

NAI
Balance Sheet
 As of June 30, 2013

	Jun 30, 13
ASSETS	
Current Assets	
Checking/Savings	
1100 · NAI Checking	18,831.16
1120 · NIW Checking	51,357.09
1130 · CSU - Deposits	1,267.35
1165 · WF Business Savings Nov 2011	80,691.26
Total Checking/Savings	152,146.86
Accounts Receivable	
1200 · Accounts Receivable	
1205 · Allowance for Doubtful Accounts	-7,500.00
1200 · Accounts Receivable - Other	57,435.91
Total 1200 · Accounts Receivable	49,935.91
1250 · Pledges Receivable	
1265 · Allowance for Pledges	-6,000.00
1260 · Net Present Value Adjustment	-218.97
1250 · Pledges Receivable - Other	12,500.00
Total 1250 · Pledges Receivable	6,281.03
Total Accounts Receivable	56,216.94
Other Current Assets	
1650 · Prepaid Expense - Other	-114.00
1300 · Advances	4,050.00
1301 · Deposits	73,481.50
1310 · Inventory	165,573.42
1315 · Restricted Donations	
1325 · Library Fund	-100.00
1333 · International	-267.67
1334 · Malawi Museum	-270.00
Total 1315 · Restricted Donations	-637.67
Total Other Current Assets	242,353.25
Total Current Assets	450,717.05
Fixed Assets	
1400 · Fixed Assets	
1431 · 230 Cherry St	1,100,844.64
1450 · Computers, Equipment	
1451 · iMIS	62,199.60
1450 · Computers, Equipment - Other	82,703.04
Total 1450 · Computers, Equipment	144,902.64
1480 · Furniture, Fixtures Etc.	51,339.35
1490 · Leasehold Improvements	8,609.11
Total 1400 · Fixed Assets	1,305,695.74
1500 · Accumulated Depreciation	
1585 · Accum. Depr. - Leasehold Improv	-4,207.68
1545 · Accum. Depr. - Building	-221,457.43
1550 · Accum. Depr. Comp/Equip.	-85,120.67
1580 · Accum. Depr., Furn/Fix.	-51,270.95
Total 1500 · Accumulated Depreciation	-362,056.73
Total Fixed Assets	943,639.01
Other Assets	
1600 · Prepaid Insurance	12,596.64
Total Other Assets	12,596.64
TOTAL ASSETS	1,406,952.70
LIABILITIES & EQUITY	

NAI
Balance Sheet
 As of June 30, 2013

	Jun 30, 13
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	14,351.57
Total Accounts Payable	14,351.57
Other Current Liabilities	
2010 · Prepaid lodging	1,860.00
2005 · Other A/P	13,540.54
2050 · Lease Deposits	1,000.00
2100 · Health Insurance Payable	13.31
2101 · Flexible Spending	
2101-07 · Paul Caputo	1,356.81
Total 2101 · Flexible Spending	1,356.81
2115 · Deferred Revenue	
2115-02 · Deferred Revenue - Memberships	116,776.55
2115-92 · Def Rev - Lifetime Memberships	144,174.70
2115-03 · Deferred Revenue - Ads Income	18,274.72
2115-05 · Deferred Revenue - Cert	1,700.00
2115-60 · Def Rev-Certification Materials	21,480.00
2115-06 · Deferred Revenue - NW Regis.	25,715.00
2115-07 · Deferred Revenue - Exhibits	7,700.00
2115-10 · Deferred Revenue - Spec Events	930.00
2115-11 · Deferred Revenue - Preworkshop	5,275.00
2115-12 · Deferred Revenue - Publications	3,123.47
2115-13 · Deferred Revenue-Fundraising	2,000.00
2115-15 · Deferred Revenue - NW webinars	2,565.00
2115-20 · Def Revenue - non-cert classes	1,800.00
2115-40 · Deferred Revenue - Webinars	40.00
2115-56 · Def Rev - Reg/Sec Registration	-179.00
Total 2115 · Deferred Revenue	351,375.44
2120 · FICA Payable	-123.79
2140 · FWT Payable	123.64
2180 · CO Unemployment	47.08
2182 · Accrued Vacation	23,106.75
2160 · COWT Payable	2,287.00
2200 · Sales Tax Payable	-0.73
2202 · Property Tax Payable	11,278.11
2401 · Line of Credit, Wells Fargo	215,000.00
2403 · Mortgage, Wells Fargo	337,842.96
Total Other Current Liabilities	958,707.12
Total Current Liabilities	973,058.69
Total Liabilities	973,058.69
Equity	
3901 · *Retained Earnings	447,222.05
Net Income	-13,328.04
Total Equity	433,894.01
TOTAL LIABILITIES & EQUITY	1,406,952.70

