

ILMAStatement of Assets, Liabilities and Net Assets
2025

	2025	2024	Difference
Current Assets			
Cash	925,373	881,059	44,314
Investments	7,987,495	7,820,312	167,184
Security Deposit	8,913	8,913	0
Accounts Receivable	5,047	14,103	-9,056
Prepaid Assets	178,348	170,296	8,052
Total Current Assets	9,105,175	8,894,682	210,492
Property and Equipment			
Furniture & Equipment	61,896	62,274	-379
Computer Hardware	22,508	22,615	-107
Software/Intangibles	96,016	88,816	7,200
Leasehold Improvements	200,491	193,915	6,576
Accumulated Depreciation	-243,135	-214,542	-28,593
Total Property and Equipment	137,775	153,078	-15,303
Other Assets			
Right of Use (ROU) Asset	331,196	419,139	-87,944
Total Other Assets	331,196	419,139	-87,944
Total Assets	9,574,146	9,466,900	107,246
LIABILITIES AND CAPITAL			
Current Liabilities			
Short Term Lease Liability	124,366	118,983	5,383
Accounts Payable	34,472	23,608	10,864
Foundation Contributions	111,192	100,691	10,501
Total Current Liabilities	270,030	243,282	26,748
Long-Term Liabilities			
Long Term Lease Liability	347,020	471,386	-124,366
Total Long-Term Liabilities	347,020	471,386	-124,366
Total Liabilities	617,049	714,668	-97,618
Capital			
Retained Earnings	7,319,721	6,608,156	711,565
Net Income	1,637,376	2,144,077	-506,701
Total Capital	8,957,097	8,752,233	204,864
Total Liabilities & Capital	9,574,146	9,466,900	107,246

ILMA
Statement of Activities
For the Nine Months Ending September 30, 2025

	September 2025 Actual	2025 YTD	2025 Budget	September 2024 Actual	2024 YTD
Revenues					
Total Dues & Royalties	19,200	1,069,968	1,077,300	13,383	1,049,171
Total Digital Advertising	22,020	131,408	248,000	10,832	67,844
Total Compoundings Advertising	12,807	103,669	249,500	13,394	123,396
Total Engage Revenue	0	854,445	802,675	0	826,395
Total AM Revenue	113,702	2,089,532	1,908,080	101,638	2,050,905
Total Revenues	167,729	4,249,022	4,285,555	139,247	4,117,711
Expenses					
Total G&A Expenses	153,761	1,374,936	1,754,158	148,297	1,309,402
Total Digital Advertising	9,576	59,620	112,520	40,927	46,337
Total Compoundings Advertising	21,166	158,286	251,930	20,776	148,620
Total Public Policy Expenses	43,492	306,356	392,300	36,060	315,693
Total Engage Expenses	0	446,781	513,050	0	452,093
Total AM Expenses	96,337	626,344	1,176,850	21,750	418,025
Total Expenses	324,332	2,972,323	4,200,808	267,811	2,690,171
Operating Income	-156,603	1,276,699	84,747	-128,563	1,427,540
Other Expense/Income					
Total Project Fund	18,358	373,309	0	12,515	66,863
Legal Regulatory Project	1,326	31,941	0	0	4,525
MWF Program Income				0	104,540
MWF Program Expenses				0	83,407
Investment Gain/Loss	159,084	765,926	0	138,778	766,791
NET INCOME	-17,203	1,637,375	84,747	-2,300	2,144,076

GENERAL ADMINISTRATIVE
Income Statement
For the Nine Months Ending September 30, 2025

