

INCOME	Mar31,2013	Mar31,2012	2013 Budget	%2013Budg.	2012 Actual	2011 Actual	2010 Actual	2009Actual	2008 Actual
Ads Income	8,449	11,225	45,000	19%	48,417	54,550	55,125	62,400	88,990
Certification Income	130,585	111,310	275,000	47%	344,652	279,033	275,307	304,180	259,159
Consult/speaking	0	0	2,000		1,750	5,378	21,529	14,565	8,835
Fundraising unrestricted	525	2,400	5,000	11%	5,107	107,519	4,745	23,457	9,761
Fundraising restricted	0	0			0	3,500		125	4,000
Grants/Inkind inventory gift	0	139	\$ 4,500		139	1,399	12,141	\$0	3,600
InterpPress	13,063	6,427	36,000	36%	33,095	49,180	35,297	42,807	43,201
Interest/Investments Income	290	239	1,000		589	915	16,902	33,019	-52,577
Jobs in Interpretation	575	625	1,500	38%	1,325	1,900	2,650	1,425	3,775
Leases	16,538	12,344	49,950	33%	42,478	44,713	35,484	49,965	56,917
Membership Dues	74,789	71,595	300,000	25%	293,445	302,587	305,816	328,622	325,092
Miscellaneous Income	72	-45	1,000	7%	530	1,322	4,790	772	998
Other - Wkshp Civ.Tour.2010							19,725	N/A	
Publication Income	1,313	1,359	5,000	26%	6,332	4,759	4,990	4,633	7,335
Sales Items	18,638	6,841	30,000	62%	30,598	39,823	44,119	60,339	70,244
Scholarship Income	0	75	6,000	0%	11,456	10,313	12,724	13,185	15,469
Training	1,935	3,000	10,000	19%	12,235	16,806	14,425	N/A	
Conference International	0	0	0	#DIV/0!	64,040	36,471	65,533	42,378	75,640
Workshop National	170	60	350,000	0%	301,730	383,087	463,373	356,496	602,624
GROSS INCOME	266,941	227,595	1,121,950	24%	1,197,917	1,343,256	1,394,674	1,338,368	1,523,063
COST OF SALES	Mar31,2013	Mar31,2012	2013 Budget	%2013Budg.	2012 Actual	2011 Actual	2010 Actual	2009Actual	2008 Actual
CoS Certification	24,421	13,813	75,000	33%	57,399	50,173	70,518	57,812	73,702
CoS Fundraising	0	0	500	0%	0	\$ 302	949		64
CoS Grants	0	0			0				0
CoS InterpPress	1,649	2,457	12,000	14%	8,446	16,422	8,740	8,274	38,428
CoS Members	7,503	8,537	46,000	16%	44,162	43,455	76,381	87,827	122,553
CoS Other Wkshp Civ.Tour.							15,458		
CoG Sales Items	262	7,799	20,000	1%	26,037	16,014	28,339	39,324	58,462
CoS Scholarships	75	435	6,000	1%	11,803	16,425	15,193	20,475	27,304
CoS Int'l Conference	0	2,839	4,000	0%	52,825	32,139	62,308	45,065	58,636
CoS National Workshop	2,418	1,394	125,000	2%	99,468	177,550	175,571	183,601	323,573
CoS Training/speaking	1,239	494	2,500	50%	4,362	3,847	%	442,378	
Total Cost of Sales	37,568	37,767	291,000	13%	304,501	356,327	453,458	442,378	702,722
NET INCOME	229,373	189,828	830,950	28%	893,417	986,929	941,216	895,990	820,341
EXPENSES	Mar31,2013	Mar31,2012	2013 Budget	%2013Budg.	2012 Actual	2011 Actual	2010 Actual	2009Actual	2008 Actual
Accounting & Legal Fees	0	0	16,000	0%	27,604	14,665	12,255	14,025	17,029
Advertising & Promotion			0		0	129	0	1,725	879
Bad Checks	0	0	500	0%	83	692	132	553	561
Bank Charges	613	626	3,400	18%	2,490	3,094	3,084	2,915	3,470
Committees	0	-867	3,000	0%	4,761	6,256	2,893	4,206	4,048
Contract Services	24,170	8,904	45,000	54%	34,672	12,225	7,937	1,306	25,534
Credit Card Fees	541	3,407	12,500	4%	13,115	7,091	8,044	14,569	28,356
Depreciation	9,282	8,059	45,000	21%	30,467	37,211	39,335		
Discounts/Credits	633	1,252	3,200	20%	2,492	3,678	1,908	1,886	4,027
Dues, Subsc & Library		95	1,000	43%	420	1,530	9	990	1,891
Empl. Benes. Health Ins.	18,510	19,711	80,000	23%	75,173	75,507	75,180	78,765	68,689
Insurance, Liability	2,226	2,226	9,500	23%	8,904	8,659	9,957	8,421	8,013
Empl. Benes. Prof. Dev.	766	385	4,000	19%	6,737	2,518	1,976	2,595	11,899
Empl. Benes. Retirement	7,562	10,680	37,145	20%	37,482	43,126	46,873	46,362	39,950
Empl. Benes. Work. Comp	463	0	1,000	46%	1,295	1,534	1,320	2,461	2,585
Interest Expense	6,220	5,858	25,000	25%	24,722	27,476	32,309	37,510	38,553
Licenses & Fees	-52	135	500	-10%	280	76	226	444	-29
Misc Exp	116	380	1,000	12%	449	946	899	632	1,387
Postage	7,174	6,248	23,000	31%	21,094	24,513	18,975	22,974	23,460
Printing/Duplication	966	761	5,500	18%	3,740	5,736	5,472	5,425	8,976
Repairs & Maint	1,293	1,792	6,500	20%	7,320	8,220	8,293	9,019	7,631
Salaries & Wages	86,641	117,363	384,895	23%	402,316	465,925	502,489	492,484	524,973
Supplies, Office	1,904	2,122	6,000	32%	7,655	6,092	6,449	4,438	5,865
Supplies, Operating	271	116	1,900	14%	2,263	2,507	2,654	2,715	3,563
Taxes - FICA	6,391	9,086	29,444	22%	31,253	34,092	37,569	37,811	39,483
Taxes - Sales/Property	8,093	3,622	27,500	29%	26,750	26,697	28,035	26,467	30,298
Taxes - SUT	308	78	6,000	5%	4,027	3,244	1,087	873	1,400
Telecommunications	4,395	3,184	11,000	40%	10,350	10,874	1,264	11,716	11,556
Travel & Board Expense	4,812	2,723	22,000	22%	10,718	6,272	10,258	5,774	13,212
Travel & Staff Expense	953	582	1,500	64%	1,597	4,644	11,612	7,649	19,897
Utilities	2,427	2,260	9,000	27%	9,245	8,599	8,732	7,475	8,849
TOTAL EXPENSE	197,106	210,789	821,984	24%	809,475	853,828	887,226	854,185	956,005
Nat'l Office PROFIT	32,267	-20,961	8,966	Unreal.gain	83,942	652	53,990	41,806	-135,663
Regions/Sections	21,238	19,063		NAT.Off.PROFIT	-33,692	133,752			
Unrealized gain(loss) investments	0	\$ -		Reg./Sect.	0	-20388			
NET PROFIT/LOSS	53,505	-1,898		NET PROFIT	50,250	113,364			
Line of Credit Balance	-120,000	-110000		Unaudited (w	-205,000				
Savings Account Balance	80,634	\$ -			80,634				
16.67% Amount of Year Elapsed									
Deferred Revenue	2013 Def.	2014 Def.	2015+def.	Totals	2012Def.	2013 Def.	2014+ def.	Totals	
Membership	125,723	5,045		130,768	127,386		6,617	134,003	
Life Members	8,907	11,833	126,404	147,144	8,432	11,201	126,012	145,645	
Ad Sales	26,280	2,187		28,468	34,171	5,137		39,308	
Int'l Cnfcce	0			0	50,130			50,130	
Certification	63,365			63,365	54,145			54,145	
Nat'l Wkshp	4,600			4,600	7,350			7,350	
Publications	4,207	210		4,418	3,788	274		4,062	
Webinars/othr	520			520	545			545	
Reg./Sect.	27,106			27,106	39,400			39,400	
TOTALS	260,708	19,276	126,404	406,388	325,347		23,229	126,012	474,588

