

NAI
Balance Sheet
 As of September 30, 2013

| | Sep 30, 13 |
|--|--------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1100 · NAI Checking | 29,167.62 |
| 1120 · NIW Checking | 21,948.32 |
| 1130 · CSU - Deposits | 699.41 |
| 1165 · WF Business Savings Nov 2011 | 30,714.89 |
| Total Checking/Savings | 82,530.24 |
| Accounts Receivable | |
| 1200 · Accounts Receivable | |
| 1205 · Allowance for Doubtful Accounts | -7,500.00 |
| 1200 · Accounts Receivable - Other | 113,314.03 |
| Total 1200 · Accounts Receivable | 105,814.03 |
| 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 | 112,095.06 |
| Other Current Assets | |
| 1650 · Prepaid Expense - Other | -114.00 |
| 1300 · Advances | 5,050.00 |
| 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 | -135.00 |
| Total 1315 · Restricted Donations | -502.67 |
| Total Other Current Assets | 243,488.25 |
| Total Current Assets | 438,113.55 |
| Fixed Assets | |
| 1400 · Fixed Assets | |
| 1431 · 230 Cherry St | 1,100,844.64 |
| 1450 · Computers, Equipment | |
| 1451 · iMIS | 63,627.10 |
| 1450 · Computers, Equipment - Other | 82,703.04 |
| Total 1450 · Computers, Equipment | 146,330.14 |
| 1480 · Furniture, Fixtures Etc. | 51,339.35 |
| 1490 · Leasehold Improvements | 17,309.11 |
| Total 1400 · Fixed Assets | 1,315,823.24 |
| 1500 · Accumulated Depreciation | |
| 1585 · Accum. Depr. - Leasehold Improv | -4,531.68 |
| 1545 · Accum. Depr. - Building | -227,552.59 |
| 1550 · Accum. Depr. Comp/Equip. | -88,291.55 |
| 1580 · Accum. Depr., Furn/Fix. | -51,270.95 |
| Total 1500 · Accumulated Depreciation | -371,646.77 |
| Total Fixed Assets | 944,176.47 |
| Other Assets | |
| 1600 · Prepaid Insurance | 10,370.64 |
| Total Other Assets | 10,370.64 |
| TOTAL ASSETS | 1,392,660.66 |
| LIABILITIES & EQUITY | |

= NAI
Balance Sheet
 As of September 30, 2013

| | Sep 30, 13 |
|---|--------------|
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 2000 · Accounts Payable | 18,776.68 |
| Total Accounts Payable | 18,776.68 |
| Other Current Liabilities | |
| 2010 · Prepaid lodging | 1,860.00 |
| 2005 · Other A/P | 1,906.40 |
| 2050 · Lease Deposits | 1,000.00 |
| 2100 · Health Insurance Payable | 19.16 |
| 2101 · Flexible Spending | |
| 2101-03 · Deborah Tewell | 120.00 |
| 2101-06 · Beth Bartholomew | 120.00 |
| 2101-07 · Paul Caputo | 176.92 |
| 2101 · Flexible Spending - Other | 100.00 |
| Total 2101 · Flexible Spending | 516.92 |
| 2115 · Deferred Revenue | |
| 2115-02 · Deferred Revenue - Memberships | 121,648.62 |
| 2115-92 · Def Rev - Lifetime Memberships | 141,205.82 |
| 2115-03 · Deferred Revenue - Ads Income | 17,342.94 |
| 2115-05 · Deferred Revenue - Cert | 12,650.00 |
| 2115-60 · Def Rev-Certification Materials | 51,770.00 |
| 2115-06 · Deferred Revenue - NW Regis. | 134,660.00 |
| 2115-07 · Deferred Revenue - Exhibits | 22,825.00 |
| 2115-10 · Deferred Revenue - Spec Events | 2,980.00 |
| 2115-11 · Deferred Revenue - Preworkshop | 17,280.00 |
| 2115-12 · Deferred Revenue - Publications | 3,023.06 |
| 2115-13 · Deferred Revenue-Fundraising | 4,000.00 |
| 2115-15 · Deferred Revenue - NW webinars | 2,565.00 |
| 2115-40 · Deferred Revenue - Webinars | 315.00 |
| Total 2115 · Deferred Revenue | 532,265.44 |
| 2120 · FICA Payable | 2,155.69 |
| 2140 · FWT Payable | 1,993.64 |
| 2180 · CO Unemployment | 47.08 |
| 2182 · Accrued Vacation | 19,839.45 |
| 2160 · COWT Payable | 2,218.00 |
| 2200 · Sales Tax Payable | 15.64 |
| 2202 · Property Tax Payable | 18,969.72 |
| 2401 · Line of Credit, Wells Fargo | 5,000.00 |
| 2403 · Mortgage, Wells Fargo | 327,798.98 |
| Total Other Current Liabilities | 915,606.12 |
| Total Current Liabilities | 934,382.80 |
| Total Liabilities | 934,382.80 |
| Equity | |
| 3901 · *Retained Earnings | 447,222.05 |
| Net Income | 11,055.81 |
| Total Equity | 458,277.86 |
| TOTAL LIABILITIES & EQUITY | 1,392,660.66 |

