-78,677</b>	<b>-2,430</b>	<b>-5,352</b>	<b>-36,056</b>

**PUBLIC POLICY/ADVOCACY**  
Income Statement  
For the Eleven Months Ending November 30, 2025

	<b>November 2025 Actual</b>	<b>2025 YTD</b>	<b>2025 Budget</b>	<b>November 2024 Actual</b>	<b>2024 YTD</b>
<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	115	4,200	0	4,100
6SH00191 Public Policy Consultant	0	18,543	22,100	2,532	13,549
6SH11108 Public Policy Legal	35,137	348,760	354,000	35,212	360,861
6SH41111 Public Policy Meetings/Travel	0	10,055	12,000	823	11,625
<b>Total Expenses</b>	<b>35,137</b>	<b>377,473</b>	<b>392,300</b>	<b>38,567</b>	<b>390,136</b>
<b>Net Income</b>	<b>-35,137</b>	<b>-377,473</b>	<b>-392,300</b>	<b>-38,567</b>	<b>-390,136</b>

**ENGAGE**  
Income Statement  
For the Eleven Months Ending November 30, 2025

	November 2025 Actual	2025 YTD	2025 Budget	November 2024 Actual	2024 YTD
<b>Revenues</b>					
4MF0200 Engage Registrations	0	519,600	482,375	0	505,840
4MF0205 Engage Non Member	0	16,720	10,000	0	12,685
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
<b>Total Revenues</b>	<b>0</b>	<b>858,635</b>	<b>802,675</b>	<b>0</b>	<b>826,395</b>
<b>Expenses</b>					
6MF00106 Printing/Marketing Engage	0	11,238	10,650	0	6,316
6MF00107 Postage & Shipping Engage	0	5,925	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	4,531
6MF41111 Staff Travel Engage	0	14,197	19,080	0	13,827
6MF41112 Staff Rooms Engage	0	8,208	8,250	0	7,365
6MF42120 Food & Beverages Engage	0	208,398	225,000	0	207,028
6MF42122 Entertainment & Decor Engage	0	23,151	26,500	0	19,864
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	18	21,530	35,000	0	29,907
6MF42132 Engage Transportation	0	0	2,000	0	0
6MF43145 Credit Card Fees	0	27,250	30,000	0	19,526
<b>Total Expenses</b>	<b>18</b>	<b>446,799</b>	<b>513,050</b>	<b>0</b>	<b>452,093</b>
<b>Net Income</b>	<b>-18</b>	<b>411,836</b>	<b>289,625</b>	<b>0</b>	<b>374,302</b>

**ANNUAL MEETING**  
**Income Statement**  
For the Eleven Months Ending November 30, 2025

	<b>November 2025</b>	<b>2025</b>	<b>2025</b>	<b>November 2024</b>	<b>2024</b>
	<b>Actual</b>	<b>YTD</b>	<b>Budget</b>	<b>Actual</b>	<b>YTD</b>
<b>Revenues</b>					
4MA0200 AM Registrations	0	1,214,600	1,157,750	-41,975	1,197,810
4MA0205 AM Reg Non-Member	0	112,275	50,000	-1,850	79,850
4MA0206 AM Reg Spouse/Guest	0	81,420	65,000	0	77,210
4MA0309 AM Sponsorships	0	579,000	560,000	0	563,250
4MA0399 AM Sporting Events	0	62,455	61,830	350	70,815
4MA0400 AM Croquet	0	14,400	13,500	0	15,300
<b>Total Revenues</b>	<b>0</b>	<b>2,064,150</b>	<b>1,908,080</b>	<b>-43,475</b>	<b>2,004,235</b>
<b>Expenses</b>					
6MA00106 Printing AM	0	17,939	20,050	13,365	17,849
6MA00107 Postage & Shipping AM	128	5,710	11,500	1,635	4,503
6MA00108 Temporary Staff AM	-300	3,671	4,200	0	3,474
6MA00109 Professional Fees AM	0	10,681	25,600	0	9,996
6MA00110 Supplies AM	0	9,381	10,000	0	8,724
6MA41111 Staff Travel AM	-279	14,746	19,300	5,249	11,765
6MA41112 Staff Rooms AM	0	-5,438	7,400	-1,328	-1,328
6MA42120 Food & Beverage	0	529,667	515,000	304,498	535,655
6MA42122 Entertainment & Decor AM	0	57,013	85,700	15,250	59,716
6MA42123 Speakers AM	0	65,162	80,000	2,046	35,758
6MA42124 Sporting Events AM	0	64,633	61,250	75,425	78,761
6MA42125 Croquet Tournament	0	32,662	37,100	11,437	21,056
6MA42127 AV AM	0	150,417	150,000	15,559	107,623
6MA42131 On Site Services AM	0	60,339	87,000	3,540	53,622
6MA42132 Transportation	0	0	2,750	0	450
6MA43145 Credit Card Fees	0	77,073	60,000	0	69,214
<b>Total Expenses</b>	<b>-450</b>	<b>1,093,656</b>	<b>1,176,850</b>	<b>446,675</b>	<b>1,016,839</b>
<b>Net Income</b>	<b>450</b>	<b>970,494</b>	<b>731,230</b>	<b>-490,150</b>	<b>987,396</b>

**MWF**  
**Income Statement**  
For the Eleven Months Ending November 30, 2025

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

## INVESTMENTS

For the Eleven Months ending November 30, 2025

	<b>November 2025</b> <b>Actual</b>	<b>2025</b> <b>YTD</b>	<b>November 2024</b> <b>Actual</b>	<b>2024</b> <b>YTD</b>
<b>INVESTMENTS</b>				
Dividend Income Equities	11,266	142,831	11,505	123,405
Realized Gains/Losses	78,969	190,220	0	1,668
Interest Money Market	1,660	6,208	3	94
<b>SUBTOTAL</b>	<b>91,895</b>	<b>339,258</b>	<b>11,508</b>	<b>125,167</b>
<b>Unrealized Gains/Losses</b>	<b>-57,506</b>	<b>544,894</b>	<b>189,789</b>	<b>683,055</b>
<b>TOTAL Gains/Losses</b>	<b>34,389</b>	<b>884,152</b>	<b>201,297</b>	<b>808,222</b>

**NOTES**  
**November 30, 2025**

**BALANCE SHEET**

Cash account (Truist and Atlantic) includes the following transactions in November:

Transferred \$25,000 from Foundation Account to Operating Account for Partial Funding of Economic Contributions of ILMAs by S&P Global (HIS Markit)

Transferred \$314,950.38 from Program Fund to Operating Account for various Program expenses

Transferred \$35,634.20 from Long Term Reserves for Jan - July Legal Regulatory Expenses related to PFAS, Empty Drum and EV's

Annual Meeting Hotel Bill Accrued in October - paid in November

**P&L**

**Annual Meeting**

Negative #'s - some unused Petty Cash for Temps at the meeting returned and Airfare change credits