

ILMAStatement of Assets, Liabilities and Net Assets
2025

	2025	2024	Difference
Current Assets			
Cash	671,185	668,774	2,411
Investments	8,067,977	7,660,446	407,531
Security Deposit	8,913	8,913	0
Accounts Receivable	22,129	4,716	17,413
Prepaid Assets	223,688	195,033	28,656
Total Current Assets	8,993,892	8,537,881	456,012
Property and Equipment			
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	-245,464	-217,073	-28,391
Total Property and Equipment	135,446	152,786	-17,339
Other Assets			
Right of Use (ROU) Asset	323,783	411,880	-88,097
Total Other Assets	323,783	411,880	-88,097
Total Assets	9,453,121	9,102,547	350,575
LIABILITIES AND CAPITAL			
Current Liabilities			
Short Term Lease Liability	124,823	119,425	5,398
Accounts Payable	388,543	96,106	292,437
Foundation Contributions	177,242	100,991	76,251
Total Current Liabilities	690,608	316,522	374,086
Long-Term Liabilities			
Long Term Lease Liability	336,395	461,218	-124,823
Total Long-Term Liabilities	336,395	461,218	-124,823
Total Liabilities	1,027,003	777,741	249,263
Capital			
Retained Earnings	7,319,821	6,608,156	711,665
Net Income	1,106,297	1,716,650	-610,353
Total Capital	8,426,118	8,324,806	101,312
Total Liabilities & Capital	9,453,121	9,102,547	350,575

ILMA
Statement of Activities
For the Ten Months Ending October 31, 2025

	October 2025 Actual	2025 YTD	2025 Budget	October 2024 Actual	2024 YTD
Revenues					
Total Dues & Royalties	6,400	1,076,368	1,077,300	3,200	1,052,371
Total Digital Advertising	5,535	136,943	248,000	1,500	69,344
Total Compoundings Advertising	8,712	112,381	249,500	19,587	142,983
Total Engage Revenue	4,190	858,635	802,675	0	826,395
Total Annual Meeting-Revenue	-25,382	2,064,150	1,908,080	-3,195	2,047,710
Total Revenues	-545	4,248,478	4,285,555	21,092	4,138,804
Expenses					
Total G&A Expenses	68,086	1,442,996	1,754,158	63,724	1,373,126
Total Digital Advertising	1,791	61,411	112,520	270	46,607
Total Compoundings Advertising	23,596	181,882	251,930	25,067	173,687
Total Public Policy Expenses	35,980	342,336	392,300	35,875	351,568
Total Engage Expenses	0	446,781	513,050	0	452,093
Total Annual Meeting Expenses	469,420	1,094,106	1,176,850	152,139	570,164
Total Expenses	598,873	3,569,513	4,200,808	277,075	2,967,246
Operating Income	-599,418	678,965	84,747	-255,983	1,171,558
Other Expense/Income					
Total Project Fund	1,089	376,056	0	11,578	78,441
Legal Regulatory Project	14,434	46,375	0	0	4,525
MWF Program Income				0	104,540
MWF Program Expenses				0	83,407
Investment Gain/Loss	82,190	849,764	0	-159,866	606,925
NET INCOME	-532,751	1,106,297	84,747	-427,426	1,716,650

GENERAL ADMINISTRATIVE
Income Statement
For the Ten Months Ending October 31, 2025

