

**NASBITE International
Statement of Financial Position
December 31, 2020**

ASSETS

| | | | |
|----------------------------|--------------------------------|-----------|----------------|
| Current Assets | | | |
| Checking / Savings | | | |
| 1003-00 | PNC Checking | \$ | 12,384 |
| 1005-00 | PNC Money Market | | 144,973 |
| | | | 157,357 |
| Total Current Assets | | | 157,357 |
| | | | |
| Other Assets/Investments | | | |
| 1058-00 | PPD Conference | | 7,730 |
| 1200-00 | Accounts Receivable | | 10,168 |
| 1210-00 | Miscellaneous Receivable | | 790 |
| 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) |
| | | | 18,688 |
| Total Other Current Assets | | | 18,688 |
| | | | |
| TOTAL ASSETS | | \$ | 176,045 |

LIABILITIES & NET ASSETS

| | | | |
|---|-----------------------------|-----------|----------------|
| Current Liabilities | | | |
| 2100-00 | Accounts Payable | \$ | 1,900 |
| 2200-00 | Accrued Expenses | | 595 |
| 2300-00 | Deferred Revenue | | 5,141 |
| | | | 7,636 |
| Total Current Liabilities | | | 7,636 |
| | | | |
| TOTAL LIABILITIES | | | 7,636 |
| | | | |
| Net Assets | | | |
| 3996-00 | Board Restricted Net Assets | | 875 |
| 3999-00 | Unrestricted Net Assets | | 157,338 |
| | Net Income | | 10,196 |
| | | | 168,409 |
| Total Net Assets | | | 168,409 |
| | | | |
| TOTAL LIABILITIES & NET ASSETS | | \$ | 176,045 |

*Board Restricted Net Asset is for the Moebius Scholarship.

NASBITE International
Statement of Activities
Six Months Ending December 31, 2020

| | | Current Month | | YTD Actual | | Budget | | YTD Variance |
|-----------------|--------------------------------|--------------------------|----|-----------------------|----|----------------|--|-------------------------|
| Revenues | | | | | | | | |
| 4000-00 | Membership | \$ 8,863 | \$ | 19,838 | \$ | 44,404 | | (24,566) |
| 4100-00 | Conference Revenue | 250 | | 2,700 | | 32,200 | | (29,500) |
| 4200-00 | Sponsorships | 0 | | 0 | | 15,000 | | (15,000) |
| 4500-00 | CGBP Revenue | 15,767 | | 49,895 | | 83,795 | | (33,900) |
| 4905-00 | Apparel | 0 | | 0 | | 50 | | (50) |
| 4911-00 | Interest Earned | 6 | | 31 | | 200 | | (169) |
| 4913-00 | Miscellaneous Income | 1 | | 1 | | 0 | | 1 |
| 4920-00 | Trade Passport Program | 12,675 | | 13,425 | | 14,625 | | (1,200) |
| | Total | 37,562 | | 85,890 | | 190,274 | | (104,384) |
| Expenses | | | | | | | | |
| 5100-00 | Conference Expenses | 31 | | 125 | | 13,750 | | 13,625 |
| 5800-00 | CGBP Expense | 1,890 | | 12,456 | | 26,100 | | 13,644 |
| 7000-00 | Partner Relations Expense | 0 | | 0 | | 1,170 | | 1,170 |
| 8600-07 | Marketing Collateral & Dev | 0 | | 0 | | 1,000 | | 1,000 |
| 8600-17 | Website Development/Maint | 582 | | 3,405 | | 5,000 | | 1,595 |
| 8600-20 | Zoom Webinar Fees | 145 | | 870 | | 1,740 | | 870 |
| 8600-25 | Social Media Task Force | 0 | | 0 | | 5,000 | | 5,000 |
| 9000-00 | Administrative Expenses | 10,898 | | 58,838 | | 124,217 | | 65,379 |
| | Total Expenses | 13,546 | | 75,694 | | 177,977 | | 102,283 |
| | Net Increase (Decrease) | \$ 24,016 | \$ | 10,196 | \$ | 12,297 | | 2,101 |