NAI
Profit & Loss Current/Previous Year
 January through June 2013

Ordinary Income/Expense	Jan - Jun 13	Jan - Jun 12
Income		
4050 · Ads Income		
4655 · Labels/Mailing Lists	325.32	81.72
4657 · Jobs Web Income	975.00	1,025.00
4050 · Ads Income - Other	19,909.46	25,308.14
Total 4050 · Ads Income	21,209.78	26,414.86
4130 · Certification Income		
4131 · Certification Fees	8,760.00	5,520.00
4132 · Recertification Fees	10,435.00	10,645.00
4133 · Training Fees (Certification)	82,950.00	77,675.00
4130 · Certification Income - Other	112,235.00	103,850.00
Total 4130 · Certification Income	214,380.00	197,690.00
4140 · Consulting	6,806.00	4,750.00
4145 · Non-Cert. Workshops	1,625.00	0.00
4146 · Webinar Income	3,355.00	4,478.00
4150 · Exhibits Income	500.00	225.00
4200 · Field Trips Income	7,393.00	6,470.00
4300 · Fundraising		
4302 · Enos Mills (unrestricted)	1,125.40	3,806.00
4300 · Fundraising - Other	8,030.00	1,325.00
Total 4300 · Fundraising	9,155.40	5,131.00
4310 · In-Kind Goods/Services Revenue	0.00	138.75
4400 · Investment Income		
4405 · Interest to Regions/Sections	0.00	159.82
4400 · Investment Income - Other	0.00	234.00
Total 4400 · Investment Income	0.00	393.82
4440 · Lease Income	16,212.50	24,687.50
4450 · Media Awards Income	2,870.00	5,400.00
4500 · Membership Dues	139,676.10	139,617.21
4501 · Membership Dues - Lifetime	5,937.75	5,659.06
4505 · Nonmember Registration	850.00	670.00
4510 · AMI Membership Dues	225.00	430.00
4600 · Miscellaneous Income	130.33	435.41
4630 · Pre/Post Workshop Income	0.00	9,800.00
4650 · Publication Income	3,760.18	5,139.74
4660 · Re-stocking fee	33.75	92.70
4670 · Interest Income	419.90	403.43
4750 · Registrations	75,531.00	152,765.00
4760 · Shipping & Handling	5,559.91	4,681.37
4800 · Sale of Items	21,666.50	12,975.00
4801 · Personal Interpretation	7,192.39	4,760.50
4802 · Interpretive Planning	1,001.39	2,428.96
4803 · Nature Center Book	1,016.60	416.45
4804 · Mgt of Interp Site	184.05	714.60
4805 · History of Heritage Interpreta	43.20	201.00
4806 · Interp Writing	1,663.73	1,913.62
4807 · Intr Jnl	597.00	290.00
4808 · Applied Interp	781.50	603.70
4809 · Design	2,268.74	1,460.72
4810 · Louv DVD	15.00	0.00
4815 · Map (ebook)	69.35	178.39
4816 · Ham DVD	30.00	0.00
4817 · Perspectives (ebook)	861.97	146.10
4819 · Solutions (ebook)	263.68	475.47
4821 · Preschool (ebook)	317.94	932.79
4822 · Meaningful Interpretation	637.20	1,678.00
4823 · Jarvis DVD	0.00	30.00
4820 · Your True Nature	140.20	431.00
4850 · Scholarship Income	12,059.44	15,572.16
4899 · IP library collection	0.00	0.00
4900 · Special Events Income	0.00	3,335.00