NAI
Balance Sheet
 As of March 31, 2013

	<u>Mar 31, 13</u>
ASSETS	
Current Assets	
Checking/Savings	
1100 · NAI Checking	-24,732.41
1110 · Payroll	392.00
1120 · NIW Checking	44,908.74
1130 · CSU - Deposits	1,267.35
1165 · WF Business Savings Nov 2011	80,671.14
Total Checking/Savings	<u>102,506.82</u>
Accounts Receivable	
1200 · Accounts Receivable	
1205 · Allowance for Doubtful Accounts	-7,500.00
1200 · Accounts Receivable - Other	161,911.52
Total 1200 · Accounts Receivable	<u>154,411.52</u>
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	<u>6,281.03</u>
Total Accounts Receivable	<u>160,692.55</u>
Other Current Assets	
1650 · Prepaid Expense - Other	-114.00
1300 · Advances	4,753.00
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	<u>-502.67</u>
Total Other Current Assets	<u>243,191.25</u>
Total Current Assets	<u>506,390.62</u>
Fixed Assets	
1400 · Fixed Assets	
1431 · 230 Cherry St	1,100,844.64
1450 · Computers, Equipment	
1451 · iMIS	61,224.60
1450 · Computers, Equipment - Other	82,703.04
Total 1450 · Computers, Equipment	<u>143,927.64</u>
1480 · Furniture, Fixtures Etc.	51,339.35
1490 · Leasehold Improvements	8,609.11
Total 1400 · Fixed Assets	<u>1,304,720.74</u>
1500 · Accumulated Depreciation	
1585 · Accum. Depr. - Leasehold Improv	-3,992.43
1545 · Accum. Depr. - Building	-215,362.27
1550 · Accum. Depr. Comp/Equip.	-82,011.93
1580 · Accum. Depr., Furn/Fix.	-51,270.95
Total 1500 · Accumulated Depreciation	<u>-352,637.58</u>
Total Fixed Assets	<u>952,083.16</u>
Other Assets	
1600 · Prepaid Insurance	14,012.54
Total Other Assets	<u>14,012.54</u>
TOTAL ASSETS	<u><u>1,472,486.32</u></u>