NASBITE International
Statement of Cash Flow
Six Months Ended December 31, 2020

| | Current Month | Year to Date | |
|---|---------------------|---------------------|--|
| Cash Flows from operating activities | | | |
| Net Income | \$ 24,016.01 | \$ 10,196.19 | |
| Adjustments to reconcile net revenue to net cash provided by operating activities | | | |
| Prepaid Management Fee & Exp | 8,000.00 | 8,000.00 | |
| Prepaid Expenses | 0.00 | 1,275.99 | |
| Accounts Receivable | (24.00) | (2,092.00) | |
| Miscellaneous Receivable | 0.00 | 1,140.57 | |
| Accounts Payable | 1,900.00 | 1,900.00 | |
| Accrued Expenses | 0.00 | (1,860.95) | |
| Deferred Revenue | 0.00 | (1,074.00) | |
| Deferred Trade Passport Prog | (12,675.00) | 0.00 | |
| | <u>(2,799.00)</u> | <u>7,289.61</u> | |
| Total Adjustments | | | |
| Net Cash provided by Operations | <u>21,217.01</u> | <u>17,485.80</u> | |
| | | | |
| Cash Flows from investing activities | | | |
| Used For | | | |
| | <u>0.00</u> | <u>0.00</u> | |
| Net cash used in investing | | | |
| | | | |
| Cash Flows from financing activities | | | |
| Proceeds From | | | |
| Used For | | | |
| | <u>0.00</u> | <u>0.00</u> | |
| Net cash used in financing | | | |
| Net increase <decrease> in cash | <u>\$ 21,217.01</u> | <u>\$ 17,485.80</u> | |
| | | | |
| Summary | | | |
| Cash Balance at End of Period | \$ 157,356.86 | \$ 157,356.86 | |
| Cash Balance at Beg of Period | <u>(136,139.85)</u> | <u>(139,871.06)</u> | |
| Net Increase <Decrease> in Cash | <u>\$ 21,217.01</u> | <u>\$ 17,485.80</u> | |

NASBITE International
Statement of Activities - Annual Conference
Six Months Ending December 31, 2020

| | Current Month | YTD Actual | Budget | YTD Variance |
|----------------------------|--------------------------|-----------------------|------------------|-------------------------|
| Revenues | | | | |
| 4100-03 | \$ 0 | \$ 0 | \$ 20,000 | (20,000) |
| 4100-08 | 250 | 1,600 | 2,200 | (600) |
| 4100-12 | 0 | 0 | 10,000 | (10,000) |
| 4100-13 | 0 | 1,100 | 0 | 1,100 |
| 4200-03 | 0 | 0 | 15,000 | (15,000) |
| | <u>250</u> | <u>2,700</u> | <u>47,200</u> | <u>(44,500)</u> |
| Total Revenues | 250 | 2,700 | 47,200 | (44,500) |
| Expenses | | | | |
| 5100-05 | 0 | 0 | 5,000 | 5,000 |
| 5100-07 | 0 | 95 | 500 | 405 |
| 5100-17 | 0 | 0 | 6,250 | 6,250 |
| 5100-45 | 30 | 30 | 1,000 | 970 |
| 5100-83 | 1 | 0 | 1,000 | 1,000 |
| | <u>31</u> | <u>125</u> | <u>13,750</u> | <u>13,625</u> |
| Total Expenses | 31 | 125 | 13,750 | 13,625 |
| Increase (Decrease) | \$ 219 | \$ 2,575 | \$ 33,450 | 30,875 |

NASBITE International
Statement of Activities - CGBP
Six Months Ending December 31, 2020

| | Current Month | YTD Actual | Budget | YTD Variance | |
|-----------------|----------------------------|-----------------------|------------------|-------------------------|-----------------|
| Revenues | | | | | |
| 4500-03 | CGBP Exam | \$ 2,965 | \$ 20,000 | \$ 33,200 | (13,200) |
| 4500-07 | CGBP Practice Exam | 0 | 1,696 | 500 | 1,196 |
| 4500-21 | CGBP Plaques and Awards | 30 | 398 | 250 | 148 |
| 4500-39 | CGBP Program Accreditati | 1,800 | 2,800 | 3,600 | (800) |
| 4500-41 | CGBP Trainer Certification | 300 | 900 | 4,000 | (3,100) |
| 4500-45 | CGBP Recertification | 8,325 | 12,825 | 27,000 | (14,175) |
| 4500-47 | Exam Prep Bundle | 550 | 4,400 | 0 | 4,400 |
| 4500-49 | CGBP Approved Recertific | 0 | 0 | 1,250 | (1,250) |
| 4500-50 | CGBP Exam Prep Bundles | 0 | 0 | 5,500 | (5,500) |
| 4500-52 | CGBP Training Matl. Royal | 1,598 | 4,707 | 7,500 | (2,793) |
| 4500-55 | CGBP Study Packs | 199 | 2,169 | 995 | 1,174 |
| | Total Revenues | 15,767 | 49,895 | 83,795 | (33,900) |
| Expenses | | | | | |
| 5800-21 | Marketing | 0 | 0 | 500 | 500 |
| 5800-31 | Online Practice Exam | 0 | 600 | 1,000 | 400 |
| 5800-41 | Plaques & Awards | 0 | 0 | 50 | 50 |
| 5800-51 | Vendor Annual Contract | 0 | 4,875 | 9,750 | 4,875 |
| 5800-53 | Vendor Exam Updates | 0 | 1,500 | 5,000 | 3,500 |
| 5800-55 | Vendor Exam Admin | 1,890 | 5,481 | 6,300 | 819 |
| 5800-58 | Digital Badging | 0 | 0 | 2,500 | 2,500 |
| 5800-60 | CGBP Training Matl. Revie | 0 | 0 | 1,000 | 1,000 |
| | Total Expenses | 1,890 | 12,456 | 26,100 | 13,644 |
| | Increase (Decrease) | \$ 13,877 | \$ 37,439 | \$ 57,695 | 20,256 |

