

ILMA
Statement of Assets, Liabilities and Net Assets
2025

	2025	2024	Difference
Current Assets			
Cash	1,377,860	1,362,359	15,501
Investments	7,381,152	6,641,915	739,236
Security Deposit	8,913	8,913	0
Accounts Receivable	66,224	74,495	-8,271
Prepaid Assets	192,413	131,954	60,459
Total Current Assets	9,026,561	8,219,636	806,925
Property and Equipment			
Furniture & Equipment	61,896	61,145	750
Computer Hardware	20,602	19,647	955
Software/Intangibles	88,816	75,749	13,067
Leasehold Improvements	193,915	193,915	0
Accumulated Depreciation	-226,834	-196,829	-30,004
Total Property and Equipment	138,394	153,626	-15,232
Other Assets			
Right of Use (ROU) Asset	382,719	469,603	-86,884
Total Other Assets	382,719	469,603	-86,884
Total Assets	9,547,674	8,842,865	704,809
LIABILITIES AND CAPITAL			
Current Liabilities			
Short Term Lease Liability	121,199	115,920	5,280
Accounts Payable	94,762	87,027	7,735
Foundation Fund	23,650	18,950	4,700
Foundation Contributions	19,102	23,866	-4,764
Endowment to Transfer to Schwab	100,000	0	100,000
Total Current Liabilities	358,713	245,762	112,951
Long-Term Liabilities			
Long Term Lease Liability	420,417	541,616	-121,199
Total Long-Term Liabilities	420,417	541,616	-121,199
Total Liabilities	779,130	787,379	-8,248
Capital			
Retained Earnings	7,319,721	6,608,156	711,565
Net Income	1,448,823	1,447,331	1,492
Total Capital	8,768,544	8,055,487	713,057
Total Liabilities & Capital	9,547,674	8,842,865	704,809

ILMA
Statement of Activities
For the Two Months Ending February 28, 2025

	February 2025 Actual	2025 YTD	2025 Budget	February 2024 Actual	2024 YTD
Revenues					
Total Dues & Royalties	77,751	944,552	1,077,300	111,878	965,601
Total Digital Advertising	21,774	25,098	248,000	32,385	38,039
Total Compoundings /Directory	17,145	23,895	249,500		
Total Engage Revenue	83,845	849,410	802,675	90,595	801,990
Total Annual Meeting Revenue	0	0	1,908,080	0	0
Total Revenues	200,515	1,842,955	4,285,555	234,858	1,805,630
Expenses					
Total G&A Expenses	178,255	293,688	1,754,158	237,539	297,656
Total Digital Advertising	7,462	9,124	112,520	20,659	20,948
Total Compoundings /Directory	21,716	24,080	251,930		
Total Public Policy Expenses	31,103	66,360	392,300	31,582	68,723
Total Engage Expenses	68,056	73,691	513,050	8,271	54,099
Total Annual Meeting Expenses	135	8,707	1,176,850	8,739	10,763
Total Expenses	306,727	475,650	4,200,808	306,790	452,188
Operating Income	-106,212	1,367,305	84,747	-71,932	1,353,442
Other Expense/Income					
Total Project Fund	34,505	76,885	0	15,640	15,640
Legal Regulatory Project	0	0		0	0
2024 MWF Program Income				0	104,540
2024 MWF Program Expenses				74,763	83,407
Investment Gain/Loss	29,411	158,402		127,996	88,395
NET INCOME	-111,306	1,448,823	84,747	-34,339	1,447,331

GENERAL ADMINISTRATIVE
Income Statement
For the Two Months Ending February 28, 2025