NAI
Balance Sheet
 As of March 31, 2013

	Mar 31, 13
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	41,162.68
Total Accounts Payable	41,162.68
Other Current Liabilities	
2010 · Prepaid lodging	7,940.00
2005 · Other A/P	6,361.31
2050 · Lease Deposits	1,000.00
2101 · Flexible Spending	
2101-07 · Paul Caputo	969.15
Total 2101 · Flexible Spending	969.15
2115 · Deferred Revenue	
2115-02 · Deferred Revenue - Memberships	130,767.96
2115-92 · Def Rev - Lifetime Memberships	147,143.55
2115-03 · Deferred Revenue - Ads Income	28,467.61
2115-05 · Deferred Revenue - Cert	14,150.00
2115-60 · Def Rev-Certification Materials	51,215.00
2115-07 · Deferred Revenue - Exhibits	2,600.00
2115-12 · Deferred Revenue - Publications	4,417.75
2115-13 · Deferred Revenue-Fundraising	2,000.00
2115-15 · Deferred Revenue - NW webinars	2,565.00
2115-20 · Def Revenue - non-cert classes	450.00
2115-40 · Deferred Revenue - Webinars	70.00
2115-56 · Def Rev - Reg/Sec Registration	26,868.00
2115-58 · Def Rev - Reg/Sec Field Trips	238.00
Total 2115 · Deferred Revenue	410,952.87
2120 · FICA Payable	1,691.93
2140 · FWT Payable	1,361.64
2180 · CO Unemployment	46.70
2182 · Accrued Vacation	27,228.18
2160 · COWT Payable	1,932.00
2200 · Sales Tax Payable	7.69
2202 · Property Tax Payable	3,586.50
2401 · Line of Credit, Wells Fargo	120,000.00
2403 · Mortgage, Wells Fargo	347,773.31
Total Other Current Liabilities	930,851.28
Total Current Liabilities	972,013.96
Total Liabilities	972,013.96
Equity	
3901 · *Retained Earnings	447,262.05
Net Income	53,210.31
Total Equity	500,472.36
TOTAL LIABILITIES & EQUITY	1,472,486.32

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 Accrual Basis

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

	Jan - Mar 13	Jan - Mar 12
5200 · Field Trip Costs	4,051.21	4,010.00
5480 · Media Comp Cost of Goods	115.74	0.00
5500 · Members Cost of Goods	18,110.03	18,086.16
5750 · Workshop Cost of Goods	24,012.45	62,607.65
5800 · Sale Items	1,311.46	7,798.95
5850 · Scholarship Cost of Goods	7,033.76	10,513.52
Total COGS	55,352.75	104,620.93
Gross Profit	276,225.05	233,133.83
Expense		
6150 · Advertising & Promotions	0.00	522.00
6200 · Discounts/Credits		
6220 · Cert Workshop Discounted Fee	2,225.00	0.00
6210 · Advertising Discount	145.70	390.25
6201 · Discount (combined)	522.00	1,486.50
Total 6200 · Discounts/Credits	2,892.70	1,876.75
6300 · Bank Service Charges	620.59	626.24
6350 · Committees Expense	466.83	150.00
6400 · Comps and Gifts	0.00	100.00
6500 · Contract Services	33,682.36	9,705.65
6550 · Credit Card Fees	4,750.25	7,521.50
6555 · Depreciation Expense	9,281.59	8,059.11
6580 · Dues & Subscriptions	429.00	95.00
6650 · Empl. Benes. Health Insurance	18,509.53	19,710.79
6670 · Empl. Benes. Prof. Dev.	921.26	385.35
6680 · Empl. Benes. Retirement	7,562.28	10,679.85
6690 · Empl. Benes. Work. Comp.	463.00	0.00
6700 · Insurance, Liability	2,226.00	2,226.00
6750 · Interest Expense		
6755 · Interest to Regions/Sections	0.00	159.82
6750 · Interest Expense - Other	6,220.11	5,698.37
Total 6750 · Interest Expense	6,220.11	5,858.19
6850 · Licenses and Permits	37.92	135.00
6900 · Miscellaneous	145.97	380.00
7100 · Postage and Delivery	9,661.43	7,672.95
7200 · Printing and Duplication	1,840.16	2,917.48
7380 · Rental or Lease Facilities	852.00	852.00
7400 · Repairs and Maintenance	1,293.02	1,792.02
7500 · Salaries & Wages	86,641.00	117,362.57
7650 · Supplies, Office	2,709.23	2,377.18
7670 · Supplies, Bldg	453.67	466.88
7680 · Supplies, Operating	271.38	780.89
6560 · Payroll Expenses FICA	6,391.45	9,085.71
7730 · Tax, Sales	401.86	296.37
7740 · Tax, SUTA - Unemploy.	307.66	78.19
7750 · Telephone	5,755.90	3,710.01
7760 · Tax, Property	7,691.61	3,325.65
7850 · Travel, Board	6,370.21	7,393.38
7880 · Travel, Staff	8,423.13	13,773.89
7950 · Utilities	2,426.53	2,260.19
7970 · RMBO Triple Net G&A/Utility	-6,684.89	0.00
Total Expense	223,014.74	242,176.79
Net Ordinary Income	53,210.31	-9,042.96
Net Income	53,210.31	-9,042.96