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 Accrual Basis

NAI
Profit & Loss Current/Previous Year
 January through June 2013

	Jan - Jun 13	Jan - Jun 12
Total Income	566,440.48	644,016.31
Cost of Goods Sold		
5120 · Author's Royalties	2,847.96	2,478.95
5200 · Field Trip Costs	5,279.90	19,823.74
5440 · Misc Cost of Goods	69.38	0.00
5480 · Media Comp Cost of Goods	115.74	0.00
5500 · Members Cost of Goods	24,809.18	27,285.98
5750 · Workshop Cost of Goods	70,894.41	134,365.48
5800 · Sale Items	2,052.68	14,114.03
5810 · Publishing Cost of Goods	9,552.72	0.00
5850 · Scholarship Cost of Goods	13,737.66	15,881.19
Total COGS	<u>129,359.63</u>	<u>213,949.37</u>
Gross Profit	437,080.85	430,066.94
Expense		
6100 · Accounting Fees	8,000.00	0.00
6110 · Legal Fees	0.00	7,841.45
6150 · Advertising & Promotions	290.00	672.00
6200 · Discounts/Credits		
6220 · Workshop Discounted Fee	2,950.00	0.00
6210 · Advertising Discount	145.70	390.25
6201 · Discount (combined)	845.00	2,429.50
Total 6200 · Discounts/Credits	<u>3,940.70</u>	<u>2,819.75</u>
6250 · Bad Checks, Bad Debts	0.00	2.94
6300 · Bank Service Charges	1,685.43	1,318.12
6350 · Committees Expense	913.33	1,052.73
6400 · Comps and Gifts	0.00	100.00
6500 · Contract Services	19,939.57	15,125.90
6550 · Credit Card Fees	10,000.95	13,740.27
6555 · Depreciation Expense	18,700.74	12,986.58
6580 · Dues & Subscriptions	729.00	95.00
6650 · Empl. Benes. Health Insurance	36,895.08	38,537.01
6660 · Empl. Benes. Life Insurance	1,543.10	0.00
6670 · Empl. Benes. Prof. Dev.	14,302.77	1,800.44
6680 · Empl. Benes. Retirement	15,124.56	21,359.70
6690 · Empl. Benes. Work. Comp.	463.00	0.00
6700 · Insurance, Liability	4,452.00	4,452.00
6750 · Interest Expense		
6755 · Interest to Regions/Sections	0.00	159.82
6750 · Interest Expense - Other	11,894.21	10,893.84
Total 6750 · Interest Expense	<u>11,894.21</u>	<u>11,053.66</u>
6850 · Licenses and Permits	246.16	210.00
6900 · Miscellaneous	193.97	428.89
7100 · Postage and Delivery	15,701.74	14,863.12
7200 · Printing and Duplication	4,322.52	14,994.72
7380 · Rental or Lease Facilities	2,369.70	1,704.00
7400 · Repairs and Maintenance	3,973.22	3,313.96
7500 · Salaries & Wages	172,153.25	221,904.09
7650 · Supplies, Office	3,305.12	3,957.63
7670 · Supplies, Bldg	863.34	817.45
7680 · Supplies, Operating	609.94	780.89
6560 · Payroll Expenses FICA	12,982.88	16,910.39
7730 · Tax, Sales	499.17	396.22
7740 · Tax, SUTA - Unemploy.	4,747.92	3,365.87
7750 · Telephone	9,234.68	8,015.79
7760 · Tax, Property	15,383.22	10,882.41
7850 · Travel, Board		
7855 · Exec Director search	27,033.58	0.00
7850 · Travel, Board - Other	16,198.37	10,040.67
Total 7850 · Travel, Board	<u>43,231.95</u>	<u>10,040.67</u>
7880 · Travel, Staff	16,808.08	20,615.08

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NAI
Profit & Loss Current/Previous Year
January through June 2013

	<u>Jan - Jun 13</u>	<u>Jan - Jun 12</u>
7950 - Utilities	4,517.48	4,190.57
7970 - RMBO Triple Net G&A/Utility	-9,609.89	-1,315.45
Total Expense	<u>450,408.89</u>	<u>469,033.85</u>
Net Ordinary Income	<u>-13,328.04</u>	<u>-38,966.91</u>
Net Income	<u><u>-13,328.04</u></u>	<u><u>-38,966.91</u></u>

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NAI
Profit & Loss Current/Previous Year
 January through June 2013

