

ILMAStatement of Assets, Liabilities and Net Assets
2025

	2025	2024	Difference
Current Assets			
Cash	666,844	320,734	346,109
Investments	7,783,341	7,470,329	313,012
Security Deposit	8,913	8,913	0
Accounts Receivable	139,423	16,964	122,459
Insurance Receivable	0	224	-224
Prepaid Assets	241,566	227,391	14,175
Total Current Assets	8,840,086	8,044,555	795,531
Property and Equipment			
Furniture & Equipment	61,896	61,896	0
Computer Hardware	21,090	18,634	2,456
Software/Intangibles	96,016	88,816	7,200
Leasehold Improvements	200,491	193,915	6,576
Accumulated Depreciation	-250,482	-222,176	-28,306
Total Property and Equipment	129,010	141,084	-12,074
Other Assets			
Right of Use (ROU) Asset	308,918	397,325	-88,407
Total Other Assets	308,918	397,325	-88,407
Total Assets	9,278,014	8,582,964	695,050
LIABILITIES AND CAPITAL			
Current Liabilities			
Short Term Lease Liability	125,739	120,311	5,428
Accounts Payable	299,211	285,900	13,311
Accrued PTO	40,096	29,142	10,955
Accrued Liabilities Other	55,547	34,912	20,635
Deferred Other	25,000	0	25,000
Deferred Revenue Member Dues	437,339	352,034	85,305
Deferred Revenue Engage	29,000	0	29,000
Deferred Rev. Annual Meeting	5,000	0	5,000
Total Current Liabilities	1,016,932	822,299	194,633
Long-Term Liabilities			
Long Term Lease Liability	315,105	440,844	-125,739
Total Long-Term Liabilities	315,105	440,844	-125,739
Total Liabilities	1,332,037	1,263,143	68,895
Capital			
Retained Earnings	7,319,821	6,608,156	711,665
Net Income	626,156	711,665	-85,509
Total Capital	7,945,977	7,319,821	626,156
Total Liabilities & Capital	9,278,014	8,582,964	695,050

ILMA
Statement of Activities
For the Twelve Months Ending December 31, 2025

	December 2025 Actual	2025 YTD	2025 Budget	December 2024 Actual	2024 YTD
Revenues					
Total Dues & Royalties	3,700	1,084,066	1,077,300	5,724	1,058,346
Total Digital Advertising	31,890	178,407	248,000	24,825	94,169
Total Compoundings Advertising	32,210	156,123	249,500	57,509	216,809
Total Engage Revenue	2,420	861,055	802,675	2,370	828,765
Total Annual Meeting Revenue	8,850	2,073,000	1,908,080	6,875	2,011,110
Total Revenues	79,070	4,352,651	4,285,555	97,303	4,209,198
Expenses					
Total G&A Expenses	193,605	1,782,402	1,754,158	240,195	1,735,483
Total Digital Advertising	19,480	84,928	112,520	8,290	54,897
Total Compoundings Advertising	33,559	236,149	251,930	48,934	244,290
Total Public Policy Expenses	-9,682	367,791	392,300	8,305	398,441
Total Engage Expenses	2,420	449,219	513,050	2,370	454,463
Total Annual Meeting Expenses	8,850	1,102,506	1,176,850	65,178	1,082,017
Total Expenses	248,232	4,022,996	4,200,808	373,272	3,969,591
Operating Income	-169,162	329,656	84,747	-275,969	239,607
Other Expense/Income					
Total Project Fund	109,130	507,430	0	50,500	131,414
Legal Regulatory Project	48,712	115,087	0	29,945	34,470
MWF Program Income				0	104,540
MWF Program Expenses				0	83,407
Investment Gain/Loss	34,865	919,018	0	-191,413	616,809
NET INCOME	-292,139	626,156	84,747	-547,827	711,665