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

	Jan - Mar 13	Jan - Mar 12
Ordinary Income/Expense		
Income		
4050 · Ads Income		
4655 · Labels/Mailing Lists	325.32	0.00
4657 · Jobs Web Income	575.00	625.00
4050 · Ads Income - Other	8,123.57	11,224.94
Total 4050 · Ads Income	9,023.89	11,849.94
4130 · Certification Income		
4131 · Certification Fees	5,600.00	3,135.00
4132 · Recertification Fees	5,100.00	5,670.00
4133 · Training Fees (Certification)	61,075.00	44,300.00
4130 · Certification Income - Other	53,620.00	58,205.00
Total 4130 · Certification Income	125,395.00	111,310.00
4140 · Consulting	5,056.00	3,000.00
4146 · Webinar Income	1,935.00	0.00
4150 · Exhibits Income	200.00	225.00
4200 · Field Trips Income	7,125.00	6,298.00
4300 · Fundraising		
4302 · Enos Mills (unrestricted)	545.00	2,400.00
4300 · Fundraising - Other	7,655.00	400.00
Total 4300 · Fundraising	8,200.00	2,800.00
4310 · In-Kind Goods/Services Revenue	0.00	138.75
4400 · Investment Income		
4405 · Interest to Regions/Sections	0.00	159.82
Total 4400 · Investment Income	0.00	159.82
4440 · Lease Income	10,800.00	12,343.75
4450 · Media Awards Income	170.00	60.00
4500 · Membership Dues	71,630.19	68,784.44
4501 · Membership Dues - Lifetime	2,968.90	2,810.78
4505 · Nonmember Registration	190.00	0.00
4510 · AMI Membership Dues	110.00	230.00
4600 · Miscellaneous Income	72.21	-44.62
4650 · Publication Income	1,595.90	1,359.13
4660 · Re-stocking fee	0.00	92.70
4670 · Interest Income	289.62	239.27
4750 · Registrations	42,400.50	91,283.00
4760 · Shipping & Handling	4,819.53	2,492.88
4800 · Sale of Items	18,922.00	5,753.50
4801 · Personal Interpretation	4,492.65	1,434.17
4802 · Interpretive Planning	561.05	1,442.74
4803 · Nature Center Book	912.20	132.30
4804 · Mgt of Interp Site	205.05	268.25
4805 · History of Heritage Interpreta	27.00	37.00
4806 · Interp Writing	1,345.80	790.80
4807 · Intr Jnl	288.00	64.00
4808 · Applied Interp	687.20	235.80
4809 · Design	1,868.45	616.69
4810 · Louv DVD	15.00	0.00
4815 · Map (ebook)	32.86	81.78
4816 · Ham DVD	30.00	0.00
4817 · Perspectives (ebook)	850.92	52.15
4819 · Solutions (ebook)	131.48	105.94
4821 · Preschool (ebook)	133.23	344.80
4822 · Meaningful Interpretation	435.60	738.00
4823 · Jarvis DVD	0.00	30.00
4820 · Your True Nature	86.00	182.00
4850 · Scholarship Income	7,524.57	10,012.00
4899 · IP library collection	1,047.00	0.00
Total Income	331,577.80	337,754.76
Cost of Goods Sold		
5120 · Author's Royalties	718.10	1,604.65

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 Accrual Basis

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

	Jan - Mar 13	Jan - Mar 12
Ordinary Income/Expense		
Income		
4130 · Certification Income		
4131 · Certification Fees	5,600.00	3,135.00
4132 · Recertification Fees	5,100.00	5,670.00
4133 · Training Fees (Certification)	61,075.00	44,300.00
4130 · Certification Income - Other	53,620.00	58,205.00
Total 4130 · Certification Income	125,395.00	111,310.00
4760 · Shipping & Handling	1,688.99	800.63
4800 · Sale of Items	3,501.00	791.00
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
4820 · Your True Nature	0.00	35.00
Total Income	130,584.99	112,936.63
Cost of Goods Sold		
5500 · Members Cost of Goods	1,890.00	0.00
5750 · Workshop Cost of Goods	304.85	230.66
Total COGS	2,194.85	230.66
Gross Profit	128,390.14	112,705.97
Expense		
6200 · Discounts/Credits		
6220 · Cert Workshop Discounted Fee	2,225.00	0.00
6201 · Discount (combined)	35.00	624.50
Total 6200 · Discounts/Credits	2,260.00	624.50
6500 · Contract Services	8,062.50	0.00
6670 · Empl. Benes. Prof. Dev.	155.40	0.00
7100 · Postage and Delivery	2,455.95	1,031.18
7200 · Printing and Duplication	552.85	1,369.77
7650 · Supplies, Office	804.99	255.52
7680 · Supplies, Operating	0.00	664.72
7750 · Telephone	0.00	136.52
7880 · Travel, Staff	7,934.26	9,499.93
Total Expense	22,225.95	13,582.14
Net Ordinary Income	106,164.19	99,123.83
Net Income	106,164.19	99,123.83