NAI (Combined)
Profit & Loss Current/Previous Year
January through September 2013

| | Jan - Sep 13 | Jan - Sep 12 |
|--|-------------------|-------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4050 · Ads Income | | |
| 4655 · Labels/Mailing Lists | 632.52 | 81.72 |
| 4657 · Jobs Web Income | 1,675.00 | 1,175.00 |
| 4050 · Ads Income - Other | 30,474.24 | 32,211.37 |
| Total 4050 · Ads Income | 32,781.76 | 33,468.09 |
| 4130 · Certification Income | | |
| 4131 · Certification Fees | 10,935.00 | 8,710.00 |
| 4132 · Recertification Fees | 16,630.00 | 15,535.00 |
| 4133 · Training Fees (Certification) | 89,975.00 | 89,975.00 |
| 4130 · Certification Income - Other | 146,295.00 | 153,135.00 |
| Total 4130 · Certification Income | 263,835.00 | 267,355.00 |
| 4140 · Consulting | 11,806.00 | 5,750.00 |
| 4145 · Non-Cert. Workshops | 5,000.00 | 0.00 |
| 4146 · Webinar Income | 4,570.00 | 7,745.00 |
| 4150 · Exhibits Income | 500.00 | 225.00 |
| 4200 · Field Trips Income | 7,473.00 | 7,226.00 |
| 4300 · Fundraising | | |
| 4301 · LTF (and all restricted) | 50.00 | 0.00 |
| 4302 · Enos Mills (unrestricted) | 81,837.00 | 4,451.00 |
| 4300 · Fundraising - Other | 8,230.00 | 1,378.00 |
| Total 4300 · Fundraising | 90,117.00 | 5,829.00 |
| 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 | 27,012.50 | 24,350.00 |
| 4450 · Media Awards Income | 4,330.00 | 5,570.00 |
| 4500 · Membership Dues | 207,519.03 | 209,993.88 |
| 4501 · Membership Dues - Lifetime | 8,906.63 | 8,544.86 |
| 4505 · Nonmember Registration | 990.00 | 850.00 |
| 4510 · AMI Membership Dues | 435.00 | 690.00 |
| 4600 · Miscellaneous Income | 915.18 | 435.46 |
| 4630 · Pre/Post Workshop Income | 0.00 | 9,800.00 |
| 4650 · Publication Income | 5,139.59 | 7,278.50 |
| 4660 · Re-stocking fee | 33.75 | 92.70 |
| 4670 · Interest Income | 533.52 | 485.51 |
| 4750 · Registrations | 79,992.00 | 159,850.00 |
| 4760 · Shipping & Handling | 9,902.59 | 7,385.73 |
| 4800 · Sale of Items | 35,002.50 | 22,307.00 |
| 4801 · Personal Interpretation | 11,190.65 | 9,269.68 |
| 4802 · Interpretive Planning | 1,880.95 | 4,095.23 |
| 4803 · Nature Center Book | 2,717.90 | 494.75 |
| 4804 · Mgt of Interp Site | 299.85 | 779.85 |
| 4805 · History of Heritage Interpreta | 80.60 | 233.40 |
| 4806 · Interp Writing | 3,776.20 | 2,452.16 |
| 4807 · Intr Jnl | 720.00 | 290.00 |
| 4808 · Applied Interp | 2,449.00 | 2,310.80 |
| 4809 · Design | 3,306.75 | 2,008.93 |
| 4810 · Louv DVD | 60.00 | 0.00 |
| 4812 · Wheeler DVD | 15.00 | 0.00 |
| 4815 · Map (ebook) | 132.82 | 182.02 |
| 4816 · Ham DVD | 45.00 | 0.00 |
| 4817 · Perspectives (ebook) | 917.25 | 177.58 |
| 4819 · Solutions (ebook) | 273.68 | 532.55 |
| 4821 · Preschool (ebook) | 533.09 | 1,034.26 |
| 4822 · Meaningful Interpretation | 1,234.20 | 3,611.20 |
| 4823 · Jarvis DVD | 0.00 | 30.00 |
| 4825 · Pregracke DVD | 0.00 | 15.00 |
| 4820 · Your True Nature | 455.20 | 515.00 |