	September 2025 Actual	2025 YTD	2025 Budget	September 2024 Actual	2024 YTD
Revenues					
4GA0400	17,700	1,036,899	1,044,300	11,800	1,015,048
4GA0407	1,500	5,750	5,000	750	6,000
4GA1000	0	2,319	3,000	833	3,123
4GA2002	0	25,000	25,000	0	25,000
Total Revenues	19,200	1,069,968	1,077,300	13,383	1,049,171
Expenses					
6GA00106	0	784	1,500	0	756
6GA00107	220	822	1,000	100	1,401
6GA00110	322	2,721	3,500	266	1,571
6GA00120	1,105	11,405	13,500	972	10,534
6GA00159	431	3,859	5,200	425	3,820
6GA00160	1,490	13,543	16,550	1,382	12,294
6GA00161	1,424	12,998	17,200	1,415	12,737
6GA00162	116	5,563	5,300	60	4,882
6GA00163	0	904	1,200	0	1,103
6GA00164	1,992	17,929	30,000	2,266	20,397
6GA00165	337	3,030	2,500	264	2,377
6GA40101	85,489	695,261	968,000	73,396	628,528
6GA40102	4,793	46,915	75,000	3,974	42,343
6GA40103	6,406	55,288	63,000	4,580	44,341
6GA40104	5,129	51,223	67,000	4,404	47,001
6GA41111	1,340	14,334	20,000	1,370	13,846
6GA42130	581	35,346	70,000	23,398	67,049
6GA43142	397	58,378	56,000	6,232	54,858
6GA43145	8,672	95,311	35,000	8,477	94,432
6GA43146	283	2,030	1,500	1	1,615
6GA44150	11,485	47,210	52,000	2,360	40,470
6GA45152	1,028	1,028	1,500	0	1,133
6GA45158	570	1,223	3,000	60	2,639
6GA45165	3,040	48,337	20,000	0	48,002
6GA45166	5,175	18,819	30,000	0	13,345
6GA45170	0	2,183	6,500	995	4,797
6GA50000	8,022	72,194	96,258	8,022	71,210
6GA50002	214	-387	3,000	242	2,178
6CM00106	0	0	1,000	0	200
6CM00105	2,748	24,731	32,975	2,520	25,392
6CM00107-8	953	31,954	54,975	1,116	34,153
Total Expenses	153,761	1,374,936	1,754,158	148,297	1,309,402
Net Income	-134,561	-304,967	-676,858	-134,914	-260,231

DIGITAL ADVERTISING
Income Statement
For the Nine Months Ending September 30, 2025

	September 2025 Actual	2025 YTD	2025 Budget	September 2024 Actual	2024 YTD	
Revenues						
4CM3000	Retargeted Advertising	0	13,500	25,000	4,832	35,167
4CM30002	Website Advertising	680	27,184	65,000	0	11,398
4CM30003	Eblast	3,250	19,475	45,000	5,500	19,200
4CM30005	Social Media	850	2,125	3,000	500	2,079
4CM30006	ILMA Week	17,240	69,124	110,000	0	0
	Total Revenues	22,020	131,408	248,000	10,832	67,844
Expenses						
6CM00102	EBLAST Commission	650	3,395	9,000	990	4,086
6CM00103	APP Commission	0	0	300	0	0
6CM00104	Website Commission	136	13,388	32,500	0	0
6CM00105-A	Social Media Commission	170	425	720	90	379
6CM00106-A	ILMA Week Commission	8,620	33,562	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	39,847	39,847
	Total Expenses	9,576	59,620	112,520	40,927	46,337
	Net Income	12,444	71,788	135,480	-30,095	21,507

COMPOUNDINGS ADVERTISING
Income Statement
For the Nine Months Ending September 30, 2025

	September 2025 Actual	2025 YTD	2025 Budget	September 2024 Actual	2024 YTD
Revenues					
4PC0100 Compoundings Advertising	12,807	88,294	235,000	13,394	119,646
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
Total Revenues	12,807	103,669	249,500	13,394	123,396
Expenses					
6PC00100 Compoundings Commissions	2,561	17,636	47,000	2,411	18,497
6PC00101 Digital Ad Commissions	0	0	500	0	0
6PC00106 Printing/Marketing Compounding	6,687	46,846	72,500	6,810	47,243
6PC00107 Postage & Shipping	2,618	17,840	25,800	2,506	15,626
6PC00109 Professional Services	9,299	66,713	98,400	9,049	66,880
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
Total Expenses	21,166	158,286	251,930	20,776	148,620
Net Income	-8,359	-54,617	-2,430	-7,382	-25,224

PUBLIC POLICY/ADVOCACY
Income Statement
For the Nine Months Ending September 30, 2025