	Jan - Jun 13	Jan - Jun 12
Ordinary Income/Expense		
Income		
4130 · Certification Income		
4131 · Certification Fees	8,760.00	5,520.00
4132 · Recertification Fees	10,435.00	10,645.00
4133 · Training Fees (Certification)	82,950.00	77,675.00
4130 · Certification Income - Other	112,235.00	103,850.00
Total 4130 · Certification Income	214,380.00	197,690.00
4760 · Shipping & Handling	2,382.37	1,604.13
4800 · Sale of Items	4,005.00	2,614.00
4801 · Personal Interpretation	0.00	0.00
4804 · Mgt of Interp Site	0.00	0.00
4807 · Intr Jnl	0.00	0.00
4808 · Applied Interp	0.00	0.00
4822 · Meaningful Interpretation	0.00	0.00
4820 · Your True Nature	13.00	0.00
Total Income	220,780.37	201,908.13
Cost of Goods Sold		
5500 · Members Cost of Goods	1,890.00	1,640.00
5750 · Workshop Cost of Goods	4,282.02	9,339.48
5850 · Scholarship Cost of Goods	125.00	0.00
Total COGS	6,297.02	10,979.48
Gross Profit	214,483.35	190,928.65
Expense		
6200 · Discounts/Credits		
6220 · Workshop Discounted Fee	2,725.00	0.00
6201 · Discount (combined)	105.00	1,040.50
Total 6200 · Discounts/Credits	2,830.00	1,040.50
6500 · Contract Services	8,062.50	0.00
6670 · Empl. Benes. Prof. Dev.	1,354.40	0.00
7100 · Postage and Delivery	2,803.19	2,501.48
7200 · Printing and Duplication	833.45	10,755.72
7380 · Rental or Lease Facilities	221.90	0.00
7650 · Supplies, Office	1,194.54	721.46
7680 · Supplies, Operating	258.76	664.72
7750 · Telephone	18.97	470.75
7880 · Travel, Staff	10,539.96	14,404.23
Total Expense	28,117.67	30,558.86
Net Ordinary Income	186,365.68	160,369.79
Net Income	186,365.68	160,369.79

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NAI
Profit & Loss Current/Previous Year
January through June 2013

	<u>Jan - Jun 13</u>	<u>Jan - Jun 12</u>
Ordinary Income/Expense		
Income		
4300 · Fundraising		
4302 · Enos Mills (unrestricted)	1,124.40	3,806.00
Total 4300 · Fundraising	<u>1,124.40</u>	<u>3,806.00</u>
Total Income	<u>1,124.40</u>	<u>3,806.00</u>
Gross Profit	<u>1,124.40</u>	<u>3,806.00</u>
Net Ordinary Income	<u>1,124.40</u>	<u>3,806.00</u>
Net Income	<u><u>1,124.40</u></u>	<u><u>3,806.00</u></u>

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Accrual Basis

NAI
Profit & Loss Current/Previous Year
January through June 2013

	<u>Jan - Jun 13</u>	<u>Jan - Jun 12</u>
Ordinary Income/Expense		
Income		
4300 · Fundraising	0.00	125.00
4600 · Miscellaneous Income	0.00	0.00
4630 · Pre/Post Workshop Income	0.00	9,800.00
4750 · Registrations	0.00	52,490.00
4900 · Special Events Income	0.00	3,335.00
Total Income	<u>0.00</u>	<u>65,750.00</u>
Cost of Goods Sold		
5200 · Field Trip Costs	0.00	14,944.40
5750 · Workshop Cost of Goods	0.00	31,489.57
Total COGS	<u>0.00</u>	<u>46,433.97</u>
Gross Profit	0.00	19,316.03
Expense		
6500 · Contract Services	0.00	1,000.00
6550 · Credit Card Fees	0.00	981.05
7850 · Travel, Board	3,045.91	0.00
7880 · Travel, Staff	2,743.72	4,324.40
Total Expense	<u>5,789.63</u>	<u>6,305.45</u>
Net Ordinary Income	<u>-5,789.63</u>	<u>13,010.58</u>
Net Income	<u><u>-5,789.63</u></u>	<u><u>13,010.58</u></u>