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 10/15/13
 Accrual Basis

NAI (Combined)
Profit & Loss Current/Previous Year
 January through September 2013

| | Jan - Sep 13 | Jan - Sep 12 |
|---------------------------------------|-------------------|-------------------|
| 4850 · Scholarship Income | 12,222.44 | 17,580.16 |
| 4899 · IP library collection | 0.00 | 0.00 |
| 4900 · Special Events Income | 0.00 | 1,625.00 |
| Total Income | 839,105.63 | 833,001.87 |
| Cost of Goods Sold | | |
| 5120 · Author's Royalties | 3,788.18 | 3,813.98 |
| 5130 · Certification Costs | 1,528.33 | 0.00 |
| 5150 · Exhibits Costs | 0.00 | 150.00 |
| 5200 · Field Trip Costs | 5,397.60 | 20,216.99 |
| 5440 · Misc Costs | 69.38 | 0.00 |
| 5480 · Media Comp Costs | 265.32 | 0.00 |
| 5500 · Members Costs | 40,010.44 | 42,134.09 |
| 5750 · Workshop Costs | 72,893.41 | 139,325.79 |
| 5800 · Sale Items - Costs | 4,541.23 | 16,708.45 |
| 5810 · Publishing Cost of Goods | 12,556.17 | 29.95 |
| 5850 · Scholarship Costs | 18,312.66 | 17,881.19 |
| Total COGS | 159,362.72 | 240,260.44 |
| Gross Profit | 679,742.91 | 592,741.43 |
| Expense | | |
| 6100 · Accounting Fees | 8,000.00 | 12,500.00 |
| 6110 · Legal Fees | 0.00 | 15,104.05 |
| 6150 · Advertising & Promotions | 834.98 | 1,118.58 |
| 6200 · Discounts/Credits | | |
| 6220 · Workshop Discounted Fee | 3,450.00 | 0.00 |
| 6210 · Advertising Discount | 145.70 | 390.25 |
| 6201 · Discount (combined) | 1,010.35 | 3,242.25 |
| Total 6200 · Discounts/Credits | 4,606.05 | 3,632.50 |
| 6250 · Bad Checks, Bad Debts | 118.00 | 82.94 |
| 6300 · Bank Service Charges | 2,639.04 | 2,005.27 |
| 6350 · Committees Expense | 913.33 | 5,638.07 |
| 6400 · Comps and Gifts | 0.00 | 100.00 |
| 6500 · Contract Services | 33,049.40 | 22,572.38 |
| 6550 · Credit Card Fees | 18,126.44 | 21,186.55 |
| 6555 · Depreciation Expense | 28,290.78 | 21,666.90 |
| 6580 · Dues & Subscriptions | 2,303.89 | 170.00 |
| 6650 · Empl. Benes. Health Insurance | 56,201.47 | 54,668.47 |
| 6660 · Empl. Benes. Life Insurance | 2,881.07 | 0.00 |
| 6670 · Empl. Benes. Prof. Dev. | 3,264.43 | 6,524.27 |
| 6680 · Empl. Benes. Retirement | 22,686.84 | 31,225.34 |
| 6690 · Empl. Benes. Work. Comp. | 954.00 | 464.00 |
| 6700 · Insurance, Liability | 6,678.00 | 6,678.00 |
| 6750 · Interest Expense | | |
| 6755 · Interest to Reglons/Sections | 0.00 | 159.82 |
| 6750 · Interest Expense - Other | 17,810.93 | 17,496.88 |
| Total 6750 · Interest Expense | 17,810.93 | 17,656.70 |
| 6850 · Licenses and Permits | 246.16 | 220.00 |
| 6900 · Miscellaneous | 189.57 | 438.58 |
| 7100 · Postage and Delivery | 18,571.64 | 22,022.48 |
| 7200 · Printing and Duplication | 3,792.62 | 16,885.88 |
| 7350 · Rental - Equipment | 836.85 | 0.00 |
| 7380 · Rental or Lease Facilities | 3,554.55 | 2,556.00 |
| 7400 · Repairs and Maintenance | 5,377.23 | 5,616.04 |
| 7500 · Salaries & Wages | 279,678.22 | 318,907.70 |
| 7650 · Supplies, Office | 3,934.58 | 7,410.33 |
| 7670 · Supplies, Bldg | 1,675.07 | 1,297.42 |
| 7680 · Supplies, Operating | 609.94 | 1,038.76 |
| 6560 · Payroll Expenses FICA | 21,141.55 | 25,860.49 |
| 7730 · Tax, Sales | 580.44 | 640.54 |
| 7740 · Tax, SUTA - Unemploy. | 6,017.20 | 3,687.78 |
| 7750 · Telephone | 12,686.20 | 11,211.85 |
| 7760 · Tax, Property | 23,074.83 | 18,565.17 |