GENERAL ADMINISTRATIVE

Income Statement

For the Twelve Months Ending December 31, 2025

		December 2025 Actual	2025 YTD	2025 Budget	December 2024 Actual	2024 YTD
Revenues						
4GA0400	Member Dues	2,950	1,048,699	1,044,300	5,900	1,023,898
4GA0407	New Member Application Fees	750	7,250	5,000	250	6,750
4GA1000	Royalties Partnership Program	0	3,117	3,000	0	3,123
4GA2001	Gain(Loss) Disposal of Asset	0	0	0	-426	-426
4GA2002	Virtual Town Hall	0	25,000	25,000	0	25,000
	Total Revenues	3,700	1,084,066	1,077,300	5,724	1,058,346
Expenses						
6GA00106	Printing/Marketing G&A	0	803	1,500	135	891
6GA00107	Postage & Shipping G&A	102	986	1,000	127	1,715
6GA00110	Supplies G&A	7	3,687	3,500	169	2,066
6GA00120	Office Expense G&A	1,267	15,366	13,500	1,105	13,715
6GA00159	Leases G&A	431	5,152	5,200	425	5,093
6GA00160	Telephone & Data G&A	1,474	17,987	16,550	1,877	15,932
6GA00161	Insurance G&A	1,099	16,294	17,200	1,423	17,231
6GA00162	Dues,Subscriptions,Licenses	715	6,830	5,300	260	5,581
6GA00163	Taxes G&A	0	904	1,200	0	1,103
6GA00164	Depreciation G&A	5,196	27,110	30,000	7,755	32,685
6GA00165	Amortization Expense	497	4,200	2,500	990	3,895
6GA00180	Barter Expenses - G&A	5,900	5,900	0	5,900	5,900
6GA40101	Payroll G&A	163,704	1,034,082	968,000	161,923	939,743
6GA40102	Payroll Taxes G&A	10,800	67,581	75,000	10,759	61,251
6GA40103	Benefits G&A	6,722	74,084	63,000	5,529	60,071
6GA40104	Retirement G&A	4,491	68,329	67,000	6,295	64,319
6GA41111	Staff Travel Meetings G&A	1,624	17,879	20,000	-38	14,354
6GA42130	Executive Committee	0	35,346	70,000	0	67,275
6GA43142	Audit & Accounting/Payroll	540	70,063	56,000	495	56,108
6GA43145	Credit Card Fees G&A	4,286	32,444	35,000	604	30,814
6GA43146	Bank/Interest Fees G&A	396	3,244	1,500	171	1,998
6GA44150	IT Services G&A	4,606	61,237	52,000	4,196	49,516
6GA45152	Personal Property Taxes G&A	0	1,609	1,500	0	1,797
6GA45158	Foundation Expense	60	1,403	3,000	60	2,819
6GA45165	Testing/Ethics Program G&A	-32,672	20,636	20,000	17,548	78,454
6GA45166	International Travel	0	20,783	30,000	0	19,063
6GA45170	Professional Development	117	3,499	6,500	0	4,797
6GA50000	Rent	8,022	96,258	96,258	8,022	95,275
6GA50002	Operating Exp. N. Washington	214	255	3,000	424	7,272
6CM00106	Video Communications	0	0	1,000	0	200
6CM00105	APP Clowder	2,748	32,975	32,975	2,748	33,636
6CM00107-8	Website, E-Communications	1,260	35,476	54,975	1,294	40,914
	Total Expenses	193,605	1,782,402	1,754,158	240,195	1,735,483
	Net Income	-189,905	-698,336	-676,858	-234,471	-677,137

DIGITAL ADVERTISING
Income Statement
For the Twelve Months Ending December 31, 2025