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Accrual Basis

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

	<u>Jan - Mar 13</u>	<u>Jan - Mar 12</u>
Ordinary Income/Expense		
Income		
4300 · Fundraising		
4302 · Enos Mills (unrestricted)	545.00	2,400.00
Total 4300 · Fundraising	<u>545.00</u>	<u>2,400.00</u>
Total Income	<u>545.00</u>	<u>2,400.00</u>
Gross Profit	<u>545.00</u>	<u>2,400.00</u>
Net Ordinary Income	<u>545.00</u>	<u>2,400.00</u>
Net Income	<u><u>545.00</u></u>	<u><u>2,400.00</u></u>

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Accrual Basis

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

	<u>Jan - Mar 13</u>	<u>Jan - Mar 12</u>
Ordinary Income/Expense		
Expense		
6550 · Credit Card Fees	0.00	158.50
7880 · Travel, Staff	0.00	2,680.23
Total Expense	<u>0.00</u>	<u>2,838.73</u>
Net Ordinary Income	<u>0.00</u>	<u>-2,838.73</u>
Net Income	<u><u>0.00</u></u>	<u><u>-2,838.73</u></u>

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

	<u>Jan - Mar 13</u>	<u>Jan - Mar 12</u>
Ordinary Income/Expense		
Income		
4760 · Shipping & Handling	0.00	53.00
4800 · Sale of Items	0.00	0.00
4801 · Personal Interpretation	4,492.65	1,434.17
4802 · Interpretive Planning	561.05	1,442.74
4803 · Nature Center Book	912.20	132.30
4804 · Mgt of Interp Site	205.05	268.25
4805 · History of Heritage Interpreta	27.00	37.00
4806 · Interp Writing	1,345.80	790.80
4807 · Intr Jnl	288.00	64.00
4808 · Applied Interp	687.20	235.80
4809 · Design	1,868.45	616.69
4810 · Louv DVD	15.00	0.00
4815 · Map (ebook)	32.86	81.78
4816 · Ham DVD	30.00	0.00
4817 · Perspectives (ebook)	850.92	52.15
4819 · Solutions (ebook)	131.48	105.94
4821 · Preschool (ebook)	133.23	344.80
4822 · Meaningful Interpretation	435.60	738.00
4823 · Jarvis DVD	0.00	30.00
4899 · IP library collection	1,047.00	0.00
Total Income	<u>13,063.49</u>	<u>6,427.42</u>
Cost of Goods Sold		
5120 · Author's Royalties	718.10	1,604.65
5800 · Sale Items	410.49	0.00
Total COGS	<u>1,128.59</u>	<u>1,604.65</u>
Gross Profit	11,934.90	4,822.77
Expense		
7380 · Rental or Lease Facilities	520.66	852.00
Total Expense	<u>520.66</u>	<u>852.00</u>
Net Ordinary Income	<u>11,414.24</u>	<u>3,970.77</u>
Net Income	<u><u>11,414.24</u></u>	<u><u>3,970.77</u></u>

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

	Jan - Mar 13	Jan - Mar 12
Ordinary Income/Expense		
Income		
4050 · Ads Income		
4655 · Labels/Mailing Lists	325.32	0.00
4657 · Jobs Web Income	575.00	625.00
4050 · Ads Income - Other	8,123.57	11,224.94
Total 4050 · Ads Income	9,023.89	11,849.94
4310 · In-Kind Goods/Services Revenue	0.00	138.75
4440 · Lease Income	10,800.00	12,343.75
4500 · Membership Dues	71,630.19	68,784.44
4501 · Membership Dues - Lifetime	2,968.90	2,810.78
4505 · Nonmember Registration	190.00	0.00
4600 · Miscellaneous Income	72.21	-44.62
4650 · Publication Income	1,313.15	1,359.13
4660 · Re-stocking fee	0.00	92.70
4670 · Interest Income	289.62	239.27
4760 · Shipping & Handling	3,130.54	1,639.25
4800 · Sale of Items	15,421.00	4,962.50
4802 · Interpretive Planning	0.00	0.00
4803 · Nature Center Book	0.00	0.00
4820 · Your True Nature	86.00	147.00
Total Income	114,925.50	104,322.89
Cost of Goods Sold		
5500 · Members Cost of Goods	15,457.03	16,786.16
5800 · Sale Items	262.47	7,798.95
Total COGS	15,719.50	24,585.11
Gross Profit	99,206.00	79,737.78
Expense		
6200 · Discounts/Credits		
6210 · Advertising Discount	145.70	390.25
6201 · Discount (combined)	487.00	862.00
Total 6200 · Discounts/Credits	632.70	1,252.25
6300 · Bank Service Charges	613.09	626.24
6350 · Committees Expense	0.00	-866.88
6500 · Contract Services	24,169.86	8,904.15
6550 · Credit Card Fees	540.61	3,407.08
6555 · Depreciation Expense	9,281.59	8,059.11
6580 · Dues & Subscriptions	429.00	95.00
6650 · Empl. Benes. Health Insurance	18,509.53	19,710.79
6670 · Empl. Benes. Prof. Dev.	765.86	385.35
6680 · Empl. Benes. Retirement	7,562.28	10,679.85
6690 · Empl. Benes. Work. Comp.	463.00	0.00
6700 · Insurance, Liability	2,226.00	2,226.00
6750 · Interest Expense		
6755 · Interest to Regions/Sections	0.00	159.82
6750 · Interest Expense - Other	6,220.11	5,698.37
Total 6750 · Interest Expense	6,220.11	5,858.19
6850 · Licenses and Permits	-52.08	135.00
6900 · Miscellaneous	115.97	380.00
7100 · Postage and Delivery	7,174.28	6,248.43
7200 · Printing and Duplication	965.71	760.89
7400 · Repairs and Maintenance	1,293.02	1,792.02
7500 · Salaries & Wages	86,641.00	117,362.57
7650 · Supplies, Office	1,904.24	2,121.66
7670 · Supplies, Bldg	453.67	466.88
7680 · Supplies, Operating	271.38	116.17
6560 · Payroll Expenses FICA	6,391.45	9,085.71
7730 · Tax, Sales	401.86	296.37
7740 · Tax, SUTA - Unemploy.	307.66	78.19
7750 · Telephone	4,395.16	3,184.00

