

11:06 AM
01/13/14
Accrual Basis

NAI
Balance Sheet
As of December 31, 2013

	Dec 31, 13
ASSETS	
Current Assets	
Checking/Savings	
1100 · NAI Checking	28,802.85
1120 · NIW Checking	1,543.32
1130 · CSU - Deposits	1,689.20
1165 · WF Business Savings Nov 2011	30,714.89
Total Checking/Savings	62,750.26
Accounts Receivable	
1200 · Accounts Receivable	
1205 · Allowance for Doubtful Accounts	-7,500.00
1200 · Accounts Receivable - Other	132,730.20
Total 1200 · Accounts Receivable	125,230.20
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	131,511.23
Other Current Assets	
1650 · Prepaid Expense - Other	-114.00
1300 · Advances	4,550.00
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
1499 · Undeposited Funds	-105.00
Total Other Current Assets	242,748.25
Total Current Assets	437,009.74
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	-4,820.18
1545 · Accum. Depr. - Building	-231,616.03
1550 · Accum. Depr. Comp/Equip.	-90,405.47
1580 · Accum. Depr., Furn/Fix.	-51,270.95
Total 1500 · Accumulated Depreciation	-378,112.63
Total Fixed Assets	937,710.61
Other Assets	
1600 · Prepaid Insurance	10,734.40
Total Other Assets	10,734.40
TOTAL ASSETS	1,385,454.75

NAI
Balance Sheet
 As of December 31, 2013

	Dec 31, 13
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	9,329.83
Total Accounts Payable	9,329.83
Other Current Liabilities	
2010 · Prepaid lodging	1,860.00
2005 · Other A/P	-719.79
2050 · Lease Deposits	1,000.00
2100 · Health Insurance Payable	19.16
2101 · Flexible Spending	
2101-03 · Deborah Tewell	243.16
2101-06 · Beth Bartholomew	480.00
2101-07 · Paul Caputo	707.68
2101-09 · Emily Jacobs	100.00
Total 2101 · Flexible Spending	1,530.84
2115 · Deferred Revenue	
2115-02 · Deferred Revenue - Memberships	118,706.54
2115-92 · Def Rev - Lifetime Memberships	139,661.82
2115-03 · Deferred Revenue - Ads Income	23,132.89
2115-05 · Deferred Revenue - Cert	9,625.00
2115-60 · Def Rev-Certification Materials	54,630.00
2115-07 · Deferred Revenue - Exhibits	3,400.00
2115-12 · Deferred Revenue - Publications	3,912.16
2115-15 · Deferred Revenue - NW webinars	2,565.00
2115-40 · Deferred Revenue - Webinars	525.00
2115-56 · Def Rev - Reg/Sec Registration	4,800.00
2115-58 · Def Rev - Reg/Sec Field Trips	680.00
Total 2115 · Deferred Revenue	361,638.41
2120 · FICA Payable	-123.79
2140 · FWT Payable	123.64
2180 · CO Unemployment	47.08
2181 · Accrued Payroll	12,186.32
2182 · Accrued Vacation	19,938.46
2160 · COWT Payable	2,159.00
2200 · Sales Tax Payable	6.15
2202 · Property Tax Payable	26,661.33
2401 · Line of Credit, Wells Fargo	55,000.00
2403 · Mortgage, Wells Fargo	317,599.89
Total Other Current Liabilities	798,926.70
Total Current Liabilities	808,256.53
Total Liabilities	808,256.53
Equity	
3901 · *Retained Earnings	447,222.05
Net Income	129,976.17
Total Equity	577,198.22
TOTAL LIABILITIES & EQUITY	1,385,454.75