		December 2025	2025	2025	December 2024	2024
		Actual	YTD	Budget	Actual	YTD
Revenues						
4CM3000	Retargeted Advertising	0	13,500	25,000	0	35,167
4CM30002	Website Advertising	270	34,964	65,000	3,750	15,148
4CM30003	Eblast	6,300	28,275	45,000	7,875	28,575
4CM30005	Social Media	500	4,400	3,000	1,000	3,079
4CM30006	ILMA Week	24,820	97,268	110,000	12,200	12,200
	Total Revenues	31,890	178,407	248,000	24,825	94,169
Expenses						
6CM00102	EBLAST Commission	0	3,895	9,000	315	4,671
6CM00103	APP Commission	0	0	300	0	0
6CM00104	Website Commission	0	16,699	32,500	1,875	1,875
6CM00105-A	Social Media Commission	0	780	720	0	379
6CM00106-A	ILMA Week Commission	12,410	47,634	55,000	6,100	6,100
6CM00107	Retargeting Adv. Commission	0	6,750	12,500	0	0
6CM00109	Professional Fees Communication	0	2,100	2,500	0	2,025
6CM00180	Barter Digital	7,070	7,070	0	0	0
6CM30001	Multiview Royalties	0	0	0	0	39,847
	Total Expenses	19,480	84,928	112,520	8,290	54,897
	Net Income	12,410	93,479	135,480	16,535	39,272

COMPOUNDINGS ADVERTISING

Income Statement

For the Twelve Months Ending December 31, 2025

	December 2025	2025	2025	December 2024	2024
	Actual	YTD	Budget	Actual	YTD
Revenues					
4PC0100 Compoundings Advertising	29,810	138,348	235,000	54,309	209,859
4PC0150 Compoundings Digital Edition	0	0	2,500	0	0
4PC2000 Compoundings Subscription	0	185	0	0	0
4PD0100 Industry Directory Advertising	2,400	17,590	12,000	3,200	6,950
Total Revenues	32,210	156,123	249,500	57,509	216,809
Expenses					
6PC00100 Compoundings Commissions	3,484	25,169	47,000	8,837	33,800
6PC00101 Digital Ad Commissions	0	0	500	0	0
6PC00106 Printing/Marketing Compounding	5,829	68,213	72,500	6,369	69,040
6PC00107 Postage & Shipping	2,052	25,062	25,800	2,208	24,178
6PC00109 Professional Services	9,324	95,585	98,400	8,049	93,427
6PC00180 Barter Expenses	12,390	12,390	0	22,830	22,830
6PD00100 Directory Adv. Commissions	480	4,130	2,400	640	1,015
6PD00105 Directory Digital Expense	0	3,500	3,000	0	0
6PD00106 Directory Hosting	0	2,100	2,330	0	0
Total Expenses	33,559	236,149	251,930	48,934	244,290
Net Income	-1,349	-80,026	-2,430	8,575	-27,481

PUBLIC POLICY/ADVOCACY
Income Statement
For the Twelve Months Ending December 31, 2025

	December 2025 Actual	2025 YTD	2025 Budget	December 2024 Actual	2024 YTD
Revenues					
Total Revenues	0	0	0	0	0
Expenses					
6SH00162 Public Policy Dues	4,210	4,325	4,200	0	4,100
6SH00191 Public Policy Consultant	1,233	19,776	22,100	404	13,953
6SH11108 Public Policy Legal	-17,348	331,412	354,000	5,281	366,142
6SH41111 Public Policy Meetings/Travel	2,223	12,278	12,000	2,621	14,246
Total Expenses	-9,682	367,791	392,300	8,305	398,441
Net Income	-9,682	-367,791	-392,300	-8,305	-398,441

ENGAGE
Income Statement
For the Twelve Months Ending December 31, 2025

	December 2025	2025	2025	December 2024	2024
	Actual	YTD	Budget	Actual	YTD
Revenues					
4MF0200 Engage Registrations	2,420	522,020	482,375	2,370	508,210
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	36,140	35,300	0	32,450
4MF2000 Engage Other-Tours	0	30	0	0	0
Total Revenues	2,420	861,055	802,675	2,370	828,765
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
6MF00180 Barter - Engage Expense	2,420	2,420	0	2,370	2,370
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	21,530	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
Total Expenses	2,420	449,219	513,050	2,370	454,463
Net Income	0	411,836	289,625	0	374,302