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Accrual Basis

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

	Jan - Mar 13	Jan - Mar 12
7760 · Tax, Property	7,691.61	3,325.65
7850 · Travel, Board	4,811.77	2,723.23
7880 · Travel, Staff	952.63	582.05
7950 · Utilities	2,426.53	2,260.19
7970 · RMBO Triple Net G&A/Utility	-5,737.50	0.00
Total Expense	191,821.99	211,256.14
Net Ordinary Income	-92,615.99	-131,518.36
Net Income	-92,615.99	-131,518.36

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Accrual Basis

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

	<u>Jan - Mar 13</u>	<u>Jan - Mar 12</u>
Ordinary Income/Expense		
Income		
4450 · Media Awards Income	170.00	60.00
Total Income	170.00	60.00
Cost of Goods Sold		
5480 · Media Comp Cost of Goods	115.74	0.00
Total COGS	115.74	0.00
Gross Profit	54.26	60.00
Expense		
6500 · Contract Services	500.00	0.00
6550 · Credit Card Fees	0.00	50.00
6850 · Licenses and Permits	90.00	0.00
7100 · Postage and Delivery	63.31	67.32
7200 · Printing and Duplication	332.85	786.82
7380 · Rental or Lease Facilities	331.34	0.00
7750 · Telephone	26.59	19.89
7880 · Travel, Staff	958.48	470.22
Total Expense	2,302.57	1,394.25
Net Ordinary Income	-2,248.31	-1,334.25
Net Income	<u><u>-2,248.31</u></u>	<u><u>-1,334.25</u></u>

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 Accrual Basis

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

	<u>Jan - Mar 13</u>	<u>Jan - Mar 12</u>
Ordinary Income/Expense		
Income		
4150 · Exhibits Income	200.00	225.00
4200 · Field Trips Income	7,125.00	6,298.00
4300 · Fundraising	7,655.00	400.00
4400 · Investment Income		
4405 · Interest to Regions/Sections	0.00	159.82
Total 4400 · Investment Income	<u>0.00</u>	<u>159.82</u>
4510 · AMI Membership Dues	110.00	230.00
4650 · Publication Income	282.75	0.00
4750 · Registrations	42,400.50	91,283.00
4850 · Scholarship Income	7,524.57	9,937.00
Total Income	<u>65,297.82</u>	<u>108,532.82</u>
Cost of Goods Sold		
5200 · Field Trip Costs	4,051.21	4,010.00
5500 · Members Cost of Goods	763.00	1,300.00
5750 · Workshop Cost of Goods	23,707.60	62,376.99
5800 · Sale Items	638.50	0.00
5850 · Scholarship Cost of Goods	6,958.76	10,078.52
Total COGS	<u>36,119.07</u>	<u>77,765.51</u>
Gross Profit	29,178.75	30,767.31
Expense		
6150 · Advertising & Promotions	0.00	522.00
6300 · Bank Service Charges	7.50	0.00
6350 · Committees Expense	466.83	1,016.88
6400 · Comps and Gifts	0.00	100.00
6500 · Contract Services	950.00	801.50
6550 · Credit Card Fees	4,209.64	3,905.92
6900 · Miscellaneous	30.00	0.00
7100 · Postage and Delivery	57.94	326.02
7750 · Telephone	660.87	361.48
7850 · Travel, Board	1,558.44	4,670.15
Total Expense	<u>7,941.22</u>	<u>11,703.95</u>
Net Ordinary Income	<u>21,237.53</u>	<u>19,063.36</u>
Net Income	<u><u>21,237.53</u></u>	<u><u>19,063.36</u></u>

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Accrual Basis

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

	<u>Jan - Mar 13</u>	<u>Jan - Mar 12</u>
Ordinary Income/Expense		
Income		
4850 · Scholarship Income	0.00	75.00
Total Income	0.00	75.00
Cost of Goods Sold		
5850 · Scholarship Cost of Goods	75.00	435.00
Total COGS	75.00	435.00
Gross Profit	-75.00	-360.00
Net Ordinary Income	-75.00	-360.00
Net Income	<u>-75.00</u>	<u>-360.00</u>

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Accrual Basis

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

	<u>Jan - Mar 13</u>	<u>Jan - Mar 12</u>
Ordinary Income/Expense		
Income		
4140 · Consulting	0.00	3,000.00
4146 · Webinar Income	1,935.00	0.00
Total Income	<u>1,935.00</u>	<u>3,000.00</u>
Gross Profit	1,935.00	3,000.00
Expense		
7750 · Telephone	673.28	8.12
7880 · Travel, Staff	566.20	485.87
Total Expense	<u>1,239.48</u>	<u>493.99</u>
Net Ordinary Income	<u>695.52</u>	<u>2,506.01</u>
Net Income	<u><u>695.52</u></u>	<u><u>2,506.01</u></u>