	September 2025 Actual	2025 YTD	2025 Budget	September 2024 Actual	2024 YTD
Revenues					
Total Revenues	0	0	0	0	0
Expenses					
6SH00162 Public Policy Dues	0	115	4,200	0	4,100
6SH00191 Public Policy Consultant	8,800	18,543	22,100	0	11,017
6SH11108 Public Policy Legal	34,287	277,643	354,000	36,060	289,774
6SH41111 Public Policy Meetings/Travel	405	10,055	12,000	0	10,802
Total Expenses	43,492	306,356	392,300	36,060	315,693
Net Income	-43,492	-306,356	-392,300	-36,060	-315,693

ENGAGE
Income Statement
For the Nine Months Ending September 30, 2025

	September 2025 Actual	2025 YTD	2025 Budget	September 2024 Actual	2024 YTD
Revenues					
4MF0200 Engage Registrations	0	515,410	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
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	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	0	21,512	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
Total Expenses	0	446,781	513,050	0	452,093
Net Income	0	407,664	289,625	0	374,302

ANNUAL MEETING
Income Statement
For the Nine Months Ending September 30, 2025

	September 2025	2025	2025	September 2024	2024
	Actual	YTD	Budget	Actual	YTD
Revenues					
4MA0200 AM Registrations	61,950	1,159,970	1,157,750	63,575	1,143,760
4MA0205 AM Reg Non-Member	37,375	197,825	50,000	19,025	180,675
4MA0206 AM Reg Spouse/Guest	6,450	74,820	65,000	10,220	77,455
4MA0309 AM Sponsorships	2,950	582,200	560,000	4,600	563,250
4MA0399 AM Sporting Events	4,077	60,552	61,830	3,618	70,465
4MA0400 AM Croquet	900	13,950	13,500	600	15,300
4MA2000 AM- Other Revenue	0	215	0	0	0
Total Revenues	113,702	2,089,532	1,908,080	101,638	2,050,905
Expenses					
6MA00106 Printing AM	1,643	2,373	20,050	3,694	3,694
6MA00107 Postage & Shipping AM	325	325	11,500	496	2,519
6MA00108 Temporary Staff AM	0	1,650	4,200	381	3,474
6MA00109 Professional Fees AM	3,325	3,730	25,600	1,238	4,788
6MA00110 Supplies AM	2,854	8,899	10,000	602	6,434
6MA41111 Staff Travel AM	1,500	6,353	19,300	0	4,801
6MA41112 Staff Rooms AM	0	0	7,400	0	0
6MA42120 Food & Beverage	0	406,266	515,000	0	230,890
6MA42122 Entertainment & Decor AM	8,135	20,375	85,700	525	38,344
6MA42123 Speakers AM	0	58,309	80,000	0	33,375
6MA42124 Sporting Events AM	2,811	2,811	61,250	0	0
6MA42125 Croquet Tournament	371	371	37,100	2,712	8,920
6MA42127 AV AM	61,077	61,877	150,000	0	44,769
6MA42131 On Site Services AM	14,297	53,007	87,000	12,103	36,018
6MA42132 Transportation	0	0	2,750	0	0
6MA43145 Credit Card Fees	0	0	60,000	0	0
Total Expenses	96,337	626,344	1,176,850	21,750	418,025
Net Income	17,365	1,463,188	731,230	79,888	1,632,880

MWF
Income Statement
For the Nine Months Ending September 30, 2025

	September 2025 Actual	2025 YTD	2025 Budget	September 2024 Actual	2024 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

2025 INVESTMENTS

For the Nine Months Ending September 30, 2025

	September 2025 Actual	2025 YTD	September 2024 Actual	2024 YTD
INVESTMENTS				
Dividend Income Equities	14,247	119,728	15,316	100,161
Realized Gains/Losses	0	111,250	0	1,668
Interest Money Market	1	1,190	5	88
SUBTOTAL	14,248	232,168	15,321	101,917
Unrealized Gains/Losses	144,836	533,758	123,457	664,875
TOTAL Gains/Losses	159,084	765,926	138,778	766,791

SEPTEMBER2025 NOTES

Notes September 2025 Financials

P&L

Reminder - G&A/Annual Meeting Credit Card Fees - October Financials will include the allocation of related fees for the meeting from G&A

Annual Meeting

Final Expenses for the Annual Meeting will be included in the October/Nov. Statements