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

Ordinary Income/Expense	Jan - Dec 13	Jan - Dec 12
Income		
4050 · Ads Income		
4655 · Labels/Mailing Lists	1,086.12	661.32
4657 · Jobs Web Income	2,500.00	1,325.00
4050 · Ads Income - Other	47,111.16	47,756.14
Total 4050 · Ads Income	50,697.28	49,742.46
4130 · Certification Income		
4131 · Certification Fees	12,565.00	11,625.00
4132 · Recertification Fees	18,475.00	19,600.00
4133 · Training Fees (Certification)	102,075.00	99,625.00
4130 · Certification Income - Other	194,925.00	204,130.00
Total 4130 · Certification Income	328,040.00	334,980.00
4140 · Consulting	11,806.00	5,750.00
4145 · Non-Cert. Workshops	5,000.00	0.00
4146 · Webinar Income	7,055.00	8,130.00
4150 · Exhibits Income	25,675.00	27,625.00
4200 · Field Trips Income	7,473.00	25,653.00
4300 · Fundraising		
4301 · LTF (and all restricted)	150.00	0.00
4302 · Enos Mills (unrestricted)	82,515.00	5,107.00
4300 · Fundraising - Other	23,444.00	14,145.00
Total 4300 · Fundraising	106,109.00	19,252.00
4310 · In-Kind Goods/Services Revenue	248.15	933.37
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	29,742.50	29,800.00
4450 · Media Awards Income	4,470.00	6,390.00
4500 · Membership Dues	275,825.61	280,623.66
4501 · Membership Dues - Lifetime	11,950.63	11,843.14
4505 · Nonmember Registration	1,215.00	955.00
4510 · AMI Membership Dues	725.00	895.00
4600 · Miscellaneous Income	976.43	529.50
4630 · Pre/Post Workshop Income	20,460.00	23,875.00
4650 · Publication Income	7,342.49	9,498.67
4660 · Re-stocking fee	33.75	109.20
4670 · Interest Income	533.52	566.03
4750 · Registrations	277,379.00	379,415.00
4760 · Shipping & Handling	11,929.57	8,534.11
4800 · Sale of Items	44,264.15	30,505.50
4801 · Personal Interpretation	12,844.67	11,161.01
4802 · Interpretive Planning	2,233.46	4,692.81
4803 · Nature Center Book	3,209.80	625.25
4804 · Mgt of Interp Site	364.04	901.20
4805 · History of Heritage Interpreta	117.26	270.80
4806 · Interp Writing	5,090.95	3,403.42
4807 · Intr Jnl	789.00	329.00
4808 · Applied Interp	2,595.62	2,417.20
4809 · Design	4,451.94	2,367.16
4810 · Louv DVD	69.39	15.00
4812 · Wheeler DVD	15.00	0.00
4815 · Map (ebook)	180.22	338.20
4816 · Ham DVD	95.05	0.00
4817 · Perspectives (ebook)	962.32	208.58
4819 · Solutions (ebook)	366.04	666.82
4821 · Preschool (ebook)	661.64	1,167.84
4822 · Meaningful Interpretation	3,037.99	4,142.20
4823 · Jarvis DVD	0.00	30.00
4825 · Pregracke DVD	0.00	15.00
4820 · Your True Nature	994.79	1,362.00

