

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

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
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
<b>Total Bank Accounts and Investments</b>	<b>\$ 7,972,495.17</b>
<b>Accounts Receivable</b>	<b>\$ 954,395.95</b>
<b>Other Current Assets</b>	
Miscellaneous Receivable	3,605.00
Prepaid Expenses	51,654.68
Loans and Exchanges	12,680.69
<b>Total Other Current Assets</b>	<b>\$ 67,940.37</b>
<b>Total Current Assets</b>	<b>\$ 8,994,831.49</b>
<b>Fixed Assets</b>	0.00
<b>Security deposits</b>	83,039.37
<b>TOTAL ASSETS</b>	<b>\$ 9,077,870.86</b>
<b>LIABILITIES AND ACCRUED SURPLUS</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
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
<b>Total Current Liabilities</b>	<b>\$ 2,945,071.07</b>
<b>Long-Term Liabilities</b>	<b>\$ 0.00</b>
<b>Total Liabilities</b>	<b>\$ 2,945,071.07</b>
<b>Accrued Surplus</b>	
<b>Net Assets</b>	2,501,574.01
<b>Retained Earnings</b>	3,542,812.75
<b>Net Surplus</b>	88,413.03
<b>Total Accrued Surplus</b>	<b>\$ 6,132,799.79</b>
<b>TOTAL LIABILITIES AND ACCRUED SURPLUS</b>	<b>\$ 9,077,870.86</b>

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

<u>2021</u>	<u>2022</u>	<u>2023</u>
2,128,000	2,128,000	2,128,000
<b>231,000</b>	<b>231,000</b>	<b>231,000</b>
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**

<b>2,399,205</b>	<b>2,232,830</b>	<b>2,057,830</b>
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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