

EMTA, Inc.
Balance Sheet
As of December 31, 2019

	Total
ASSETS	
Current Assets	
Bank Accounts	
1000 Citibank Checking (0850)	332,654.26
1002 Citibank IMMA (new) 8875	1,776,184.52
1029 Morgan Stanley Money Market	357,021.84
1032 ST Instruments	5,283,149.98
Total Bank Accounts	\$ 7,749,010.60
Accounts Receivable	
1100 Accounts Receivable	1,150,459.15
Total Accounts Receivable	\$ 1,150,459.15
Other Current Assets	
1350 Prepaid Expenses	22,284.83
1400 Loans and Exchanges	12,680.69
Total Other Current Assets	\$ 34,965.52
Total Current Assets	\$ 8,934,435.27
Other Assets	
1340 Security deposits	83,039.37
1800 Utility Deposits	1,582.64
Total Other Assets	\$ 84,622.01
TOTAL ASSETS	\$ 9,019,057.28
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2050 Unearned Dues - Full	665,000.00
2051 Unearned Dues - Associate	590,625.00
2052 Unearned Dues - Affiliate	162,500.00
2053 Unearned Dues - Investor	618,125.00
2055 Unearned Dues B of D	214,000.00
2060 Unearned fees, sp projects	84,455.00
2100 Payroll Liabilities	1,326.14
2690 Accrued Other Expenses	632,639.38
Total Other Current Liabilities	\$ 2,968,670.52
Total Current Liabilities	\$ 2,968,670.52
Total Liabilities	\$ 2,968,670.52
Equity	
3040 Net Assets	2,501,574.01
3900 Retained Earnings	3,485,168.14
Net Income	63,644.61
Total Equity	\$ 6,050,386.76
TOTAL LIABILITIES AND EQUITY	\$ 9,019,057.28

2/24/2020

EMTA, Inc.
P&L Summary 2019/Budget 2020, with Indicative Outyears 2021-23

	<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>2021</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	2,135,000
Board Assessments	212,000	220,000	224,000	224,000	216,000	214,000	218,000	109,000
Events	350,000	433,327	407,000	467,270	450,000	503,253	450,000	450,000
Investment Income	82,000	83,890	90,000	107,034	115,000	138,565	135,000	135,000
Other Revenue	18,000	14,984	15,000	12,031	10,000	16,853	12,000	10,000
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	2,839,000
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	2,279,000
Office Rent, etc	216,000	186,686	160,000	155,053	160,000	148,088	160,000	165,000
Office Supplies and Admin	21,100	18,928	23,000	27,102	27,000	20,408	26,000	26,000
IT and Communications	73,000	62,510	63,400	85,400	70,000	102,601	75,000	80,000
Consultants for Accting, Tax, Etc.	30,000	1,790	15,000	15,000	16,000	13,072	17,000	18,000
Events, etc	195,000	150,018	172,000	172,220	180,000	190,974	185,000	185,000
Travel, etc	15,000	16,574	16,000	17,749	18,000	12,214	15,000	15,000
FX Work	5,000	5,769	17,000	5,781	7,000	50,468	8,000	10,000
Local Market Project								
Misc				344				
Total Operating Expense	2,982,100	2,888,296	2,993,421	2,999,156	2,887,000	2,902,468	2,866,000	2,778,000
Operating Surplus	15,400	158,905	6,579	50,215	79,000	156,786	84,000	61,000
Move-Related Expense		58,580						
Capital Expense (IT)					60,000	138,125		
Net Total Surplus	\$15,400	\$100,325	\$6,579	\$50,215	\$19,000	\$18,661	\$184,000	\$61,000

2/24/2020

<u>2022</u>	<u>2023</u>
2,135,000	2,135,000
109,000	109,000
450,000	450,000
135,000	135,000
10,000	10,000

2,839,000 2,839,000

2,144,000	2,004,000
170,000	170,000
26,000	26,000
85,000	85,000
20,000	20,000
200,000	200,000
15,000	15,000
12,000	12,000

2,672,000 2,532,000

167,000 307,000

167,000 307,000