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10/15/13
Accrual Basis

NAI (Combined)
Profit & Loss Current/Previous Year
January through September 2013

| | <u>Jan - Sep 13</u> | <u>Jan - Sep 12</u> |
|------------------------------------|---------------------|---------------------|
| 7850 · Travel, Board | | |
| 7855 · Exec Director search | 38,795.92 | 11,500.00 |
| 7850 · Travel, Board - Other | 27,836.47 | 17,461.16 |
| Total 7850 · Travel, Board | 66,632.39 | 28,961.16 |
| 7880 · Travel, Staff | 19,026.34 | 26,139.34 |
| 7950 · Utilities | 7,162.96 | 7,013.34 |
| 7970 · RMBO Triple Net G&A/Utility | -15,459.89 | -13,971.70 |
| Total Expense | 668,687.10 | 707,495.18 |
| Net Ordinary Income | 11,055.81 | -114,753.75 |
| Net Income | 11,055.81 | -114,753.75 |

NAI - Certification
Profit & Loss Current/Previous Year
 January through September 2013

| | Jan - Sep 13 | Jan - Sep 12 |
|--|-------------------|-------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4130 · Certification Income | | |
| 4131 · Certification Fees | 10,935.00 | 8,710.00 |
| 4132 · Recertification Fees | 16,630.00 | 15,535.00 |
| 4133 · Training Fees (Certification) | 89,975.00 | 89,975.00 |
| 4130 · Certification Income - Other | 146,295.00 | 153,135.00 |
| Total 4130 · Certification Income | 263,835.00 | 267,355.00 |
| 4760 · Shipping & Handling | 3,503.05 | 3,227.97 |
| 4800 · Sale of Items | 5,307.00 | 5,008.00 |
| 4801 · Personal Interpretation | 0.00 | 0.00 |
| 4802 · Interpretive Planning | 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 | 0.00 | 0.00 |
| Total Income | 272,645.05 | 275,590.97 |
| Cost of Goods Sold | | |
| 5130 · Certification Costs | 1,421.23 | 0.00 |
| 5500 · Members Costs | 1,890.00 | 1,640.00 |
| 5750 · Workshop Costs | 4,282.02 | 9,585.69 |
| 5850 · Scholarship Costs | 250.00 | 0.00 |
| Total COGS | 7,843.25 | 11,225.69 |
| Gross Profit | 264,801.80 | 264,365.28 |
| Expense | | |
| 6200 · Discounts/Credits | | |
| 6220 · Workshop Discounted Fee | 3,225.00 | 0.00 |
| 6201 · Discount (combined) | 182.35 | 1,224.50 |
| Total 6200 · Discounts/Credits | 3,407.35 | 1,224.50 |
| 6500 · Contract Services | 8,062.50 | 2,500.00 |
| 6670 · Empl. Benes. Prof. Dev. | 1,354.40 | 0.00 |
| 7100 · Postage and Delivery | 4,463.14 | 3,817.53 |
| 7200 · Printing and Duplication | 833.45 | 11,427.80 |
| 7350 · Rental - Equipment | 110.95 | 0.00 |
| 7380 · Rental or Lease Facilities | 332.85 | 0.00 |
| 7650 · Supplies, Office | 1,448.10 | 1,183.09 |
| 7680 · Supplies, Operating | 258.76 | 836.72 |
| 7750 · Telephone | 573.70 | 470.75 |
| 7880 · Travel, Staff | 11,006.58 | 17,818.01 |
| Total Expense | 31,851.78 | 39,278.40 |
| Net Ordinary Income | 232,950.02 | 225,086.88 |
| Net Income | 232,950.02 | 225,086.88 |