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

	Jan - Dec 13	Jan - Dec 12
4850 · Scholarship Income	26,045.34	26,552.39
4899 · IP library collection	207.00	0.00
4900 · Special Events Income	3,865.00	10,855.00
Total Income	1,297,147.60	1,327,520.34
Cost of Goods Sold		
5930 · Training Costs	82.71	0.00
5120 · Author's Royalties	4,865.14	5,120.91
5130 · Certification Costs	4,282.93	0.00
5150 · Exhibits Costs	3,439.56	1,973.40
5200 · Field Trip Costs	5,777.60	35,274.51
5440 · Misc Costs	69.38	0.00
5450 · Fundraising Costs	99.00	0.00
5480 · Media Comp Costs	265.32	243.65
5500 · Members Costs	49,013.21	48,916.09
5700 · Preworkshop Costs	10,940.69	6,125.77
5750 · Workshop Costs	115,371.58	186,109.66
5800 · Sale Items - Costs	10,686.20	26,483.71
5810 · Publishing Cost of Goods	14,041.53	29.95
5850 · Scholarship Costs	35,659.45	41,335.19
5900 · Special Events Costs	216.10	7,351.00
Total COGS	254,810.40	358,963.84
Gross Profit	1,042,337.20	968,556.50
Expense		
6100 · Accounting Fees	16,000.00	12,500.00
6110 · Legal Fees	0.00	15,104.05
6150 · Advertising & Promotions	1,139.79	1,489.97
6200 · Discounts/Credits		
6220 · Workshop Discounted Fee	3,450.00	0.00
6210 · Advertising Discount	292.85	709.25
6201 · Discount (combined)	957.35	3,600.25
6204 · promo (gift cert & others)	294.00	225.00
Total 6200 · Discounts/Credits	4,994.20	4,534.50
6250 · Bad Checks, Bad Debts	227.00	1,735.51
6300 · Bank Service Charges	3,064.64	2,490.44
6350 · Committees Expense	1,745.33	11,347.46
6400 · Comps and Gifts	575.39	225.00
6500 · Contract Services	46,558.96	32,232.98
6550 · Credit Card Fees	24,647.82	29,019.68
6555 · Depreciation Expense	34,756.64	30,419.94
6580 · Dues & Subscriptions	2,683.83	420.00
6650 · Empl. Benes. Health Insurance	77,921.20	75,172.90
6660 · Empl. Benes. Life Insurance	3,934.19	0.00
6670 · Empl. Benes. Prof. Dev.	4,610.08	6,936.57
6680 · Empl. Benes. Retirement	32,624.13	37,482.32
6690 · Empl. Benes. Work. Comp.	1,446.00	1,295.00
6700 · Insurance, Liability	8,209.84	8,904.00
6750 · Interest Expense		
6755 · Interest to Regions/Sections	0.00	159.82
6750 · Interest Expense - Other	21,504.48	24,562.27
Total 6750 · Interest Expense	21,504.48	24,722.09
6850 · Licenses and Permits	2,216.16	280.00
6900 · Miscellaneous	-10.01	448.58
7100 · Postage and Delivery	20,308.17	30,085.32
7200 · Printing and Duplication	5,752.23	20,805.07
7350 · Rental - Equipment	2,672.25	0.00
7380 · Rental or Lease Facilities	4,406.55	3,408.00
7400 · Repairs and Maintenance	8,948.87	7,371.47
7500 · Salaries & Wages	385,338.37	402,316.45
7650 · Supplies, Office	5,929.48	9,482.74
7670 · Supplies, Bldg	2,045.48	2,060.60
7680 · Supplies, Operating	744.91	1,088.91

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Profit & Loss Current/Previous Year
January through December 2013

	<u>Jan - Dec 13</u>	<u>Jan - Dec 12</u>
6560 · Payroll Expenses FICA	27,970.93	31,252.55
7730 · Tax, Sales	581.46	752.87
7740 · Tax, SUTA - Unemploy.	6,381.63	4,026.89
7750 · Telephone	17,124.91	14,365.37
7760 · Tax, Property	30,766.44	26,661.32
7850 · Travel, Board		
7855 · Exec Director search	38,795.92	11,500.00
7850 · Travel, Board - Other	46,418.32	29,506.52
Total 7850 · Travel, Board	85,214.24	41,006.52
7880 · Travel, Staff	26,706.84	32,692.52
7950 · Utilities	9,540.99	9,245.21
7970 · RMBO Triple Net G&A/Utility	-16,922.39	-16,784.20
Total Expense	912,361.03	916,598.60
Net Ordinary Income	129,976.17	51,957.90
Net Income	<u>129,976.17</u>	<u>51,957.90</u>