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 Accrual Basis

NAI
Profit & Loss Current/Previous Year
 January through June 2013

	<u>Jan - Jun 13</u>	<u>Jan - Jun 12</u>
Ordinary Income/Expense		
Income		
4760 · Shipping & Handling	0.00	179.00
4800 · Sale of Items	0.00	0.00
4801 · Personal Interpretation	7,192.39	4,760.50
4802 · Interpretive Planning	1,001.39	2,428.96
4803 · Nature Center Book	1,016.60	416.45
4804 · Mgt of Interp Site	184.05	714.60
4805 · History of Heritage Interpreta	43.20	201.00
4806 · Interp Writing	1,663.73	1,913.62
4807 · Intr Jnl	597.00	290.00
4808 · Applied Interp	781.50	603.70
4809 · Design	2,268.74	1,460.72
4810 · Louv DVD	15.00	0.00
4815 · Map (ebook)	69.35	178.39
4816 · Ham DVD	30.00	0.00
4817 · Perspectives (ebook)	861.97	146.10
4819 · Solutions (ebook)	263.68	475.47
4821 · Preschool (ebook)	317.94	932.79
4822 · Meaningful Interpretation	637.20	1,678.00
4823 · Jarvis DVD	0.00	30.00
4899 · IP library collection	0.00	0.00
Total Income	<u>16,943.74</u>	<u>16,409.30</u>
Cost of Goods Sold		
5120 · Author's Royalties	2,847.96	2,478.95
5800 · Sale Items	0.00	348.78
5810 · Publishing Cost of Goods	410.49	0.00
Total COGS	<u>3,258.45</u>	<u>2,827.73</u>
Gross Profit	13,685.29	13,581.57
Expense		
6500 · Contract Services	500.00	0.00
7100 · Postage and Delivery	0.00	102.84
7380 · Rental or Lease Facilities	1,088.65	1,609.33
Total Expense	<u>1,588.65</u>	<u>1,712.17</u>
Net Ordinary Income	<u>12,096.64</u>	<u>11,869.40</u>
Net Income	<u><u>12,096.64</u></u>	<u><u>11,869.40</u></u>

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	Jan - Jun 13	Jan - Jun 12
Ordinary Income/Expense		
Income		
4050 · Ads Income		
4655 · Labels/Mailing Lists	325.32	81.72
4657 · Jobs Web Income	975.00	1,025.00
4050 · Ads Income - Other	19,909.46	25,308.14
Total 4050 · Ads Income	21,209.78	26,414.86
4140 · Consulting	1,750.00	1,750.00
4300 · Fundraising		
4302 · Enos Mills (unrestricted)	1.00	0.00
Total 4300 · Fundraising	1.00	0.00
4310 · In-Kind Goods/Services Revenue	0.00	138.75
4400 · Investment Income		
4405 · Interest to Regions/Sections	-51.42	-52.64
4400 · Investment Income - Other	0.00	234.00
Total 4400 · Investment Income	-51.42	181.36
4440 · Lease Income	16,212.50	24,687.50
4500 · Membership Dues	139,676.10	139,617.21
4501 · Membership Dues - Lifetime	5,937.75	5,659.06
4505 · Nonmember Registration	850.00	670.00
4600 · Miscellaneous Income	130.33	435.41
4650 · Publication Income	3,477.43	3,213.24
4660 · Re-stocking fee	33.75	92.70
4670 · Interest Income	419.90	403.43
4760 · Shipping & Handling	3,177.54	2,898.24
4800 · Sale of Items	17,661.50	10,361.00
4801 · Personal Interpretation	0.00	0.00
4802 · Interpretive Planning	0.00	0.00
4803 · Nature Center Book	0.00	0.00
4804 · Mgt of Interp Site	0.00	0.00
4805 · History of Heritage Interpreta	0.00	0.00
4806 · Interp Writing	0.00	0.00
4808 · Applied Interp	0.00	0.00
4809 · Design	0.00	0.00
4817 · Perspectives (ebook)	0.00	0.00
4822 · Meaningful Interpretation	0.00	0.00
4820 · Your True Nature	127.20	431.00
4899 · IP library collection	0.00	0.00
Total Income	210,613.36	216,953.76
Cost of Goods Sold		
5440 · Misc Cost of Goods	69.38	0.00
5500 · Members Cost of Goods	22,107.83	23,842.12
5800 · Sale Items	1,414.18	13,765.25
5810 · Publishing Cost of Goods	9,142.23	0.00
Total COGS	32,733.62	37,607.37
Gross Profit	177,879.74	179,346.39
Expense		
6100 · Accounting Fees	8,000.00	0.00
6110 · Legal Fees	0.00	7,841.45
6150 · Advertising & Promotions	290.00	0.00
6200 · Discounts/Credits		
6210 · Advertising Discount	145.70	390.25
6201 · Discount (combined)	740.00	1,389.00
Total 6200 · Discounts/Credits	885.70	1,779.25
6250 · Bad Checks, Bad Debts	0.00	2.94
6300 · Bank Service Charges	1,677.93	1,318.12
6350 · Committees Expense	0.00	-866.88
6500 · Contract Services	6,263.08	12,049.40
6550 · Credit Card Fees	4,566.06	7,406.95