		October 2025 Actual	2025 YTD	2025 Budget	October 2024 Actual	2024 YTD
Revenues						
4GA0400	Member Dues	5,900	1,042,799	1,044,300	2,950	1,017,998
4GA0407	New Member Application Fees	500	6,250	5,000	250	6,250
4GA1000	Royalties Partnership Program	0	2,319	3,000	0	3,123
4GA2002	Virtual Town Hall	0	25,000	25,000	0	25,000
	Total Revenues	6,400	1,076,368	1,077,300	3,200	1,052,371
Expenses						
6GA00106	Printing/Marketing G&A	0	784	1,500	0	756
6GA00107	Postage & Shipping G&A	62	883	1,000	88	1,488
6GA00110	Supplies G&A	454	3,175	3,500	56	1,627
6GA00120	Office Expense G&A	1,429	12,833	13,500	972	11,506
6GA00159	Leases G&A	431	4,290	5,200	425	4,244
6GA00160	Telephone & Data G&A	1,476	15,018	16,550	880	13,175
6GA00161	Insurance G&A	1,099	14,096	17,200	1,423	14,160
6GA00162	Dues,Subscriptions,Licenses	311	5,849	5,300	374	5,256
6GA00163	Taxes G&A	0	904	1,200	0	1,103
6GA00164	Depreciation G&A	1,992	19,921	30,000	2,266	22,663
6GA00165	Amortization Expense	337	3,367	2,500	264	2,641
6GA40101	Payroll G&A	88,489	783,751	968,000	73,396	701,924
6GA40102	Payroll Taxes G&A	5,033	51,948	75,000	3,974	46,317
6GA40103	Benefits G&A	6,406	61,694	63,000	4,580	48,921
6GA40104	Retirement G&A	7,304	58,528	67,000	6,619	53,620
6GA41111	Staff Travel Meetings G&A	662	14,996	20,000	398	14,244
6GA42130	Executive Committee	0	35,346	70,000	0	67,049
6GA43142	Audit & Accounting/Payroll	4,088	62,466	56,000	362	55,221
6GA43145	Credit Card Fees G&A	-69,649	25,661	35,000	-65,210	29,222
6GA43146	Bank/Interest Fees G&A	487	2,517	1,500	109	1,724
6GA44150	IT Services G&A	4,633	51,844	52,000	2,330	42,800
6GA45152	Personal Property Taxes G&A	581	1,609	1,500	0	1,133
6GA45158	Foundation Expense	60	1,283	3,000	60	2,699
6GA45165	Testing/Ethics Program G&A	0	48,337	20,000	12,904	60,906
6GA45166	International Travel	-733	18,085	30,000	3,204	16,549
6GA45170	Professional Development	1,199	3,382	6,500	0	4,797
6GA50000	Rent	8,022	80,215	96,258	8,022	79,232
6GA50002	Operating Exp. N. Washington	214	-173	3,000	242	2,420
6CM00106	Video Communications	0	0	1,000	0	200
6CM00105	APP Clowder	2,748	27,479	32,975	2,748	28,140
6CM00107-8	Website, E-Communications	953	32,908	54,975	3,236	37,389
	Total Expenses	68,086	1,442,997	1,754,158	63,724	1,373,126
	Net Income	-61,686	-366,628	-676,858	-60,524	-320,755

DIGITAL ADVERTISING
Income Statement
For the Ten Months Ending October 31, 2025

		October 2025 Actual	2025 YTD	2025 Budget	October 2024 Actual	2024 YTD
Revenues						
4CM3000	Retargeted Advertising	0	13,500	25,000	0	35,167
4CM30002	Website Advertising	3,760	30,944	65,000	0	11,398
4CM30003	Eblast	0	19,475	45,000	1,500	20,700
4CM30005	Social Media	1,775	3,900	3,000	0	2,079
4CM30006	ILMA Week	0	69,124	110,000	0	0
	Total Revenues	5,535	136,943	248,000	1,500	69,344
Expenses						
6CM00102	EBLAST Commission	0	3,395	9,000	270	4,356
6CM00103	APP Commission	0	0	300	0	0
6CM00104	Website Commission	1,436	14,824	32,500	0	0
6CM00105-A	Social Media Commission	355	780	720	0	379
6CM00106-A	ILMA Week Commission	0	33,562	55,000	0	0
6CM00107	Retargeting Adv. Commission	0	6,750	12,500	0	0
6CM00109	Professional Fees Communicatio	0	2,100	2,500	0	2,025
6CM30001	Multiview Royalties	0	0	0	0	39,847
	Total Expenses	1,791	61,411	112,520	270	46,607
	Net Income	3,744	75,532	135,480	1,230	22,737

COMPOUNDINGS ADVERTISING
Income Statement
For the Ten Months Ending October 31, 2025

		October 2025	2025	2025	October 2024	2024
		Actual	YTD	Budget	Actual	YTD
Revenues						
4PC0100	Compoundings Advertising	8,712	97,006	235,000	19,587	139,233
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	8,712	112,381	249,500	19,587	142,983
Expenses						
6PC00100	Compoundings Commissions	1,742	19,379	47,000	3,526	22,023
6PC00101	Digital Ad Commissions	0	0	500	0	0
6PC00106	Printing/Marketing Compounding	8,450	55,297	72,500	8,407	55,650
6PC00107	Postage & Shipping	3,105	20,944	25,800	3,710	19,336
6PC00109	Professional Services	10,299	77,012	98,400	9,424	76,304
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	23,596	181,882	251,930	25,067	173,687
	Net Income	-14,884	-69,501	-2,430	-5,480	-30,704

