

NASBITE International
Statement of Financial Position
March 31, 2020

ASSETS

Current Assets			
Checking / Savings			
1003-00	PNC Checking	\$	16,315
1005-00	PNC Money Market		209,873
			226,188
Other Assets/Invesrtments			
1054-00	Prepaid Management Fee & Exp		8,000
1200-00	Accounts Receivable		12,977
1210-00	Miscellaneous Receivable		574
1300-05	Computers & Printers		3,197
1300-07	Accumulated Dep - Comp		(3,197)
1400-00	CGBP Exam Preparation		43,752
1410-00	Accumulated Amortization -Exam		(43,752)
			21,551
Total Other Current Assets			21,551
TOTAL ASSETS		\$	247,739

LIABILITIES & NET ASSETS

Current Liabilities			
2100-00	Accounts Payable	\$	994
2200-00	Accrued Expenses		1,390
2400-00	Deferred CGBP		2,765
			5,149
Total Current Liabilities			5,149
TOTAL LIABILITIES			5,149
Net Assets			
3996-00	Board Restricted Net Assets		875
3999-00	Unrestricted Net Assets		109,336
	Net Income		132,379
			242,590
Total Net Assets			242,590
TOTAL LIABILITIES & NET ASSETS		\$	247,739

*Board Restricted Net Asset is for the Moebius Scholarship.

NASBITE International
Statement of Activities
Nine Months Ending March 31, 2020

		Current Month		YTD Actual		Budget		YTD Variance
Revenues								
4000-00	Membership	\$	2,223	\$	35,036	\$	19,207	15,829
4100-00	Conference Revenue		13,260		114,765		135,460	(20,695)
4200-00	Sponsorships		6,000		22,000		35,000	(13,000)
4500-00	CGBP Revenue		2,692		63,343		86,797	(23,454)
4600-00	Webinars		0		75		0	75
4905-00	Apparel		0		58		400	(342)
4911-00	Interest Earned		26		134		0	134
4920-00	Trade Passport Program		0		16,575		15,600	975
	Total		24,201		251,986		292,464	(40,478)
Expenses								
5100-00	Conference Expenses		3,994		12,041		113,358	101,317
5800-00	CGBP Expense		0		16,030		24,350	8,320
7000-00	Partner Relations Expense		0		161		1,200	1,039
8100-00	BOG Expenses		0		2,973		4,500	1,527
8600-07	Marketing Collateral & Dev		0		212		1,000	788
8600-17	Website Development/Maint		236		3,179		3,000	(179)
8600-20	Zoom Webinar Fees		105		945		1,260	315
9000-00	Administrative Expenses		9,838		84,067		114,230	30,163
	Total Expenses		14,173		119,608		262,898	143,290
	Net Increase (Decrease)	\$	10,028	\$	132,378	\$	29,566	(102,812)

NASBITE International
Statement of Cash Flow
Nine Months Ended March 31, 2020

	Current Month	Year to Date
Cash Flows from operating activities		
Net Income	\$ 10,028.69	\$ 132,378.17
Adjustments to reconcile net revenue to net cash provided by operating activities		
Prepaid Expenses	0.00	6,000.00
Accounts Receivable	5,065.00	2,885.00
Miscellaneous Receivable	(574.17)	1,031.17
Accounts Payable	993.96	993.96
Accrued Expenses	1,390.00	875.61
Deferred Trade Passport Prog	0.00	(19,500.00)
	<u>6,874.79</u>	<u>(7,714.26)</u>
Total Adjustments		
Net Cash provided by Operations	<u>16,903.48</u>	<u>124,663.91</u>
Cash Flows from investing activities		
Used For		
Net cash used in investing	<u>0.00</u>	<u>0.00</u>
Cash Flows from financing activities		
Proceeds From		
Used For		
Net cash used in financing	<u>0.00</u>	<u>0.00</u>
Net increase <decrease> in cash	<u>\$ 16,903.48</u>	<u>\$ 124,663.91</u>
Summary		
Cash Balance at End of Period	\$ 226,187.38	\$ 226,187.38
Cash Balance at Beg of Period	<u>(209,283.90)</u>	<u>(101,523.47)</u>
Net Increase <Decrease> in Cash	<u>\$ 16,903.48</u>	<u>\$ 124,663.91</u>

NASBITE International
Statement of Activities - Annual Conference
Nine Months Ending March 31, 2020