4:19 PM
10/15/13
Accrual Basis

NAI - Fundraising
Profit & Loss Current/Previous Year
January through September 2013

| | <u>Jan - Sep 13</u> | <u>Jan - Sep 12</u> |
|----------------------------------|-------------------------|------------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4300 · Fundraising | | |
| 4301 · LTF (and all restricted) | 50.00 | 0.00 |
| 4302 · Enos Mills (unrestricted) | <u>81,836.00</u> | <u>4,451.00</u> |
| Total 4300 · Fundraising | <u>81,886.00</u> | <u>4,451.00</u> |
| Total Income | <u>81,886.00</u> | <u>4,451.00</u> |
| Gross Profit | <u>81,886.00</u> | <u>4,451.00</u> |
| Expense | | |
| 6900 · Miscellaneous | <u>41.60</u> | <u>0.00</u> |
| Total Expense | <u>41.60</u> | <u>0.00</u> |
| Net Ordinary Income | <u>81,844.40</u> | <u>4,451.00</u> |
| Net Income | <u><u>81,844.40</u></u> | <u><u>4,451.00</u></u> |

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10/15/13
Accrual Basis

NAI - Internat'l Conf
Profit & Loss Current/Previous Year
January through September 2013

| | <u>Jan - Sep 13</u> | <u>Jan - Sep 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 | 1,625.00 |
| Total Income | <u>0.00</u> | <u>64,040.00</u> |
| Cost of Goods Sold | | |
| 5200 · Field Trip Costs | 0.00 | 14,944.40 |
| 5750 · Workshop Costs | 0.00 | 31,489.57 |
| Total COGS | <u>0.00</u> | <u>46,433.97</u> |
| Gross Profit | 0.00 | 17,606.03 |
| Expense | | |
| 6500 · Contract Services | 0.00 | 1,000.00 |
| 6550 · Credit Card Fees | 0.00 | 1,066.55 |
| 7850 · Travel, Board | 3,045.91 | 0.00 |
| 7880 · Travel, Staff | 4,236.44 | 4,324.40 |
| Total Expense | <u>7,282.35</u> | <u>6,390.95</u> |
| Net Ordinary Income | <u>-7,282.35</u> | <u>11,215.08</u> |
| Net Income | <u><u>-7,282.35</u></u> | <u><u>11,215.08</u></u> |

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 10/15/13
 Accrual Basis

NAI - InterpPress
Profit & Loss Current/Previous Year
 January through September 2013

| | <u>Jan - Sep 13</u> | <u>Jan - Sep 12</u> |
|---------------------------------------|-------------------------|-------------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4760 · Shipping & Handling | 0.00 | 283.52 |
| 4800 · Sale of Items | 0.00 | 0.00 |
| 4801 · Personal Interpretation | 11,190.65 | 9,269.68 |
| 4802 · Interpretive Planning | 1,880.95 | 4,095.23 |
| 4803 · Nature Center Book | 2,717.90 | 494.75 |
| 4804 · Mgt of Interp Site | 299.85 | 779.85 |
| 4805 · History of Heritage Interpreta | 80.60 | 233.40 |
| 4806 · Interp Writng | 3,776.20 | 2,452.16 |
| 4807 · Intr Jnl | 720.00 | 290.00 |
| 4808 · Applied Interp | 2,449.00 | 2,310.80 |
| 4809 · Design | 3,306.75 | 2,008.93 |
| 4810 · Louv DVD | 60.00 | 0.00 |
| 4812 · Wheeler DVD | 15.00 | 0.00 |
| 4815 · Map (ebook) | 132.82 | 182.02 |
| 4816 · Ham DVD | 45.00 | 0.00 |
| 4817 · Perspectives (ebook) | 917.25 | 177.58 |
| 4819 · Solutions (ebook) | 273.68 | 532.55 |
| 4821 · Preschool (ebook) | 533.09 | 1,034.26 |
| 4822 · Meaningful Interpretation | 1,234.20 | 3,611.20 |
| 4823 · Jarvis DVD | 0.00 | 30.00 |
| 4825 · Pregracke DVD | 0.00 | 15.00 |
| 4899 · IP library collection | 0.00 | 0.00 |
| Total Income | <u>29,632.94</u> | <u>27,800.93</u> |
| Cost of Goods Sold | | |
| 5120 · Author's Royalties | 3,788.18 | 3,813.98 |
| 5800 · Sale Items - Costs | 0.00 | 348.78 |
| 5810 · Publishing Cost of Goods | 440.44 | 29.95 |
| Total COGS | <u>4,228.62</u> | <u>4,192.71</u> |
| Gross Profit | <u>25,404.32</u> | <u>23,608.22</u> |
| Expense | | |
| 6500 · Contract Services | 500.00 | 0.00 |
| 7100 · Postage and Delivery | 0.00 | 102.84 |
| 7380 · Rental or Lease Facilities | 1,656.64 | 2,177.32 |
| Total Expense | <u>2,156.64</u> | <u>2,280.16</u> |
| Net Ordinary Income | <u>23,247.68</u> | <u>21,328.06</u> |
| Net Income | <u><u>23,247.68</u></u> | <u><u>21,328.06</u></u> |