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

	Jan - Dec 13	Jan - Dec 12
Ordinary Income/Expense		
Income		
4130 · Certification Income		
4131 · Certification Fees	12,565.00	11,625.00
4132 · Recertification Fees	18,475.00	19,600.00
4133 · Training Fees (Certification)	102,075.00	99,625.00
4130 · Certification Income - Other	194,925.00	204,130.00
Total 4130 · Certification Income	328,040.00	334,980.00
4600 · Miscellaneous Income	0.00	0.00
4670 · Interest Income	0.00	42.80
4760 · Shipping & Handling	4,519.18	3,665.35
4800 · Sale of Items	5,811.00	5,945.00
4801 · Personal Interpretation	0.00	-60.00
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	19.00
4850 · Scholarship Income	35.00	0.00
Total Income	338,405.18	344,592.15
Cost of Goods Sold		
5130 · Certification Costs	4,175.83	0.00
5500 · Members Costs	3,590.00	1,640.00
5750 · Workshop Costs	4,282.02	11,730.47
5850 · Scholarship Costs	250.00	0.00
Total COGS	12,297.85	13,370.47
Gross Profit	326,107.33	331,221.68
Expense		
6200 · Discounts/Credits		
6220 · Workshop Discounted Fee	3,225.00	0.00
6201 · Discount (combined)	152.35	1,817.50
6204 · promo (gift cert & others)	225.00	0.00
Total 6200 · Discounts/Credits	3,602.35	1,817.50
6500 · Contract Services	10,562.50	2,500.00
6670 · Empl. Benes. Prof. Dev.	1,494.40	0.00
7100 · Postage and Delivery	5,026.82	5,517.60
7200 · Printing and Duplication	1,189.72	11,995.54
7350 · Rental - Equipment	554.75	0.00
7380 · Rental or Lease Facilities	332.85	0.00
7650 · Supplies, Office	2,672.92	1,524.20
7680 · Supplies, Operating	258.76	836.72
7750 · Telephone	573.70	470.75
7880 · Travel, Staff	13,629.62	19,365.81
Total Expense	39,898.39	44,028.12
Net Ordinary Income	286,208.94	287,193.56
Net Income	286,208.94	287,193.56

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Accrual Basis

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

	<u>Jan - Dec 13</u>	<u>Jan - Dec 12</u>
Ordinary Income/Expense		
Income		
4300 · Fundraising		
4301 · LTF (and all restricted)	150.00	0.00
4302 · Enos Mills (unrestricted)	82,513.00	5,107.00
Total 4300 · Fundraising	<u>82,663.00</u>	<u>5,107.00</u>
Total Income	<u>82,663.00</u>	<u>5,107.00</u>
Gross Profit	82,663.00	5,107.00
Expense		
6900 · Miscellaneous	41.60	0.00
Total Expense	<u>41.60</u>	<u>0.00</u>
Net Ordinary Income	<u>82,621.40</u>	<u>5,107.00</u>
Net Income	<u><u>82,621.40</u></u>	<u><u>5,107.00</u></u>

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Accrual Basis

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

	<u>Jan - Dec 13</u>	<u>Jan - Dec 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>

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

	<u>Jan - Dec 13</u>	<u>Jan - Dec 12</u>
Ordinary Income/Expense		
Income		
4760 · Shipping & Handling	0.00	283.52
4800 · Sale of Items	0.00	0.00
4801 · Personal Interpretation	12,844.67	11,221.01
4802 · Interpretive Planning	2,233.46	4,692.81
4803 · Nature Center Book	3,209.80	625.25
4804 · Mgt of Interp Site	364.04	901.20
4805 · History of Heritage Interpreta	117.26	270.80
4806 · Interp Writing	5,090.95	3,403.42
4807 · Intr Jnl	789.00	329.00
4808 · Applied Interp	2,595.62	2,417.20
4809 · Design	4,451.94	2,367.16
4810 · Louv DVD	69.39	15.00
4812 · Wheeler DVD	15.00	0.00
4815 · Map (ebook)	180.22	338.20
4816 · Ham DVD	95.05	0.00
4817 · Perspectives (ebook)	962.32	208.58
4819 · Solutions (ebook)	366.04	666.82
4821 · Preschool (ebook)	661.64	1,167.84
4822 · Meaningful Interpretation	3,037.99	4,142.20
4823 · Jarvis DVD	0.00	30.00
4825 · Pregracke DVD	0.00	15.00
4899 · IP library collection	207.00	0.00
Total Income	<u>37,291.39</u>	<u>33,095.01</u>
Cost of Goods Sold		
5120 · Author's Royalties	4,865.14	5,120.91
5800 · Sale Items - Costs	0.00	446.89
5810 · Publishing Cost of Goods	440.44	29.95
Total COGS	<u>5,305.58</u>	<u>5,597.75</u>
Gross Profit	31,985.81	27,497.26
Expense		
6500 · Contract Services	500.00	0.00
7100 · Postage and Delivery	0.00	102.84
7380 · Rental or Lease Facilities	2,224.63	2,745.31
Total Expense	<u>2,724.63</u>	<u>2,848.15</u>
Net Ordinary Income	<u>29,261.18</u>	<u>24,649.11</u>
Net Income	<u><u>29,261.18</u></u>	<u><u>24,649.11</u></u>