		2012			2013												2014		Future	Total	check	
		PY Deferred	Cash Receipts	Sub-Total	Jan Revenue	Feb Revenue	Mar Revenue	Apr Revenue	May Revenue	Jun Revenue	Jul Revenue	Aug Revenue	Sep Revenue	Oct Revenue	Nov Revenue	Dec Revenue	Revenue	Revenue	Revenue	Total		
Memberships	Deferred Revenue Recognition	\$115,312.15	\$ 87,086.00	\$202,398.15	\$ 24,513.40	\$ 23,763.90	\$ 23,352.88	\$ 20,904.05	\$ 18,962.55	\$ 18,006.26	\$ 16,652.13	\$ 13,860.86	\$ 11,852.38	\$ 10,165.46	\$ 8,062.04	\$ 7,257.16	\$ 197,353.08	\$ 5,045.07		\$202,398.15	\$	
Memberships	YTD Revenue				\$ 24,513.40	\$ 48,277.30	\$ 71,830.19	\$ 92,534.24	\$ 111,496.79	\$ 129,503.05	\$ 146,155.18	\$ 159,016.04	\$ 171,868.42	\$ 182,033.88	\$ 190,095.92	\$ 197,353.08	\$ 197,353.08					
Memberships	Deferred Balance				\$ 134,934.75	\$ 136,530.85	\$ 130,767.96	\$ 109,863.91	\$ 90,901.36	\$ 72,895.10	\$ 56,242.97	\$ 42,382.11	\$ 30,529.73	\$ 20,364.27	\$ 12,302.23	\$ 5,045.07						
Lifetime Memberships	Deferred Revenue Recognition	\$148,612.50	\$ 1,500.00	\$150,112.50	\$ 989.64	\$ 989.64	\$ 989.64	\$ 989.64	\$ 989.64	\$ 989.64	\$ 989.64	\$ 989.64	\$ 989.64	\$ 989.64	\$ 989.64	\$ 989.64	\$ 11,875.68	\$ 11,833.13	\$ 128,403.75	\$150,112.56	\$ 0.05	
Lifetime Memberships	YTD Revenue				\$ 989.64	\$ 1,979.28	\$ 2,968.92	\$ 3,958.56	\$ 4,948.20	\$ 5,937.84	\$ 6,927.48	\$ 7,917.12	\$ 8,906.76	\$ 9,896.40	\$ 10,886.04	\$ 11,875.68	\$ 11,875.68					
Lifetime Memberships	Deferred Balance				\$ 149,122.86	\$ 148,133.23	\$ 147,143.59	\$ 146,153.96	\$ 145,164.32	\$ 144,174.69	\$ 143,185.05	\$ 142,195.42	\$ 141,205.78	\$ 140,216.15	\$ 139,226.51	\$ 138,236.88						
Publications	Deferred Revenue Recognition	\$ 4,469.15	\$ 1,042.75	\$ 5,511.90	\$ 44.00	\$ 1,094.15	\$ 344.00	\$ 1,107.15	\$ -	\$ 990.47	\$ -	\$ 835.43	\$ -	\$ 687.13	\$ -	\$ 587.15	\$ 5,301.48	\$ 210.42		\$ 5,511.90	\$	
Publications	Immediate Revenues		\$ 501.75		\$ 44.00	\$ 113.75	\$ 344.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 501.75					
Publications	YTD Revenue				\$ 44.00	\$ 1,251.90	\$ 1,595.90	\$ 2,703.05	\$ 2,703.05	\$ 3,693.52	\$ 3,693.52	\$ 4,529.95	\$ 4,529.95	\$ 5,216.08	\$ 5,216.08	\$ 5,803.23	\$ 5,803.23					
Publications	Deferred Balance				\$4,839.15	\$ 4,197.75	\$ 4,417.75	\$ 3,310.60	\$ 3,310.60	\$ 2,320.13	\$ 2,320.13	\$ 1,484.70	\$ 1,484.70	\$ 797.57	\$ 797.57	\$ 210.42						
International	Deferred Revenue Recognition	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
International	Immediate Revenues Auction Items				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
International	YTD Revenue				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
International	Deferred Balance				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
NIW	Deferred Revenue Recognition	\$ 2,600.00	\$ 2,000.00	\$ 4,600.00	\$ 165.00	\$ 46,003.00	\$ 3,557.50	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,600.00	\$ 4,600.00	\$ -	\$ 4,600.00	\$	
VARIOUS	Immediate Revenues Regional/Sectional Total		\$ 49,725.50		\$ 2,035.00	\$ 3,825.00	\$ 2,340.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 49,725.50	\$ -	\$ 49,725.50	\$	
NIW	Immediate Revenues FUNDRAISING - Various		\$ 8,200.00		\$ 2,200.00	\$ 52,028.00	\$ 57,525.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 62,525.50	\$ 62,525.50	\$ -	\$ 62,525.50	\$	
NIW	YTD Revenue				\$ 2,600.00	\$ 2,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ -	\$ -	\$ -	\$ -	\$ -	