PUBLIC POLICY/ADVOCACY
Income Statement
For the Ten Months Ending October 31, 2025

		October 2025	2025	2025	October 2024	2024
		Actual	YTD	Budget	Actual	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	0	18,543	22,100	0	11,017
6SH11108	Public Policy Legal	35,980	313,623	354,000	35,875	325,649
6SH41111	Public Policy Meetings/Travel	0	10,055	12,000	0	10,802
	Total Expenses	35,980	342,336	392,300	35,875	351,568
	Net Income	-35,980	-342,336	-392,300	-35,875	-351,568

ENGAGE
Income Statement
For the Ten Months Ending October 31, 2025

		October 2025 Actual	2025 YTD	2025 Budget	October 2024 Actual	2024 YTD
Revenues						
4MF0200	Engage Registrations	4,190	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
	Total Revenues	4,190	858,635	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	4,190	411,854	289,625	0	374,302

ANNUAL MEETING
Income Statement
For the Ten Months Ending October 31, 2025

		October 2025	2025	2025	October 2024	2024
		Actual	YTD	Budget	Actual	YTD
Revenues						
4MA0200	AM Registrations	54,415	1,214,600	1,157,750	96,025	1,239,785
4MA0205	AM Reg Non-Member	-85,550	112,275	50,000	-98,975	81,700
4MA0206	AM Reg Spouse/Guest	6,600	81,420	65,000	-245	77,210
4MA0309	AM Sponsorships	-3,200	579,000	560,000	0	563,250
4MA0399	AM Sporting Events	1,903	62,455	61,830	0	70,465
4MA0400	AM Croquet	450	14,400	13,500	0	15,300
	Total Revenues	-25,382	2,064,150	1,908,080	-3,195	2,047,710
Expenses						
6MA00106	Printing AM	10,004	17,939	20,050	790	4,484
6MA00107	Postage & Shipping AM	5,257	5,582	11,500	349	2,868
6MA00108	Temporary Staff AM	1,821	3,971	4,200	0	3,474
6MA00109	Professional Fees AM	6,951	10,681	25,600	5,209	9,996
6MA00110	Supplies AM	254	9,381	10,000	2,290	8,724
6MA41111	Staff Travel AM	10,172	15,025	19,300	1,715	6,516
6MA41112	Staff Rooms AM	-5,438	-5,438	7,400	0	0
6MA42120	Food & Beverage	123,401	529,667	515,000	267	231,157
6MA42122	Entertainment & Decor	36,638	57,013	85,700	6,122	44,466
6MA42123	Speakers AM	6,853	65,162	80,000	336	33,711
6MA42124	Sporting Events AM	64,056	64,633	61,250	3,336	3,336
6MA42125	Croquet Tournament	32,291	32,662	37,100	700	9,620
6MA42127	AV AM	88,540	150,417	150,000	47,296	92,065
6MA42131	On Site Services AM	11,547	60,339	87,000	14,064	50,083
6MA42132	Transportation	0	0	2,750	450	450
6MA43145	Credit Card Fees	77,073	77,073	60,000	69,214	69,214
	Total Expenses	469,420	1,094,106	1,176,850	152,139	570,164
	Net Income	-494,802	970,044	731,230	-155,334	1,477,546

MWF 2025
Income Statement
For the Ten Months Ending October 31, 2025

		October 2025 Actual	2025 YTD	2025 Budget	October 2024 Actual	2024 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

2025 INVESTMENTS
For the Ten Months Ending
October 31.2025

	October 2025 Actual	2025 YTD	October 2024 Actual	2024 YTD
INVESTMENTS				
Dividend Income Equities	11,838	131,565	11,739	111,900
Realized Gains/Losses	0	111,250	0	1,668
Interest Money Market	1,710	4,548	3	91
SUBTOTAL	13,547	247,363	11,742	113,659
Unrealized Gains/Losses	68,643	602,400	-171,608	493,266
TOTAL Gains/Losses	82,190	849,764	-159,866	606,925

October Notes

Balance Sheet

Accounts Payable higher than usual - The final Hotel Bill for the Annual Meeting is included in October, but the balance due was paid in November

P&L

G&A and Annual Meeting - Credit card fees for the Annual Meeting were \$77,072.74, that amount was reallocated from G&A to Annual Meeting.

Engage - Credits of \$4,190 from Engage for 4 members was to be used by the Annual Meeting, since they weren't, it was booked as Revenue

Annual Meeting - Non Member registrations - I reallocated the non- member registrations in IMIS that were actually member registrations to align with the Final Registration count per IMIS