NASBITE International
Statement of Activities - Membership
Six Months Ending December 31, 2020

| | | Current Month | YTD Actual | Budget | YTD Variance |
|-----------------|-------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Revenues | | | | | |
| 4000-03 | Membership Corporations | \$ 270 | \$ 3,585 | \$ 5,670 | (2,085) |
| 4000-07 | Membership Individual | 8,493 | 14,453 | 28,459 | (14,006) |
| 4000-08 | Membership Student | 25 | (25) | 150 | (175) |
| 4000-09 | Member Donations | 0 | 100 | 0 | 100 |
| 4000-10 | Student Pathway Member | 75 | 1,725 | 10,125 | (8,400) |
| | | <u> </u> | <u> </u> | <u> </u> | <u> </u> |
| | Total Revenues | \$ 8,863 | \$ 19,838 | \$ 44,404 | (24,566) |
| | | <u><u> </u></u> | <u><u> </u></u> | <u><u> </u></u> | <u><u> </u></u> |

NASBITE International
Statement of Activities - Board of Governors
Six Months Ending December 31, 2020

| | Current Month | YTD Actual | Budget | YTD Variance |
|-----------------------|--------------------------|-----------------------|---------------|-------------------------|
| Expenses | | | | |
| Total Expenses | \$ <u>0</u> | \$ <u>0</u> | \$ <u>0</u> | <u>0</u> |

NASBITE International
Statement of Activities - Partner Relations
Six Months Ending December 31, 2020

| | Current Month | YTD Actual | Budget | YTD Variance |
|-----------------------------------|--------------------------|-----------------------|-----------------|-------------------------|
| Expenses | | | | |
| 7000-00 Partner Relations Expense | \$ 0 | \$ 0 | \$ 0 | 0 |
| 7000-03 Dues/Conference | 0 | 0 | 670 | 670 |
| 7000-11 Other / Travel | 0 | 0 | 500 | 500 |
| | <hr/> | <hr/> | <hr/> | <hr/> |
| Total Expenses | \$ 0 | \$ 0 | \$ 1,170 | 1,170 |
| | <hr/> <hr/> | <hr/> <hr/> | <hr/> <hr/> | <hr/> <hr/> |

NASBITE International
Statement of Activities - Administration
Six Months Ending December 31, 2020

| | Current Month | YTD Actual | Budget | YTD Variance |
|-------------------------------------|--------------------------|-----------------------|-------------------|-------------------------|
| Expenses | | | | |
| 9004-00 Accounting | \$ 1,900 | \$ 1,900 | \$ 2,000 | 100 |
| 9006-00 Apparel | 0 | 0 | 200 | 200 |
| 9009-00 AMS Licensing Fees, Expen | 0 | 0 | 5,000 | 5,000 |
| 9011-00 Bank / Credit card Fees | 567 | 1,953 | 7,000 | 5,047 |
| 9030-00 Insurance D & O | 0 | 1,372 | 1,372 | 0 |
| 9031-00 Insurance General Liability | 0 | 545 | 545 | 0 |
| 9037-00 Legal Fees / Expenses | 0 | 49 | 1,350 | 1,301 |
| 9039-00 Miscellaneous Exp | 0 | 0 | 350 | 350 |
| 9051-00 Postage | 54 | 333 | 500 | 167 |
| 9059-00 Staff & Administrative Sup | 8,000 | 48,000 | 98,600 | 50,600 |
| 9065-00 Storage | 24 | 517 | 300 | (217) |
| 9073-00 Telephone | 353 | 2,320 | 4,000 | 1,680 |
| 9080-00 Trade Passport Program | 0 | 1,849 | 3,000 | 1,151 |
| | <hr/> | <hr/> | <hr/> | <hr/> |
| Total Expenses | \$ 10,898 | \$ 58,838 | \$ 124,217 | 65,379 |
| | <hr/> <hr/> | <hr/> <hr/> | <hr/> <hr/> | <hr/> <hr/> |