		February 2025 Actual	2025 YTD	2025 Budget	February 2024 Actual	2024 YTD
Revenues						
4GA0400	Member Dues	76,948	942,499	1,044,300	110,600	938,323
4GA0407	New Member Application Fees	0	1,250	5,000	500	1,500
4GA1000	Royalties Partnership Program	803	803	3,000	778	778
4GA2002	Virtual Town Hall	0	0	25,000	0	25,000
	Total Revenues	77,751	944,552	1,077,300	111,878	965,601
Expenses						
6GA00106	Printing/Marketing G&A	50	50	1,500	556	556
6GA00107	Postage & Shipping G&A	63	204	1,000	96	116
6GA00110	Supplies G&A	129	567	3,500	-11	13
6GA00120	Office Expense G&A	1,255	2,375	13,500	972	1,944
6GA00159	Leases G&A	425	849	5,200	419	837
6GA00160	Telephone & Data G&A	1,433	3,375	16,550	1,336	2,671
6GA00161	Insurance G&A	1,423	3,034	17,200	1,415	2,830
6GA00162	Dues,Subscriptions,Licenses	495	1,594	5,300	1,781	1,961
6GA00163	Taxes G&A	0	904	1,200	0	1,103
6GA00164	Depreciation G&A	1,992	3,984	30,000	2,266	4,533
6GA00165	Amortization Expense	337	673	2,500	264	528
6GA40101	Payroll G&A	77,989	126,837	968,000	102,311	114,755
6GA40102	Payroll Taxes G&A	5,796	9,722	75,000	7,680	8,782
6GA40103	Benefits G&A	5,694	13,302	63,000	4,533	10,997
6GA40104	Retirement G&A	4,679	13,139	67,000	25,461	12,066
6GA41111	Staff Travel Meetings G&A	1,324	2,619	20,000	5,059	6,210
6GA42130	Executive Committee	2,784	2,784	70,000	21,494	28,940
6GA43142	Audit & Accounting/Payroll	14,798	15,333	56,000	7,445	7,950
6GA43145	Credit Card Fees G&A	35,805	47,299	35,000	30,495	39,664
6GA43146	Bank/Interest Fees G&A	540	899	1,500	254	1,150
6GA44150	IT Services G&A	5,662	9,864	52,000	6,922	8,879
6GA45152	Personal Property Taxes G&A	0	0	1,500	0	0
6GA45158	Foundation Expense	120	180	3,000	60	1,464
6GA45165	Testing/Ethics Program G&A	2,631	2,631	20,000	3,908	6,313
6GA45166	International Travel	141	141	30,000	0	7,117
6GA45170	Professional Development	0	0	6,500	0	0
6GA50000	Rent	8,022	16,043	96,258	8,022	15,060
6GA50002	Operating Exp. N. Washington	424	848	3,000	242	484
6CM00106	Video Communications	0	0	1,000	0	0
6CM00105	APP Clowder	2,748	5,496	32,975	2,520	5,040
6CM00107-8	Website, E-Communications	1,498	8,943	54,975	2,039	5,694
	Total Expenses	178,255	293,688	1,754,158	237,539	297,656
	Net Income	-100,504	650,864	-676,858	-125,662	667,945

**DIGITAL
ADVERTISING**

Income Statement

For the Two Months Ending February 28, 2025

		February 2025 Actual	2025 YTD	2025 Budget	February 2024 Actual	2024 YTD
Revenues						
4CM3000	Newsletter/Targeted Adver.	4,950	4,950	25,000	10,071	15,725
4CM30002	Website Advertising	3,750	3,750	65,000	6,190	6,190
4CM30003	Eblast	9,750	9,750	45,000	-1,925	-1,925
4CM30005	Social Media	0	0	3,000	544	544
4CM30006	ILMA Week	3,324	6,648	110,000	0	0
	Total Revenues	21,774	25,098	248,000	14,880	20,534
Expenses						
6CM00106-A	ILMA Week Commission	1,662	3,324	55,000	0	0
6CM00105-A	Social Media Commission	0	0	720	109	109
6CM00102	EBLAST Commission	1,450	1,450	9,000	-385	-385
6CM00103	APP Commission	0	0	300	0	0
6CM00104	Website Commission	1,875	1,875	32,500	0	0
6CM00107	Retargeting Adv. Commission	2,475	2,475	12,500	0	0
6CM00109	Professional Fees Communication	0	0	2,500	0	0
	Total Expenses	7,462	9,124	112,520	-276	-276
	Net Income	14,312	15,974	135,480	15,156	20,810

Compoundings/Directory ADVERTISING

Income Statement

For the Two Months Ending February 28, 2025

	February 2025	2025	2025	February 2024	2024
	Actual	YTD	Budget	Actual	YTD
Revenues					
4PC0100 Compoundings Advertising	10,395	10,395	235,000	13,755	13,755
4PC0150 Compoundings Digital Ads	0	0	2,500	0	0
4PD0100 Industry Directory Advertising	6,750	13,500	12,000	3,750	3,750
Total Revenues	17,145	23,895	249,500	17,505	17,505
Expenses					
6PC00100 Compoundings Commissions	2,079	2,079	47,000	2,751	2,751
6PC00101 Digital Ad Commissions	0	0	500	0	0
6PC00106 Printing/Marketing Compounding	6,674	6,963	72,500	6,288	6,577
6PC00107 Postage & Shipping	2,564	2,564	25,800	2,072	2,072
6PC00109 Professional Services	9,049	9,773	98,400	9,074	9,074
6PD00100 Directory Ads Commissions	1,350	2,700	2,400	750	750
6PD00105 Directory Digital Expense	0	0	3,000	0	0
6PD00106 Directory Hosting	0	0	2,330	0	0
Total Expenses	21,716	24,080	251,930	20,935	21,224
Net Income	-4,571	-185	-2,430	-3,430	-3,719

PUBLIC POLICY/ADVOCACY
Income Statement
For the Two Months Ending February 28, 2025