	Current Month	YTD Actual	Budget	YTD Variance	
Revenues					
4100-02	Opening Reception Guests	\$ 0	\$ 75	\$ 0	75
4100-03	Registration	5,760	78,785	89,250	(10,465)
4100-05	Registration - Student	500	1,675	2,550	(875)
4100-07	Registration - Day Rate	325	3,150	3,125	25
4100-08	Case Competition Team Fee	0	6,800	11,900	(5,100)
4100-12	Summit Registration Fees	4,220	15,505	23,500	(7,995)
4100-13	CGBP Pre Conference Boot	1,880	8,200	5,135	3,065
4100-15	Pre-Conference Workshops	575	575	0	575
4200-03	Sponsorships	6,000	22,000	35,000	(13,000)
	Total Revenues	19,260	136,765	170,460	(33,695)
Expenses					
5100-03	Attendee Gifts	0	0	500	500
5100-05	Audio Visual	0	402	16,950	16,548
5100-07	Awards	0	0	600	600
5100-16	Boot Camps/Workshops	0	0	900	900
5100-17	Friday Closing Reception	3,000	6,250	3,000	(3,250)
5100-18	Convention Cancellation Ins	0	375	250	(125)
5100-25	Food & Beverage	0	3,626	80,558	76,932
5100-45	Exporter Summit Expenses	0	0	800	800
5100-51	Program Guides	0	0	3,000	3,000
5100-63	Shipping Costs	0	0	250	250
5100-75	Staff Travel-Conference	0	0	3,000	3,000
5100-83	Student Case Competition	0	0	2,450	2,450
5100-85	Supplies & Activities	994	1,388	1,100	(288)
	Total Expenses	3,994	12,041	113,358	101,317
	Increase (Decrease)	\$ 15,266	\$ 124,724	\$ 57,102	(67,622)

NASBITE International
Statement of Activities - CGBP
Nine Months Ending March 31, 2020

	Current Month	YTD Actual	Budget	YTD Variance	
Revenues					
4500-03	CGBP Exam	\$ 790	\$ 20,040	\$ 48,325	(28,285)
4500-07	CGBP Practice Exam	28	401	2,313	(1,912)
4500-21	CGBP Plaques and Awards	0	180	500	(320)
4500-39	CGBP Program Accreditati	800	3,200	4,400	(1,200)
4500-41	CGBP Trainer Certification	300	4,500	1,200	3,300
4500-45	CGBP Recertification	300	25,300	26,250	(950)
4500-52	CGBP Training Matl. Royal	295	9,344	3,809	5,535
4500-55	CGBP Study Packs	179	378	0	378
	Total Revenues	2,692	63,343	86,797	(23,454)
Expenses					
5800-21	Marketing	0	0	1,000	1,000
5800-31	Online Practice Exam	0	350	1,000	650
5800-41	Plaques & Awards	0	0	50	50
5800-51	Vendor Annual Contract	0	10,655	13,540	2,885
5800-55	Vendor Exam Admin	0	4,275	7,560	3,285
5800-56	Vendor Sales Tax	0	0	1,200	1,200
5800-60	CGBP Training Matl. Revie	0	750	0	(750)
	Total Expenses	0	16,030	24,350	8,320
	Increase (Decrease)	\$ 2,692	\$ 47,313	\$ 62,447	15,134

NASBITE International
Statement of Activities - Membership
Nine Months Ending March 31, 2020

		Current Month	YTD Actual	Budget	YTD Variance
Revenues					
4000-03	Membership Corporations	\$ 1,080	\$ 5,805	\$ 3,495	2,310
4000-07	Membership Individual	1,043	25,181	5,587	19,594
4000-08	Membership Student	25	75	0	75
4000-10	Student Pathway Member	75	3,975	10,125	(6,150)
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Total Revenues		\$ 2,223	\$ 35,036	\$ 19,207	15,829
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NASBITE International
Statement of Activities - Board of Governors
Nine Months Ending March 31, 2020

	Current Month	YTD Actual	Budget	YTD Variance
Expenses				
8100-07 BOG Fall Meeting F&B	\$ 0	\$ 2,195	\$ 3,500	1,305
8100-09 BOG Fall Meeting Staff Tra	0	778	1,000	222
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Total Expenses	\$ 0	\$ 2,973	\$ 4,500	1,527
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NASBITE International
Statement of Activities - Partner Relations
Nine Months Ending March 31, 2020

	Current Month	YTD Actual	Budget	YTD Variance
Expenses				
7000-00 Partner Relations Expense	\$ 0	\$ 0	\$ 0	0
7000-03 Dues/Conference	0	161	700	539
7000-11 Other / Travel	0	0	500	500
	<u>0</u>	<u>161</u>	<u>1,200</u>	<u>1,039</u>
Total Expenses	\$ 0	\$ 161	\$ 1,200	1,039

NASBITE International
Statement of Activities - Administration
Nine Months Ending March 31, 2020

	Current Month	YTD Actual	Budget	YTD Variance
Expenses				
9004-00 Accounting	\$ 0	\$ 0	\$ 2,000	2,000
9006-00 Apparel	0	211	0	(211)
9011-00 Bank / Credit card Fees	1,362	5,944	7,000	1,056
9030-00 Insurance D & O	0	1,355	1,355	0
9031-00 Insurance General Liability	0	525	525	0
9037-00 Legal Fees / Expenses	0	149	350	201
9039-00 Miscellaneous Exp	0	74	350	276
9051-00 Postage	35	302	500	198
9059-00 Staff & Administrative Sup	8,000	72,000	96,000	24,000
9065-00 Storage	34	172	150	(22)
9073-00 Telephone	407	3,335	3,000	(335)
9080-00 Trade Passport Program	0	0	3,000	3,000
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Total Expenses	\$ 9,838	\$ 84,067	\$ 114,230	30,163
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