

EMTA, Inc.
P&L Summary 2020/Budget 2021, with Indicative Outyears 2022-23

	<u>2017 Budget</u>	<u>2017</u>	<u>2018 Budget</u>	<u>2018</u>	<u>2019 Budget</u>	<u>2019</u>	<u>2020 Budget</u>	<u>2020</u>
Operating Revenue								
Membership Dues	2,335,500	2,295,000	2,264,000	2,235,838	2,175,000	2,186,583	2,135,000	2,143,875
Board Assessments	212,000	220,000	224,000	224,000	216,000	214,000	218,000	216,000
Events	350,000	433,327	407,000	467,270	450,000	503,253	450,000	288,890
Investment Income	82,000	83,890	90,000	107,034	115,000	138,565	135,000	130,386
Other Revenue	18,000	14,984	15,000	12,031	10,000	16,853	12,000	10,769
Misc				3,198				
Total Operating Revenue	\$2,997,500	\$3,047,201	\$3,000,000	3,049,371	2,966,000	3,059,254	2,950,000	2,789,920
Operating Expenses								
Compensation, Benefits	2,427,000	2,446,021	2,527,021	2,522,391	2,410,000	2,364,643	2,380,000	2,379,563
Office Rent, etc	216,000	186,686	160,000	155,053	160,000	148,088	160,000	161,734
Office Supplies and Admin	21,100	18,928	23,000	27,102	27,000	20,408	26,000	11,442
IT and Communications	73,000	62,510	63,400	85,400	70,000	102,601	75,000	95,822
Consultants for Accting, Tax, Etc.	30,000	1,790	15,000	15,000	16,000	13,072	17,000	16,800
Events, etc	195,000	150,018	172,000	172,220	180,000	190,974	185,000	32,503
Travel, etc	15,000	16,574	16,000	17,749	18,000	12,214	15,000	2,119
FX Work	5,000	5,769	17,000	5,781	7,000	50,468	8,000	3,455
Local Market Project								
Misc				344				566
Total Operating Expense	2,982,100	2,888,296	2,993,421	2,999,156	2,887,000	2,902,468	2,866,000	2,704,004
Operating Surplus	15,400	158,905	6,579	50,215	79,000	156,786	84,000	85,916
Move-Related Expense		58,580						
Capital Expense (IT)					60,000	138,125		-2,496
Net Total Surplus	\$15,400	\$100,325	\$6,579	\$50,215	\$19,000	\$18,661	\$84,000	\$88,412

<u>2021</u>	<u>2022</u>	<u>2023</u>
2,128,000	2,128,000	2,128,000
231,000	231,000	231,000
350,000	450,000	450,000
120,000	110,000	120,000
12,000	10,000	10,000

2,841,000 2,929,000 2,939,000

2,399,205	2,232,830	2,057,830
165,000	170,000	170,000
20,000	20,000	20,000
105,000	110,000	115,000
18,000	20,000	20,000
75,000	150,000	150,000
5,000	5,000	5,000
4,000	8,000	8,000

2,791,205 2,715,830 2,545,830

49,795 213,170 393,170

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EMTA, Inc.
Balance Sheet Summary
As of December 31, 2020

	<u>Total</u>
ASSETS	
Current Assets	
Bank Accounts	
Citibank Checking	1,817,188.97
Citibank IMMA	386,045.24
Morgan Stanley Money Market	42,110.98
Bank CD's - Laddered	5,727,149.98
Total Bank Accounts and Investments	<u>\$ 7,972,495.17</u>
Accounts Receivable	<u>\$ 954,395.95</u>
Other Current Assets	
Miscellaneous Receivable	3,605.00
Prepaid Expenses	51,654.68
Loans and Exchanges	12,680.69
Total Other Current Assets	<u>\$ 67,940.37</u>
Total Current Assets	<u>\$ 8,994,831.49</u>
Fixed Assets	0.00
Security deposits	83,039.37
TOTAL ASSETS	<u>\$ 9,077,870.86</u>
 LIABILITIES AND ACCRUED SURPLUS	
Liabilities	
Current Liabilities	
Accounts Payable	0.00
Unearned Dues	2,112,125.00
Unearned Assess B of D	216,000.00
Unearned Sponsorships--Events	85,050.00
SEP/IRA Liability	154,240.00
Payroll Liabilities	367,907.47
401K Withholding (Deferral)	2,930.05
FSA	1,379.17
Accrued Misc Other Expenses	5,439.38
Total Current Liabilities	<u>\$ 2,945,071.07</u>
Long-Term Liabilities	<u>\$ 0.00</u>
Total Liabilities	<u>\$ 2,945,071.07</u>
Accrued Surplus	
Net Assets	2,501,574.01
Retained Earnings	3,542,812.75
Net Surplus	88,413.03
Total Accrued Surplus	<u>\$ 6,132,799.79</u>
TOTAL LIABILITIES AND ACCRUED SURPLUS	<u>\$ 9,077,870.86</u>