	February 2025 Actual	2025 YTD	2025 Budget	February 2024 Actual	2024 YTD
Revenues					
Total Revenues	0	0	0	0	0
Expenses					
6SH00162 Public Policy Dues	0	0	4,200	0	0
6SH00191 Public Policy Consultant	0	0	22,100	0	5,361
6SH11108 Public Policy Legal	31,103	62,418	354,000	31,556	62,556
6SH41111 Public Policy Meetings/Travel	0	3,942	12,000	26	805
Total Expenses	31,103	66,360	392,300	31,582	68,723
Net Income	-31,103	-66,360	-392,300	-31,582	-68,723

ENGAGE
Income Statement
For the Two Months Ending February 28, 2025

		February 2025 Actual	2025 YTD	2025 Budget	February 2024 Actual	2024 YTD
Revenues						
4MF0200	Engage Registrations	51,900	493,895	482,375	48,810	464,195
4MF0205	Engage Non Member	5,395	43,820	10,000	14,750	35,400
4MF0206	Engage Spouse/Guest	0	14,355	20,000	1,485	15,840
4MF0309	Engage Sponsorships	19,500	263,400	255,000	25,900	256,100
4MF0401	Engage Sports	7,050	33,940	35,300	-350	30,455
	Total Revenues	83,845	849,410	802,675	90,595	801,990
Expenses						
6MF00106	Printing/Marketing Engage	0	0	10,650	316	1,802
6MF00107	Postage & Shipping Engage	0	0	9,250	0	0
6MF00108	Temporary Staff Engage	0	0	850	0	0
6MF00109	Professional Fees Engage	0	0	10,000	0	0
6MF00110	Supplies Engage	1,250	1,250	6,150	2,893	2,936
6MF41111	Staff Travel Engage	3,587	8,958	19,080	4,964	7,254
6MF41112	Staff Rooms Engage	0	0	8,250	0	0
6MF42120	Food & Beverages Engage	10,000	10,000	225,000	0	12,000
6MF42122	Entertainment & Decor Engage	15,695	15,959	26,500	98	98
6MF42123	Speakers Engage	27,000	27,000	45,000	0	24,250
6MF42124	Sporting Events Engage	4,000	4,000	35,320	0	5,760
6MF42127	AV Engage	0	0	50,000	0	0
6MF42131	On Site Services Engage	6,524	6,524	35,000	0	0
6MF42132	Engage Transportation	0	0	2,000	0	0
6MF43145	Credit Card Fees	0	0	30,000	0	0
	Total Expenses	68,056	73,691	513,050	8,271	54,099
	Net Income	15,789	775,719	289,625	82,324	747,891

ANNUAL MEETING
Income Statement
For the Two Months Ending February 28, 2025

	February 2025 Actual	2025 YTD	2025 Budget	February 2024 Actual	2024 YTD
Revenues					
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
Total Revenues	0	0	1,908,080	0	0
Expenses					
6MA00106 Printing AM	0	0	20,050	0	0
6MA00107 Postage & Shipping AM	0	0	11,500	0	2,024
6MA00108 Temporary Staff AM	129	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	6	6	19,300	267	267
6MA41112 Staff Rooms AM	0	0	7,400	0	0
6MA42120 Food & Beverage	0	0	515,000	0	0
6MA42122 Entertainment & Decor AM	0	264	85,700	98	98
6MA42123 Speakers AM	0	8,309	80,000	8,375	8,375
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	135	8,707	1,176,850	8,739	10,763
Net Income	-135	-8,707	731,230	-8,739	-10,763

INVESTMENTS
For the two months ending 2.28.25

	February 2025 Actual	2025 YTD	February 2024 Actual	2024 YTD
INVESTMENTS				
Dividend Income Equities	11,160	20,976	8,235	15,096
Realized Gains/Losses	0	111,250	0	0
Interest Money Market	1	2	20	45
SUBTOTAL	11,161	132,228	8,255	15,140
Unrealized Gains/Losses	18,250	26,174	119,741	73,254
TOTAL Gains/Losses	29,411	158,402	127,996	88,395

FEBRUARY 2025 NOTES

2025 Budget updated to reflect 4.1.25 BOD Approval

Balance Sheet	\$100,000 Endowment Contribution to transfer from Operating to Schwab Account
P&L	
G&A	
Revenue	2025 Virtual Town Hall invoiced in March 2025
Expense	Credit Card fees for Engage will be allocated after the meeting
Advertising	
Revenue	Dec. 2024/January 2025 Compoundings combined issue - Revenue recognized in 2024 reason YTD is the same as February
	Accrued February Compoundings Revenue from VIG not paid yet
Engage	
Revenue	Member and Non-Member revenue reconciled with IMIS after the meeting (members register as non members resulting in adjustments, reconciliation with Accounting/IMIS after the meeting)