

EMTA, Inc.
Balance Sheet
As of December 31, 2018

| | <u>Total</u> |
|-----------------------------------|------------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| 1000 Citibank Checking (0850) | 353,620.16 |
| 1002 Citibank IMMA (new) 8875 | 1,454,891.58 |
| 1029 Morgan Stanley Money Market | 354,565.62 |
| 1032 ST Instruments | 5,152,149.98 |
| Total Bank Accounts | <u>\$ 7,315,227.34</u> |
| Accounts Receivable | |
| 1100 Accounts Receivable | 1,577,663.40 |
| Total Accounts Receivable | <u>\$ 1,577,663.40</u> |
| Other Current Assets | |
| 1350 Prepaid Expenses | 40,177.55 |
| Total Other Current Assets | <u>\$ 40,177.55</u> |
| Total Current Assets | <u>\$ 8,933,068.29</u> |
| Fixed Assets | |
| Total Fixed Assets | <u>\$ 0.00</u> |

| | |
|--|------------------------|
| Other Assets | |
| 1340 Security deposits | 83,039.37 |
| 1800 Utility Deposits | 1,582.64 |
| Total Other Assets | \$ 84,622.01 |
| TOTAL ASSETS | \$ 9,017,690.30 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 2000 Accounts Payable | 3,750.00 |
| Total Accounts Payable | \$ 3,750.00 |
| Other Current Liabilities | |
| 2050 Unearned Dues - Full | 787,500.00 |
| 2051 Unearned Dues - Associate | 568,750.00 |
| 2052 Unearned Dues - Affiliate | 247,500.00 |
| 2053 Unearned Dues - Investor | 617,500.00 |
| 2055 Unearned Dues B of D | 214,000.00 |
| 2060 Unearned fees, sp projects | 125,392.50 |
| 2206 Medical FSA | 2,401.96 |
| 2690 Accrued Other Expenses | 526,584.38 |
| Total Other Current Liabilities | \$ 3,089,628.84 |
| Total Current Liabilities | \$ 3,093,378.84 |
| Long-Term Liabilities | |
| Total Long-Term Liabilities | \$ 0.00 |
| Total Liabilities | \$ 3,093,378.84 |
| Equity | |
| 3040 Net Assets | 2,501,574.01 |
| 3900 Retained Earnings | 3,372,522.78 |
| Net Income | 50,214.67 |
| Total Equity | \$ 5,924,311.46 |
| TOTAL LIABILITIES AND EQUITY | \$ 9,017,690.30 |

Tuesday, Mar 26, 2019 06:57:57 AM GMT-7 - Accrual Basis

05/01/2019

Annex A

**EMTA, Inc.
P&L Summary 2018/Budget 2019, with Indicative Outyears 2020-22**

| | <u>2017 Budget</u> | <u>2017</u> | <u>2018 Budget</u> | <u>2018</u> | <u>2019 Budget</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> |
|---|--------------------|--------------------|--------------------|------------------|--------------------|------------------|------------------|------------------|
| Operating Revenue | | | | | | | | |
| Membership Dues | 2,335,500 | 2,295,000 | 2,264,000 | 2,235,838 | 2,175,000 | 2,150,000 | 2,150,000 | 2,150,000 |
| Board Assessments | 212,000 | 220,000 | 224,000 | 224,000 | 216,000 | 113,000 | 113,000 | 0 |
| Events | 350,000 | 433,327 | 407,000 | 467,270 | 450,000 | 450,000 | 450,000 | 450,000 |
| Investment Income | 82,000 | 83,890 | 90,000 | 107,034 | 115,000 | 125,000 | 125,000 | 125,000 |
| Other Revenue | 18,000 | 14,984 | 15,000 | 12,031 | 10,000 | 10,000 | 8,000 | 8,000 |
| Misc | | | | 3,198 | | | | |
| Total Operating Revenue | \$2,997,500 | \$3,047,201 | \$3,000,000 | 3,049,371 | 2,966,000 | 2,848,000 | 2,846,000 | 2,733,000 |
| Operating Expenses | | | | | | | | |
| Compensation, Benefits | 2,427,000 | 2,446,021 | 2,527,021 | 2,522,391 | 2,410,000 | 2,334,000 | 2,212,000 | 1,975,000 |
| Office Rent, etc | 216,000 | 186,686 | 160,000 | 155,053 | 160,000 | 160,000 | 170,000 | 175,000 |
| Office Supplies and Admin | 21,100 | 18,928 | 23,000 | 27,102 | 27,000 | 28,000 | 29,000 | 30,000 |
| IT and Communications | 73,000 | 62,510 | 63,400 | 85,400 | 70,000 | 75,000 | 80,000 | 85,000 |
| Consultants for Accting, Tax, Etc. | 30,000 | 1,790 | 15,000 | 15,000 | 16,000 | 16,000 | 20,000 | 20,000 |
| Events, etc | 195,000 | 150,018 | 172,000 | 172,220 | 180,000 | 180,000 | 190,000 | 200,000 |
| Travel, etc | 15,000 | 16,574 | 16,000 | 17,749 | 18,000 | 20,000 | 20,000 | 20,000 |
| FX Work | 5,000 | 5,769 | 17,000 | 5,781 | 7,000 | 8,000 | 10,000 | 12,000 |
| Local Market Project | | | | | | | | |
| Misc | | | | 344 | | | | |
| Total Operating Expense | 2,982,100 | 2,888,296 | 2,993,421 | 2,999,156 | 2,887,000 | 2,821,000 | 2,731,000 | 2,517,000 |
| Operating Surplus | 15,400 | 158,905 | 6,579 | 50,215 | 79,000 | 27,000 | 115,000 | 216,000 |
| Move-Related Expense | | 58,580 | | | | | | |
| Capital Expense (IT) | | | | | 60,000 | 20,000 | 20,000 | |
| Net Total Surplus | \$15,400 | \$100,325 | \$6,579 | \$50,215 | \$19,000 | \$7,000 | \$95,000 | 216,000 |