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January through December 2013

	Jan - Dec 13	Jan - Dec 12
Ordinary Income/Expense		
Income		
4050 · Ads Income		
4655 · Labels/Mailing Lists	1,086.12	661.32
4657 · Jobs Web Income	2,500.00	1,325.00
4050 · Ads Income - Other	47,111.16	47,756.14
Total 4050 · Ads Income	50,697.28	49,742.46
4140 · Consulting	1,750.00	1,750.00
4300 · Fundraising		
4302 · Enos Mills (unrestricted)	2.00	0.00
4300 · Fundraising - Other	400.00	0.00
Total 4300 · Fundraising	402.00	0.00
4310 · In-Kind Goods/Services Revenue	248.15	933.37
4400 · Investment Income		
4405 · Interest to Regions/Sections	-87.31	-168.48
4400 · Investment Income - Other	0.00	234.00
Total 4400 · Investment Income	-87.31	65.52
4440 · Lease Income	29,742.50	29,800.00
4500 · Membership Dues	275,825.61	280,623.66
4501 · Membership Dues - Lifetime	11,950.63	11,843.14
4505 · Nonmember Registration	1,215.00	955.00
4600 · Miscellaneous Income	976.43	529.50
4650 · Publication Income	6,494.74	6,332.17
4660 · Re-stocking fee	33.75	109.20
4670 · Interest Income	533.52	523.23
4760 · Shipping & Handling	7,410.39	4,585.24
4800 · Sale of Items	38,453.15	24,560.50
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	994.79	1,343.00
4850 · Scholarship Income	83.00	0.00
4899 · IP library collection	0.00	0.00
Total Income	426,723.63	413,695.99
Cost of Goods Sold		
5130 · Certification Costs	107.10	0.00
5440 · Misc Costs	69.38	0.00
5450 · Fundraising Costs	99.00	0.00
5500 · Members Costs	42,380.16	44,162.22
5800 · Sale Items - Costs	9,887.70	26,036.82
5810 · Publishing Cost of Goods	13,601.09	0.00
Total COGS	66,144.43	70,199.04
Gross Profit	360,579.20	343,496.95
Expense		
6100 · Accounting Fees	16,000.00	12,500.00
6110 · Legal Fees	0.00	15,104.05
6150 · Advertising & Promotions	290.00	0.00
6200 · Discounts/Credits		
6210 · Advertising Discount	292.85	709.25
6201 · Discount (combined)	805.00	1,782.75
6204 · promo (gift cert & others)	69.00	0.00
Total 6200 · Discounts/Credits	1,166.85	2,492.00