ANNUAL MEETING
Income Statement
For the Twelve Months Ending December 31, 2025

	December 2025	2025	2025	December 2024	2024
	Actual	YTD	Budget	Actual	YTD
Revenues					
4MA0200 AM Registrations	8,850	1,223,450	1,157,750	6,875	1,204,685
4MA0205 AM Reg Non-Member	0	112,275	50,000	0	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	0	70,815
4MA0400 AM Croquet	0	14,400	13,500	0	15,300
Total Revenues	8,850	2,073,000	1,908,080	6,875	2,011,110
Expenses					
6MA00106 Printing AM	0	17,939	20,050	0	17,849
6MA00107 Postage & Shipping AM	0	5,710	11,500	4,945	9,448
6MA00108 Temporary Staff AM	0	3,671	4,200	0	3,474
6MA00109 Professional Fees AM	0	10,681	25,600	1,734	11,730
6MA00110 Supplies AM	0	9,381	10,000	0	8,724
6MA00180 Barter Expenses AM	8,850	8,850	0	6,875	6,875
6MA41111 Staff Travel AM	0	14,746	19,300	4,528	16,293
6MA41112 Staff Rooms AM	0	-5,438	7,400	0	-1,328
6MA42120 Food & Beverage	0	529,667	515,000	21,410	557,065
6MA42122 Entertainment & Decor AM	0	57,013	85,700	1,129	60,846
6MA42123 Speakers AM	0	65,162	80,000	0	35,758
6MA42124 Sporting Events AM	0	64,633	61,250	0	78,761
6MA42125 Croquet Tournament	0	32,662	37,100	22,084	43,140
6MA42127 AV AM	0	150,417	150,000	1,843	109,467
6MA42131 On Site Services AM	0	60,339	87,000	630	54,252
6MA42132 Transportation	0	0	2,750	0	450
6MA43145 Credit Card Fees	0	77,073	60,000	0	69,214
Total Expenses	8,850	1,102,506	1,176,850	65,178	1,082,017
Net Income	0	970,494	731,230	-58,303	929,093

MWF
Income Statement
For the Twelve Months Ending December 31, 2025

	December 2025	2025	2025	December 2024	2024
	Actual	YTD	Budget	Actual	YTD
Revenues					
4MWF0200 MWF 2024 Registrations	0	0	0	0	93,540
4MWF0309 MWF 2024 Sponsorships	0	0	0	0	11,000
Total Revenues	0	0	0	0	104,540
Expenses					
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
Total Expenses	0	0	0	0	83,407
Net Income	0	0	0	0	21,134

INVESTMENTS
For the twelve months ending 12.31.25

	December 2025	2025	December 2024	2024
	Actual	YTD	Actual	YTD
INVESTMENTS				
Dividend Income Equities	124,673	267,505	82,804	206,209
Realized Gains/Losses	0	190,220	0	1,668
Interest Money Market	1,648	7,855	1	95
SUBTOTAL	126,321	465,580	82,805	207,972
Unrealized Gains/Losses	-91,456	453,438	-274,218	408,837
TOTAL Gains/Losses	34,865	919,018	-191,413	616,809

DECEMBER 2025 NOTES

Balance Sheet

Assets

Accounts Receivable - Recorded Reimbursement to Operating Account for \$50K of Ethics expense from Program Fund

Accounts Receivable - Recorded Management Agreement expenses for 2025 from the Foundation Account \$51,142.50

Liabilities

Accounts Payable - Recorded Foundation Contributions at year end to transfer to the Foundation Account \$187,996

Deferred Revenue includes 2026 Dues, 2026 Meeting Sponsorships and 2026 Town Hall Sponsorship

Accrued PTO - balances at year end for staff

Accrued CEO bonus for 2025 paid in 2026

P&L

G&A

Payroll - includes CEO Accrued Bonus and Accrued PTO for staff

Ethics - negative # December includes the \$50K from Program Fund

Public Policy

Negative # for Legal - Reallocated remainder of 2025 Leiter's Regulatory expenses to Regulatory account for reimbursement from LT Reserve

This is the year end pre audit financial report, changes may occur.