

National Association of Environmental Professionals, Inc.
Profit & Loss
January through December 2019

	Jan - Dec 19	Jan - Dec 18
Ordinary Income/Expense		
Income		
4000 · Dues	94,910.00	66,855.00
4010 · Registration		
4210 · Conference Income		
4218 · Conference Net Profit	0.00	40,849.07
Total 4210 · Conference Income	0.00	40,849.07
4220 · Webinar Income		
4221 · Webinar Revenue - Registration	0.00	29,640.00
Total 4220 · Webinar Income	0.00	29,640.00
4230 · Workshop Income	0.00	16,550.00
4010 · Registration - Other	286,057.00	36,955.67
Total 4010 · Registration	286,057.00	123,994.74
4020 · Exhibitor Income	19,500.00	0.00
4030 · Sponsorships		
4512 · Roberts Fund Pledge Income	0.00	655.00
4030 · Sponsorships - Other	58,050.00	0.00
Total 4030 · Sponsorships	58,050.00	655.00
4040 · Advertising		
4402 · Vendor Agreements	0.00	5,000.00
4408 · Institutional Agreements	0.00	37,525.00
4040 · Advertising - Other	17,657.42	8,008.19
Total 4040 · Advertising	17,657.42	50,533.19
4050 · Miscellaneous	9,077.50	3,125.00
4055 · Royalties	40,000.00	0.00
4070 · Donation Income	3,580.00	0.00
4075 · Interest Income	205.22	0.00
4100 · Chapter Dues Passthrough	8,560.00	405.00
41001 · Dues Revenue		
4110 · General Member Dues - Renewal	0.00	15,215.00
4115 · General Member Dues - New	0.00	8,925.00
4120 · Associate Member Dues - Renewal	0.00	1,740.00
4125 · Associate Member Dues - New	0.00	3,510.00
4126 · Chapter Affiliation Fees	0.00	85.00
4136 · Corporate Primary Member	0.00	6,000.00
4140 · Senior Membership - Renewal	0.00	1,370.00
4145 · Senior Membership - New	0.00	570.00
4150 · Student Membership - Renewal	0.00	395.00
4155 · Student Membership - New	0.00	515.00
4165 · Emerging Professionals - New	0.00	190.00
4175 · Chapter Dues received	0.00	8,995.00
Total 41001 · Dues Revenue	0.00	47,510.00
4410 · Job Target	0.00	6,248.26
Total Income	537,597.14	299,326.19
Expense		
5010 · Audio Visual	28,282.75	0.00
5020 · Awards and Gifts	3,954.01	0.00
5030 · Bank Service Charges	18,793.57	0.00
5040 · Website	7,759.15	0.00
5075 · Exhibits	4,863.23	0.00
5080 · Marketing	4,200.00	0.00
5090 · Food	111,860.91	0.00
5100 · Hotel/Meeting Room Rental	5,325.00	0.00
51001 · Program Expenses		
51101 · Chapter Expenses		
5113 · Chapter Support	0.00	1,500.00