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	Jan - Dec 13	Jan - Dec 12
6250 · Bad Checks, Bad Debts	227.00	1,735.51
6300 · Bank Service Charges	3,057.14	2,490.44
6350 · Committees Expense	790.00	4,761.30
6400 · Comps and Gifts	500.00	0.00
6500 · Contract Services	25,593.09	23,172.27
6550 · Credit Card Fees	8,297.45	13,115.26
6555 · Depreciation Expense	34,756.64	30,419.94
6580 · Dues & Subscriptions	2,683.83	420.00
6650 · Empl. Benes. Health Insurance	77,921.20	75,172.90
6660 · Empl. Benes. Life Insurance	3,934.19	0.00
6670 · Empl. Benes. Prof. Dev.	3,115.68	6,736.80
6680 · Empl. Benes. Retirement	32,624.13	37,482.32
6690 · Empl. Benes. Work. Comp.	1,446.00	1,295.00
6700 · Insurance, Liability	8,209.84	8,904.00
6750 · Interest Expense		
7555 · Interest to Reglons/Sections	0.00	159.82
7570 · Interest Expense - Other	21,504.48	24,562.27
Total 6750 · Interest Expense	21,504.48	24,722.09
6850 · Licenses and Permits	2,036.16	280.00
6900 · Miscellaneous	-126.61	448.58
7100 · Postage and Delivery	14,982.19	21,093.85
7200 · Printing and Duplication	3,362.29	3,740.15
7350 · Rental - Equipment	1,562.75	0.00
7380 · Rental or Lease Facilities	332.85	0.00
7400 · Repairs and Maintenance	8,948.87	7,320.07
7500 · Salaries & Wages	385,338.37	402,316.45
7650 · Supplies, Office	2,686.31	7,655.30
7670 · Supplies, Bldg	2,045.48	2,060.60
7680 · Supplies, Operating	486.15	202.04
6560 · Payroll Expenses FICA	27,970.93	31,252.55
7730 · Tax, Sales	581.46	627.87
7740 · Tax, SUTA - Unemploy.	6,381.63	4,026.89
7750 · Telephone	11,709.52	10,350.23
7760 · Tax, Property	30,766.44	26,661.32
7850 · Travel, Board		
7855 · Exec Director search	38,795.92	11,500.00
7850 · Travel, Board - Other	34,463.64	11,512.55
Total 7850 · Travel, Board	73,259.56	23,012.55
7880 · Travel, Staff	1,164.13	1,597.00
7950 · Utilities	9,540.99	9,245.21
7970 · RMBO Triple Net G&A/Utility	-15,975.00	-16,784.20
Total Expense	809,171.99	795,630.34
Net Ordinary Income	-448,592.79	-452,133.39
Net Income	-448,592.79	-452,133.39

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

	Jan - Dec 13	Jan - Dec 12
Ordinary Income/Expense		
Income		
4146 · Webinar Income	1,715.00	-417.00
4150 · Exhibits Income	25,075.00	27,400.00
4200 · Field Trips Income	0.00	18,420.00
4300 · Fundraising	12,700.00	12,550.00
4450 · Media Awards Income	4,470.00	6,390.00
4630 · Pre/Post Workshop Income	20,460.00	8,971.61
4750 · Registrations	195,432.00	219,165.00
4900 · Special Events Income	3,865.00	9,230.00
Total Income	263,717.00	301,709.61
Cost of Goods Sold		
5150 · Exhibits Costs	2,839.56	1,673.40
5200 · Field Trip Costs	0.00	14,957.52
5480 · Media Comp Costs	265.32	243.65
5500 · Members Costs	0.00	223.75
5700 · Preworkshop Costs	10,365.68	2,544.00
5750 · Workshop Costs	41,176.52	44,639.09
5900 · Special Events Costs	216.10	7,351.00
Total COGS	54,863.18	71,632.41
Gross Profit	208,853.82	230,077.20
Expense		
6200 · Discounts/Credits		
6204 · promo (gift cert & others)	0.00	225.00
Total 6200 · Discounts/Credits	0.00	225.00
6350 · Committees Expense	0.00	389.00
6400 · Comps and Gifts	75.39	125.00
6500 · Contract Services	4,300.00	1,000.00
6550 · Credit Card Fees	11,625.23	10,441.25
6850 · Licenses and Permits	180.00	0.00
7100 · Postage and Delivery	63.31	2,888.29
7200 · Printing and Duplication	1,095.64	4,824.46
7350 · Rental - Equipment	554.75	0.00
7380 · Rental or Lease Facilities	1,516.22	662.69
7400 · Repairs and Maintenance	0.00	51.40
7650 · Supplies, Office	310.49	296.31
7680 · Supplies, Operating	0.00	50.15
7730 · Tax, Sales	0.00	0.00
7750 · Telephone	100.98	101.38
7850 · Travel, Board	3,488.25	0.00
7880 · Travel, Staff	7,449.97	6,780.40
Total Expense	30,760.23	27,835.33
Net Ordinary Income	178,093.59	202,241.87
Net Income	178,093.59	202,241.87