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 07/30/13
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 January through June 2013

	Jan - Jun 13	Jan - Jun 12
6555 · Depreciation Expense	18,700.74	12,986.58
6580 · Dues & Subscriptions	729.00	95.00
6650 · Empl. Benes. Health Insurance	36,895.08	38,537.01
6660 · Empl. Benes. Life Insurance	1,543.10	0.00
6670 · Empl. Benes. Prof. Dev.	12,948.37	1,600.67
6680 · Empl. Benes. Retirement	15,124.56	21,359.70
6690 · Empl. Benes. Work. Comp.	463.00	0.00
6700 · Insurance, Liability	4,452.00	4,452.00
6750 · Interest Expense		
6755 · Interest to Regions/Sections	0.00	159.82
6750 · Interest Expense - Other	11,894.21	10,893.84
Total 6750 · Interest Expense	11,894.21	11,053.66
6850 · Licenses and Permits	156.16	210.00
6900 · Miscellaneous	163.97	428.89
7100 · Postage and Delivery	12,742.79	11,865.46
7200 · Printing and Duplication	2,682.02	2,721.53
7380 · Rental or Lease Facilities	221.90	0.00
7400 · Repairs and Maintenance	3,973.22	3,313.96
7500 · Salaries & Wages	172,153.25	221,904.09
7650 · Supplies, Office	2,097.02	3,236.17
7670 · Supplies, Bldg	863.34	817.45
7680 · Supplies, Operating	351.18	116.17
6560 · Payroll Expenses FICA	12,982.88	16,910.39
7730 · Tax, Sales	499.17	396.22
7740 · Tax, SUTA - Unemploy.	4,747.92	3,365.87
7750 · Telephone	6,937.38	5,888.34
7760 · Tax, Property	15,383.22	10,882.41
7850 · Travel, Board		
7855 · Exec Director search	27,033.58	0.00
7850 · Travel, Board - Other	10,974.02	4,382.33
Total 7850 · Travel, Board	38,007.60	4,382.33
7880 · Travel, Staff	1,010.64	657.05
7950 · Utilities	4,517.48	4,190.57
7970 · RMBO Triple Net G&A/Utility	-8,662.50	-1,315.45
Total Expense	395,261.47	409,587.30
Net Ordinary Income	-217,381.73	-230,240.91
Net Income	-217,381.73	-230,240.91

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Accrual Basis

NAI
Profit & Loss Current/Previous Year
January through June 2013

	<u>Jan - Jun 13</u>	<u>Jan - Jun 12</u>
Ordinary Income/Expense		
Income		
4450 · Media Awards Income	2,870.00	5,400.00
Total Income	2,870.00	5,400.00
Cost of Goods Sold		
5480 · Media Comp Cost of Goods	115.74	0.00
Total COGS	115.74	0.00
Gross Profit	2,754.26	5,400.00
Expense		
6500 · Contract Services	500.00	0.00
6550 · Credit Card Fees	936.50	1,244.25
6850 · Licenses and Permits	90.00	0.00
7100 · Postage and Delivery	63.31	67.32
7200 · Printing and Duplication	702.47	1,517.47
7380 · Rental or Lease Facilities	837.25	94.67
7750 · Telephone	50.66	43.75
7880 · Travel, Staff	3,389.90	492.22
Total Expense	6,570.09	3,459.68
Net Ordinary Income	-3,815.83	1,940.32
Net Income	<u>-3,815.83</u>	<u>1,940.32</u>