NAI - Life/Nat'l
Profit & Loss Current/Previous Year
 January through September 2013

| | Jan - Sep 13 | Jan - Sep 12 |
|---------------------------------------|-------------------|-------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4050 · Ads Income | | |
| 4655 · Labels/Mailing Lists | 632.52 | 81.72 |
| 4657 · Jobs Web Income | 1,675.00 | 1,175.00 |
| 4050 · Ads Income - Other | 30,474.24 | 32,211.37 |
| Total 4050 · Ads Income | 32,781.76 | 33,468.09 |
| 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 | -68.56 | -112.15 |
| 4400 · Investment Income - Other | 0.00 | 234.00 |
| Total 4400 · Investment Income | -68.56 | 121.85 |
| 4440 · Lease Income | 27,012.50 | 24,350.00 |
| 4500 · Membership Dues | 207,519.03 | 209,993.88 |
| 4501 · Membership Dues - Lifetime | 8,906.63 | 8,544.86 |
| 4505 · Nonmember Registration | 990.00 | 850.00 |
| 4600 · Miscellaneous Income | 915.18 | 435.46 |
| 4650 · Publication Income | 4,591.84 | 4,212.00 |
| 4660 · Re-stocking fee | 33.75 | 92.70 |
| 4670 · Interest Income | 533.52 | 485.51 |
| 4760 · Shipping & Handling | 6,399.54 | 3,874.24 |
| 4800 · Sale of Items | 29,695.50 | 17,299.00 |
| 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 | 455.20 | 515.00 |
| 4899 · IP library collection | 0.00 | 0.00 |
| Total Income | 321,516.89 | 306,131.34 |
| Cost of Goods Sold | | |
| 5130 · Certification Costs | 107.10 | 0.00 |
| 5440 · Misc Costs | 69.38 | 0.00 |
| 5500 · Members Costs | 35,558.39 | 37,768.58 |
| 5800 · Sale Items - Costs | 3,742.73 | 16,359.67 |
| 5810 · Publishing Cost of Goods | 12,115.73 | 0.00 |
| Total COGS | 51,593.33 | 54,128.25 |
| Gross Profit | 269,923.56 | 252,003.09 |
| Expense | | |
| 6100 · Accounting Fees | 8,000.00 | 12,500.00 |
| 6110 · Legal Fees | 0.00 | 15,104.05 |
| 6150 · Advertising & Promotions | 290.00 | 0.00 |
| 6200 · Discounts/Credits | | |
| 6210 · Advertising Discount | 145.70 | 390.25 |
| 6201 · Discount (combined) | 828.00 | 2,017.75 |
| Total 6200 · Discounts/Credits | 973.70 | 2,408.00 |
| 6250 · Bad Checks, Bad Debts | 118.00 | 82.94 |
| 6300 · Bank Service Charges | 2,631.54 | 2,005.27 |
| 6350 · Committees Expense | 0.00 | 1,875.22 |
| 6500 · Contract Services | 18,583.53 | 16,087.81 |

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 Accrual Basis

NAI - Life/Nat'l
Profit & Loss Current/Previous Year
 January through September 2013