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Accrual Basis

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

	Jan - Dec 13	Jan - Dec 12
Ordinary Income/Expense		
Income		
4146 · Webinar Income	0.00	312.00
4150 · Exhibits Income	600.00	225.00
4200 · Field Trips Income	7,473.00	7,233.00
4300 · Fundraising	10,344.00	1,470.00
4400 · Investment Income		
4405 · Interest to Regions/Sections	87.31	328.30
Total 4400 · Investment Income	87.31	328.30
4510 · AMI Membership Dues	725.00	895.00
4630 · Pre/Post Workshop Income	0.00	5,103.39
4650 · Publication Income	847.75	3,166.50
4750 · Registrations	81,947.00	107,760.00
4850 · Scholarship Income	15,842.34	15,096.16
Total Income	117,866.40	141,589.35
Cost of Goods Sold		
5150 · Exhibits Costs	600.00	300.00
5200 · Field Trip Costs	5,777.60	5,372.59
5500 · Members Costs	3,043.05	2,890.12
5700 · Preworkshop Costs	575.01	3,581.77
5750 · Workshop Costs	69,223.04	98,250.53
5800 · Sale Items - Costs	638.50	0.00
5850 · Scholarship Costs	26,624.45	29,532.52
Total COGS	106,481.65	139,927.53
Gross Profit	11,384.75	1,661.82
Expense		
6150 · Advertising & Promotions	849.79	1,489.97
6300 · Bank Service Charges	7.50	0.00
6350 · Committees Expense	955.33	6,197.16
6400 · Comps and Gifts	0.00	100.00
6500 · Contract Services	4,649.40	2,776.50
6550 · Credit Card Fees	4,725.14	4,396.62
6900 · Miscellaneous	75.00	0.00
7100 · Postage and Delivery	325.90	482.74
7200 · Printing and Duplication	115.83	244.92
7650 · Supplies, Office	259.76	6.93
7730 · Tax, Sales	0.00	125.00
7750 · Telephone	2,831.00	1,539.57
7850 · Travel, Board	5,420.52	17,993.97
Total Expense	20,215.17	35,353.38
Net Ordinary Income	-8,830.42	-33,691.56
Net Income	-8,830.42	-33,691.56

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Accrual Basis

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

	<u>Jan - Dec 13</u>	<u>Jan - Dec 12</u>
Ordinary Income/Expense		
Income		
4850 · Scholarship Income	10,085.00	11,456.23
Total Income	<u>10,085.00</u>	<u>11,456.23</u>
Cost of Goods Sold		
5850 · Scholarship Costs	8,785.00	11,802.67
Total COGS	<u>8,785.00</u>	<u>11,802.67</u>
Gross Profit	<u>1,300.00</u>	<u>-346.44</u>
Net Ordinary Income	<u>1,300.00</u>	<u>-346.44</u>
Net Income	<u><u>1,300.00</u></u>	<u><u>-346.44</u></u>

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

	<u>Jan - Dec 13</u>	<u>Jan - Dec 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	5,340.00	8,235.00
4809 · Design	0.00	0.00
Total Income	<u>15,340.00</u>	<u>12,235.00</u>
Cost of Goods Sold		
5930 · Training Costs	82.71	0.00
5750 · Workshop Costs	690.00	0.00
5800 · Sale Items - Costs	160.00	0.00
Total COGS	<u>932.71</u>	<u>0.00</u>
Gross Profit	14,407.29	12,235.00
Expense		
6200 · Discounts/Credits		
6220 · Workshop Discounted Fee	225.00	0.00
Total 6200 · Discounts/Credits	225.00	0.00
6500 · Contract Services	953.97	1,784.21
6670 · Empl. Benes. Prof. Dev.	0.00	199.77
7750 · Telephone	1,909.71	1,903.44
7880 · Travel, Staff	2,007.28	474.39
Total Expense	<u>5,095.96</u>	<u>4,361.81</u>
Net Ordinary Income	<u>9,311.33</u>	<u>7,873.19</u>
Net Income	<u><u>9,311.33</u></u>	<u><u>7,873.19</u></u>