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5116 · Start Up	0.00	700.00
Total 51101 · Chapter Expenses	0.00	2,200.00
5120 · Member Services		
5122 · Website	0.00	7,420.00
5124 · Administrative	0.00	899.00
5126 · Chapter Dues Sent To Chapters	0.00	9,205.00
Total 5120 · Member Services	0.00	17,524.00
51301 · Committee and Development Exp		
5131 · Committee Expenses		
5131.12 · Chapters Committee	0.00	225.98
5131.2 · Permanent Conference Comm	0.00	338.73
5131.3 · Membership Committee	0.00	96.06
5131.4 · Education Committee	0.00	43.81
5131.5 · Policy Committee	0.00	209.36
5131.7 · Publication Committee	0.00	19.20
5131.8 · Awards Committee	0.00	1,398.18
Total 5131 · Committee Expenses	0.00	2,331.32
5132 · Business Development		
5132.03 · Marketing Pillar	0.00	22,894.68
Total 5132 · Business Development	0.00	22,894.68
Total 51301 · Committee and Development Exp	0.00	25,226.00
51401 · Conferences and workshops		
5141 · Conference Expenses		
5141.1 · Basic Expenses		
5141.03 · Office and Misc Supplies	0.00	149.43
5141.05 · Bank fees/ Credit Card Charges	0.00	1,593.28
Total 5141.1 · Basic Expenses	0.00	1,742.71
5141.37 · Conference Manager Bonus	0.00	4,493.46
Total 5141 · Conference Expenses	0.00	6,236.17
5142 · Webinar Expense		
5142.1 · Webinar Technology	0.00	8,450.92
5142.4 · VLS Webinar Staff Expense	0.00	2.00
Total 5142 · Webinar Expense	0.00	8,452.92
5143 · Workshop Expense	0.00	11,355.74
Total 51401 · Conferences and workshops	0.00	26,044.83
51501 · Publications		
5151 · Environmental Practice Journal		
5151.01 · Managing Editor	0.00	15,650.00
5151.02 · Publishing Expense	0.00	25,000.00
5151.03 · Editor-in-Chief Expense	0.00	16,057.80
Total 5151 · Environmental Practice Journal	0.00	56,707.80
5152 · E&E News Agreement	0.00	5,535.00
5154 · E-Newsletter Expense	0.00	660.00
Total 51501 · Publications	0.00	62,902.80
51701 · Scholarship Expense		
5172 · Jim Roberts Schoralship Expense	0.00	1,000.00
5174 · Zirzow Scholarship Expense	0.00	800.00
Total 51701 · Scholarship Expense	0.00	1,800.00
Total 51001 · Program Expenses	0.00	135,697.63
5110 · Insurance	5,812.84	0.00
5130 · Legal/Audit/Taxes	707.15	0.05
5140 · Management	147,159.84	0.00
5150 · Graphic Design	1,185.00	0.00
5160 · Misc Expense	6,872.00	0.00
5180 · Postage and Mailing	1,209.91	0.00
5190 · Printing/Duplicating	33,202.39	0.00

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5200 · General and Administrative		
52101 · Board Expenses		
5211 · Board Meetings	0.00	7,866.35
5213 · President's Expenses	0.00	529.81
Total 52101 · Board Expenses	0.00	8,396.16
52201 · Management Services		
5221 · Management Fee	0.00	97,000.00
5222 · Staff Travel	0.00	7,783.51
Total 52201 · Management Services	0.00	104,783.51
5230 · Accounting and Legal		
5231 · Accounting / Audit	0.00	4,726.00
5233 · Legal	0.00	1,906.44
Total 5230 · Accounting and Legal	0.00	6,632.44
52401 · Income Tax Expense	0.00	1,948.06
52601 · Fees and commissions		
5261 · Bank Fees	0.00	9,960.65
Total 52601 · Fees and commissions	0.00	9,960.65
52701 · Liability Insurance	0.00	2,286.00
52801 · Supplies		
5281 · Postage	0.00	491.13
5283 · Office Expense	0.00	1,641.01
Total 52801 · Supplies	0.00	2,132.14
Total 5200 · General and Administrative	0.00	136,138.96
5210 · Committee Functions	500.00	0.00
5215 · Professional Expenses	20,393.62	0.00
5220 · Chapter Support	24,520.58	0.00
5240 · Speaker Expenses	2,257.87	0.00
5245 · Dues and Subscriptions	8,251.48	0.00
5250 · Speaker Honorarium	162.89	0.00
5260 · Supplies/Signage	853.03	0.00
5270 · Telephone	1,200.00	0.00
5280 · Travel Staff	14,711.00	0.00
5290 · Travel Volunteers	1,101.90	0.00
5300 · Chapter Dues Payable	8,275.00	20.00
Total Expense	463,415.12	271,856.64
Net Ordinary Income	74,182.02	27,469.55
Other Income/Expense		
Other Income		
4600 · Other Income		
4610 · Investments		
4611 · Interest Income	0.00	209.55
Total 4610 · Investments	0.00	209.55
Total 4600 · Other Income	0.00	209.55
Total Other Income	0.00	209.55
Net Other Income	0.00	209.55
Net Income	74,182.02	27,679.10