



Statement of Activity - Profit Loss Report

July 2023 - February 2024

| | TOTAL |
|--|--------------|
| Revenue | |
| A - Membership Dues | 19,890.00 |
| B - Conference Income | 128,611.20 |
| C - Gross Sales of Inventory | 633,670.08 |
| D - Software Commissions | 13,686.41 |
| E - Interest & Dividends | 1,336.74 |
| F - Other Income | 31,312.83 |
| G - Miscellaneous Income | 1,332.00 |
| Total Revenue | \$829,839.26 |
| Cost of Goods Sold | \$507,181.02 |
| GROSS PROFIT | \$322,658.24 |
| Expenditures | |
| A- Awards & Sponsorships | 6,595.96 |
| B - Prof. Development Expenses | 2,933.96 |
| C - Conference Expenses | 111,777.29 |
| E - Office Expenses | |
| Gorham Office Rent & Utilities | 7,248.99 |
| Office Furnishings | 378.75 |
| Office Supplies | 2,409.71 |
| Postage and Delivery | 354.05 |
| Total E - Office Expenses | 10,391.50 |
| F - Newsletter Expense | 1,300.00 |
| G - Meeting/Travel Expense | 2,981.57 |
| H - Bank Service Charges | 6,995.02 |
| I - Contracted Services | 320.00 |
| L - Professional Fees | 4,762.90 |
| M - Payroll Master Account | 53,241.36 |
| N - Taxes | 510.79 |
| O - Web Services Expense | 8,514.54 |
| P - Other Expenses - Miscellaneous | |
| Al Summit Expenses | 24,661.66 |
| Total P - Other Expenses - Miscellaneous | 24,661.66 |
| Total Expenditures | \$234,986.55 |
| NET OPERATING REVENUE | \$87,671.69 |
| Other Revenue | |
| Realized gains (losses) | 13,166.48 |
| Unrealized gains (losses) | 519.79 |
| Total Other Revenue | \$13,686.27 |
| NET OTHER REVENUE | \$13,686.27 |
| NET REVENUE | \$101,357.96 |