NAI
Profit & Loss Current/Previous Year
 January through June 2013

	<u>Jan - Jun 13</u>	<u>Jan - Jun 12</u>
Ordinary Income/Expense		
Income		
4150 · Exhibits Income	500.00	225.00
4200 · Field Trips Income	7,393.00	6,470.00
4300 · Fundraising	8,030.00	1,200.00
4400 · Investment Income		
4405 · Interest to Regions/Sections	51.42	212.46
Total 4400 · Investment Income	<u>51.42</u>	<u>212.46</u>
4510 · AMI Membership Dues	225.00	430.00
4650 · Publication Income	282.75	1,926.50
4750 · Registrations	75,531.00	100,275.00
4850 · Scholarship Income	12,059.44	13,088.16
Total Income	<u>104,072.61</u>	<u>123,827.12</u>
Cost of Goods Sold		
5200 · Field Trip Costs	5,279.90	4,879.34
5500 · Members Cost of Goods	811.35	1,803.86
5750 · Workshop Cost of Goods	66,222.39	93,536.43
5800 · Sale Items	638.50	0.00
5850 · Scholarship Cost of Goods	13,537.66	14,078.52
Total COGS	<u>86,489.80</u>	<u>114,298.15</u>
Gross Profit	17,582.81	9,528.97
Expense		
6150 · Advertising & Promotions	0.00	672.00
6300 · Bank Service Charges	7.50	0.00
6350 · Committees Expense	913.33	1,919.61
6400 · Comps and Gifts	0.00	100.00
6500 · Contract Services	3,800.00	2,076.50
6550 · Credit Card Fees	4,498.39	4,108.02
6900 · Miscellaneous	30.00	0.00
7100 · Postage and Delivery	182.50	326.02
7200 · Printing and Duplication	115.83	0.00
7650 · Supplies, Office	13.56	0.00
7750 · Telephone	1,019.18	551.70
7850 · Travel, Board	2,178.44	5,658.34
Total Expense	<u>12,758.73</u>	<u>15,412.19</u>
Net Ordinary Income	<u>4,824.08</u>	<u>-5,883.22</u>
Net Income	<u><u>4,824.08</u></u>	<u><u>-5,883.22</u></u>

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Accrual Basis

NAI
Profit & Loss Current/Previous Year
January through June 2013

	<u>Jan - Jun 13</u>	<u>Jan - Jun 12</u>
Ordinary Income/Expense		
Income		
4850 · Scholarship Income	0.00	2,484.00
Total Income	<u>0.00</u>	<u>2,484.00</u>
Cost of Goods Sold		
5850 · Scholarship Cost of Goods	75.00	1,802.67
Total COGS	<u>75.00</u>	<u>1,802.67</u>
Gross Profit	<u>-75.00</u>	<u>681.33</u>
Net Ordinary Income	<u>-75.00</u>	<u>681.33</u>
Net Income	<u><u>-75.00</u></u>	<u><u>681.33</u></u>

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 Accrual Basis

NAI
Profit & Loss Current/Previous Year
 January through June 2013

	<u>Jan - Jun 13</u>	<u>Jan - Jun 12</u>
Ordinary Income/Expense		
Income		
4140 · Consulting	0.00	3,000.00
4145 · Non-Cert. Workshops	1,625.00	0.00
4146 · Webinar Income	3,355.00	4,478.00
Total Income	<u>4,980.00</u>	<u>7,478.00</u>
Cost of Goods Sold		
5750 · Workshop Cost of Goods	390.00	0.00
Total COGS	<u>390.00</u>	<u>0.00</u>
Gross Profit	4,590.00	7,478.00
Expense		
6200 · Discounts/Credits		
6220 · Workshop Discounted Fee	225.00	0.00
Total 6200 · Discounts/Credits	<u>225.00</u>	<u>0.00</u>
6500 · Contract Services	813.99	0.00
6670 · Empl. Benes. Prof. Dev.	0.00	199.77
7750 · Telephone	1,208.49	1,061.25
7880 · Travel, Staff	904.46	681.59
Total Expense	<u>3,151.94</u>	<u>1,942.61</u>
Net Ordinary Income	<u>1,438.06</u>	<u>5,535.39</u>
Net Income	<u><u>1,438.06</u></u>	<u><u>5,535.39</u></u>