| | Jan - Sep 13 | Jan - Sep 12 |
|--------------------------------------|--------------------|--------------------|
| 6550 · Credit Card Fees | 5,417.80 | 6,495.88 |
| 6555 · Depreciation Expense | 28,290.78 | 21,666.90 |
| 6580 · Dues & Subscriptions | 2,303.89 | 170.00 |
| 6650 · Empl. Benes. Health Insurance | 56,201.47 | 54,668.47 |
| 6660 · Empl. Benes. Life Insurance | 2,881.07 | 0.00 |
| 6670 · Empl. Benes. Prof. Dev. | 1,910.03 | 6,324.50 |
| 6680 · Empl. Benes. Retirement | 22,686.84 | 31,225.34 |
| 6690 · Empl. Benes. Work. Comp. | 954.00 | 464.00 |
| 6700 · Insurance, Liability | 6,678.00 | 6,678.00 |
| 6750 · Interest Expense | | |
| 6755 · Interest to Reglons/Sections | 0.00 | 159.82 |
| 6750 · Interest Expense - Other | 17,810.93 | 17,496.88 |
| Total 6750 · Interest Expense | 17,810.93 | 17,656.70 |
| 6850 · Licenses and Permits | 156.16 | 220.00 |
| 6900 · Miscellaneous | 117.97 | 438.58 |
| 7100 · Postage and Delivery | 13,860.74 | 17,425.55 |
| 7200 · Printing and Duplication | 2,677.12 | 3,208.61 |
| 7350 · Rental - Equipment | 614.95 | 0.00 |
| 7380 · Rental or Lease Facilities | 332.85 | 0.00 |
| 7400 · Repairs and Maintenance | 5,377.23 | 5,616.04 |
| 7500 · Salaries & Wages | 279,678.22 | 318,907.70 |
| 7650 · Supplies, Office | 2,262.04 | 6,220.31 |
| 7670 · Supplies, Bldg | 1,675.07 | 1,297.42 |
| 7680 · Supplies, Operatng | 351.18 | 202.04 |
| 6560 · Payroll Expenses FICA | 21,141.55 | 25,860.49 |
| 7730 · Tax, Sales | 580.44 | 515.54 |
| 7740 · Tax, SUTA - Unemploy. | 6,017.20 | 3,687.78 |
| 7750 · Telephone | 9,175.14 | 8,179.72 |
| 7760 · Tax, Property | 23,074.83 | 18,565.17 |
| 7850 · Travel, Board | | |
| 7855 · Exec Director search | 38,795.92 | 11,500.00 |
| 7850 · Travel, Board - Other | 21,932.85 | 7,683.09 |
| Total 7850 · Travel, Board | 60,728.77 | 19,183.09 |
| 7880 · Travel, Staff | 1,010.64 | 1,597.00 |
| 7950 · Utilities | 7,162.96 | 7,013.34 |
| 7970 · RMBO Triple Net G&A/Utility | -14,512.50 | -13,971.70 |
| Total Expense | 597,214.14 | 619,579.76 |
| Net Ordinary Income | -327,290.58 | -367,576.67 |
| Net Income | -327,290.58 | -367,576.67 |

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Accrual Basis

NAI - Nat'l Workshops
Profit & Loss Current/Previous Year
January through September 2013

| | <u>Jan - Sep 13</u> | <u>Jan - Sep 12</u> |
|-----------------------------------|--------------------------|-------------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4450 · Media Awards Income | 4,330.00 | 5,570.00 |
| Total Income | <u>4,330.00</u> | <u>5,570.00</u> |
| Cost of Goods Sold | | |
| 5480 · Media Comp Costs | 265.32 | 0.00 |
| 5500 · Members Costs | 0.00 | 223.75 |
| 5750 · Workshop Costs | 1,999.00 | 0.00 |
| Total COGS | <u>2,264.32</u> | <u>223.75</u> |
| Gross Profit | 2,065.68 | 5,346.25 |
| Expense | | |
| 6500 · Contract Services | 500.00 | 0.00 |
| 6550 · Credit Card Fees | 7,983.50 | 9,230.00 |
| 6850 · Licenses and Permits | 90.00 | 0.00 |
| 7100 · Postage and Delivery | 63.31 | 259.56 |
| 7200 · Printing and Duplication | 177.47 | 2,004.55 |
| 7350 · Rental - Equipment | 110.95 | 0.00 |
| 7380 · Rental or Lease Facilities | 1,232.21 | 378.68 |
| 7750 · Telephone | 83.32 | 64.24 |
| 7880 · Travel, Staff | 3,389.90 | 1,775.02 |
| Total Expense | <u>13,630.66</u> | <u>13,712.05</u> |
| Net Ordinary Income | <u>-11,564.98</u> | <u>-8,365.80</u> |
| Net Income | <u><u>-11,564.98</u></u> | <u><u>-8,365.80</u></u> |