NIW	Deferred Balance				\$ 2,600.00	\$ 2,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total Recognized					\$ 2,200.00	\$ 52,028.00	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 57,925.50	\$ 62,525.50	\$ 62,525.50					
Total Deferred					\$ 2,600.00	\$ 2,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ 4,600.00	\$ -	\$ -					
Certification	Deferred Revenue Recognition	\$ 4,275.00	\$ 124,335.00	\$128,610.00	\$ 31,040.00	\$ 34,200.00	\$ 49,220.00	\$ 7,200.00	\$ 4,375.00	\$ 2,575.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 128,610.00	\$ -		\$128,610.00	\$	
Certification	Immediate Revenues Cert/Recruit Fans		\$ 10,710.00		\$ 2,795.00	\$ 3,165.00	\$ 4,750.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,710.00	\$ -		\$ 10,710.00	\$	
Certification	YTD Revenue				\$ 33,835.00	\$ 71,200.00	\$ 125,170.00	\$ 132,370.00	\$ 136,745.00	\$ 139,320.00	\$ 139,320.00	\$ 139,320.00	\$ 139,320.00	\$ 139,320.00	\$ 139,320.00	\$ 139,320.00	\$ 139,320.00	\$ 139,320.00	\$ -	\$ 139,320.00	\$	
Certification	Deferred Balance				\$ 78,880.00	\$ 86,675.00	\$ 65,365.00	\$ 58,165.00	\$ 53,790.00	\$ 51,215.00	\$ 51,215.00	\$ 51,215.00	\$ 51,215.00	\$ 51,215.00	\$ 51,215.00	\$ 51,215.00	\$ 51,215.00	\$ -	\$ -	\$ -	\$ -	
Ad Sales	Deferred Revenue Recognition	\$ 23,920.18	\$ 11,247.00	\$ 35,167.18	\$ 294.00	\$ 650.00	\$ 1,380.32	\$ -	\$ -	\$ -	\$ -	\$ 5,287.94	\$ -	\$ 5,752.96	\$ -	\$ 3,984.65	\$ 32,980.01	\$ 2,187.17	\$ -	\$ 35,167.18	\$	
Ad Sales	Immediate Revenues Region Ads, Labels		\$ 2,324.32		\$ 294.00	\$ 7,643.57	\$ 9,023.89	\$ 18,130.99	\$ 15,139.99	\$ 20,278.78	\$ 20,278.78	\$ 25,566.72	\$ 25,566.72	\$ 31,319.68	\$ 31,319.68	\$ 35,304.33	\$ 35,304.33	\$ -	\$ -	\$ 35,304.33	\$	
Ad Sales	YTD Revenue				\$ 294.00	\$ 7,643.57	\$ 9,023.89	\$ 18,130.99	\$ 15,139.99	\$ 20,278.78	\$ 20,278.78	\$ 25,566.72	\$ 25,566.72	\$ 31,319.68	\$ 31,319.68	\$ 35,304.33	\$ 35,304.33	\$ -	\$ -	\$ 35,304.33	\$	
Ad Sales	Deferred Balance				\$ 24,493.18	\$ 24,912.61	\$ 28,467.61	\$ 22,351.51	\$ 22,351.51	\$ 17,212.72	\$ 17,212.72	\$ 11,924.78	\$ 11,924.78	\$ 6,171.82	\$ -	\$ (3,984.65)	\$ -	\$ -	\$ -	\$ -	\$ -	
Non-Cert/Web Workshops	Deferred Revenue Recognition	\$ -	\$ 2,455.00	\$ 2,455.00	\$ -	\$ 810.00	\$ 1,125.00	\$ 520.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,455.00	\$ -		\$ 2,455.00	\$	
Consulting Revenue	YTD Revenue				\$ -	\$ 810.00	\$ 1,935.00	\$ 2,455.00	\$ 2,455.00	\$ 2,455.00	\$ 2,455.00	\$ 2,455.00	\$ 2,455.00	\$ 2,455.00	\$ 2,455.00	\$ 2,455.00	\$ 2,455.00	\$ -	\$ -	\$ 2,455.00	\$	
Consulting Revenue	Deferred Balance				\$ 45.00	\$ 360.00	\$ 520.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Reg/Sec Workshops	Recognized Revenue - Goes into workshop section (follows)				\$ 26,813.00	\$ 14,198.00	\$ 27,106.00	\$ 27,106.00	\$ 27,106.00	\$ 27,106.00	\$ 27,106.00	\$ 27,106.00	\$ 27,106.00	\$ 27,106.00	\$ 27,106.00	\$ 27,106.00	\$ 27,106.00					
Reg/Sec Workshops	Deferred Balance				\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
All Revenues YTD					\$ 60,986.40	\$ 181,210.77	\$ 267,280.43	\$ 303,127.78	\$ 326,465.33	\$ 353,175.85	\$ 369,827.98	\$ 389,812.21	\$ 401,664.58	\$ 418,270.14	\$ 430,932.13	\$ 442,781.14						
Total Deferred YTD		\$299,188.98			\$ 421,727.94	\$ 417,607.44	\$ 408,387.91	\$ 371,560.98	\$ 347,223.79	\$ 319,523.64	\$ 301,881.87	\$ 280,908.01	\$ 268,065.99	\$ 250,470.81	\$ 230,647.31	\$ 217,828.72						