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 Accrual Basis

NAI - Reg/Sec
Profit & Loss Current/Previous Year
 January through September 2013

| | <u>Jan - Sep 13</u> | <u>Jan - Sep 12</u> |
|---------------------------------------|------------------------|-------------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4150 · Exhibits Income | 500.00 | 225.00 |
| 4200 · Field Trips Income | 7,473.00 | 7,226.00 |
| 4300 · Fundraising | 8,230.00 | 1,253.00 |
| 4400 · Investment Income | | |
| 4405 · Interest to Regions/Sections | 68.56 | 271.97 |
| Total 4400 · Investment Income | 68.56 | 271.97 |
| 4510 · AMI Membership Dues | 435.00 | 690.00 |
| 4650 · Publication Income | 547.75 | 3,066.50 |
| 4750 · Registrations | 79,992.00 | 107,360.00 |
| 4850 · Scholarship Income | 12,222.44 | 15,096.16 |
| Total Income | 109,468.75 | 135,188.63 |
| Cost of Goods Sold | | |
| 5150 · Exhibits Costs | 0.00 | 150.00 |
| 5200 · Field Trip Costs | 5,397.60 | 5,272.59 |
| 5500 · Members Costs | 2,562.05 | 2,501.76 |
| 5750 · Workshop Costs | 66,222.39 | 98,250.53 |
| 5800 · Sale Items - Costs | 638.50 | 0.00 |
| 5850 · Scholarship Costs | 15,987.66 | 14,078.52 |
| Total COGS | 90,808.20 | 120,253.40 |
| Gross Profit | 18,660.55 | 14,935.23 |
| Expense | | |
| 6150 · Advertising & Promotions | 544.98 | 1,118.58 |
| 6300 · Bank Service Charges | 7.50 | 0.00 |
| 6350 · Committees Expense | 913.33 | 3,762.85 |
| 6400 · Comps and Gifts | 0.00 | 100.00 |
| 6500 · Contract Services | 4,449.40 | 2,526.50 |
| 6550 · Credit Card Fees | 4,725.14 | 4,394.12 |
| 6900 · Miscellaneous | 30.00 | 0.00 |
| 7100 · Postage and Delivery | 274.50 | 417.00 |
| 7200 · Printing and Duplication | 115.83 | 244.92 |
| 7650 · Supplies, Office | 224.44 | 6.93 |
| 7730 · Tax, Sales | 0.00 | 125.00 |
| 7750 · Telephone | 1,210.33 | 701.33 |
| 7850 · Travel, Board | 2,857.71 | 9,778.07 |
| Total Expense | 15,353.16 | 23,175.30 |
| Net Ordinary Income | 3,307.39 | -8,240.07 |
| Net Income | <u>3,307.39</u> | <u>-8,240.07</u> |

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Accrual Basis

NAI - Scholarship
Profit & Loss Current/Previous Year
January through September 2013

| | <u>Jan - Sep 13</u> | <u>Jan - Sep 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 Costs | 2,075.00 | 3,802.67 |
| Total COGS | <u>2,075.00</u> | <u>3,802.67</u> |
| Gross Profit | <u>-2,075.00</u> | <u>-1,318.67</u> |
| Net Ordinary Income | <u>-2,075.00</u> | <u>-1,318.67</u> |
| Net Income | <u><u>-2,075.00</u></u> | <u><u>-1,318.67</u></u> |

NAI - Training
Profit & Loss Current/Previous Year
 January through September 2013

Accrual Basis

| | <u>Jan - Sep 13</u> | <u>Jan - Sep 12</u> |
|---------------------------------------|-------------------------|------------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4140 · Consulting | 5,000.00 | 4,000.00 |
| 4145 · Non-Cert. Workshops | 5,000.00 | 0.00 |
| 4146 · Webinar Income | 4,570.00 | 7,745.00 |
| 4809 · Design | 0.00 | 0.00 |
| Total Income | <u>14,570.00</u> | <u>11,745.00</u> |
| Cost of Goods Sold | | |
| 5750 · Workshop Costs | 390.00 | 0.00 |
| 5800 · Sale Items - Costs | 160.00 | 0.00 |
| Total COGS | <u>550.00</u> | <u>0.00</u> |
| Gross Profit | 14,020.00 | 11,745.00 |
| 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 | 953.97 | 458.07 |
| 6670 · Empl. Benes. Prof. Dev. | 0.00 | 199.77 |
| 7750 · Telephone | 1,643.71 | 1,795.81 |
| 7880 · Travel, Staff | 1,163.38 | 474.39 |
| Total Expense | <u>3,986.06</u> | <u>2,928.04</u> |
| Net Ordinary Income | <u>10,033.94</u> | <u>8,816.96</u> |
| Net Income | <u><u>10,033.94</u></u> | <u><u>8,816.96</u></u> |