

Water Professionals International
Budget vs. Actuals: Budget_FY24_P&L - FY24 P&L Classes
 October 2023 - September 2024

	Actual	Budget	Total over Budget	% of Budget
Income				
4000 Membership		0.00	0.00	
4010 Associate	6,485.00	4,500.00	1,985.00	144.11%
4020 Regulatory/Voluntary Membership	110,703.51	105,000.00	5,703.51	105.43%
4030 Special Memberships	7,700.00	7,700.00	0.00	100.00%
Total 4000 Membership	\$ 124,888.51	\$ 117,200.00	\$ 7,688.51	106.56%
4100 Certification	0.00		0.00	
4110 WPI	55,819.00	32,000.00	23,819.00	174.43%
4120 Professional Operator		7,500.00	-7,500.00	0.00%
4130 Certification Program (C2EP-PO)	50.00		50.00	
Total 4100 Certification	\$ 55,869.00	\$ 39,500.00	\$ 16,369.00	141.44%
4200 Testing			0.00	
4210 Computer-Based/LRP/PSI	1,701,491.00	1,525,000.00	176,491.00	111.57%
4211 PSI Pass-through		-15,000.00	15,000.00	0.00%
4220 Paper-Based	584,881.49	402,000.00	182,881.49	145.49%
4230 Web-Based	450,090.85	431,000.00	19,090.85	104.43%
4240 Customized Fees	1,100.00	35,000.00	-33,900.00	3.14%
4250 Reports and Exports	4,270.00	1,000.00	3,270.00	427.00%
4260 Shipping Offsets	8,981.05	7,500.00	1,481.05	119.75%
Total 4200 Testing	\$ 2,750,814.39	\$ 2,386,500.00	\$ 364,314.39	115.27%
4300 Conference	0.00		0.00	
4310 Exhibits/Sponsorship	25,000.00	30,000.00	-5,000.00	83.33%
4320 Registration	77,219.62	55,000.00	22,219.62	140.40%
4400 Advertising		0.00	0.00	
Total 4300 Conference	\$ 102,219.62	\$ 85,000.00	\$ 17,219.62	120.26%
4401 Program Service Revenue	20,310.00	20,000.00	310.00	101.55%
4500 Sales	-1,420.00		-1,420.00	
4510 PO Store		2,500.00	-2,500.00	0.00%
4520 Amazon Store		3,500.00	-3,500.00	0.00%
Total 4500 Sales	-\$ 1,420.00	\$ 6,000.00	-\$ 7,420.00	-23.67%
4600 Royalties & Publications	6,274.32	15,500.00	-9,225.68	40.48%
4700 Other Revenue	10,690.68	5,000.00	5,690.68	213.81%
4720 Contributions		0.00	0.00	
Total 4700 Other Revenue	\$ 10,690.68	\$ 5,000.00	\$ 5,690.68	213.81%
4930 Capital Gains/Losses	2,146.20	5,000.00	-2,853.80	42.92%
4940 Unrealized Investment Gain/Loss	425,321.16		425,321.16	
9999 Dues			0.00	
Associate Memberships	0.00		0.00	
Total 9999 Dues	\$ 0.00	\$ 0.00	\$ 0.00	
Dividend Income	0.00		0.00	
Interest Income	4,514.87		4,514.87	
Testing Program	0.00		0.00	
Total Income	\$ 3,501,628.75	\$ 2,679,700.00	\$ 821,928.75	130.67%
Gross Profit	\$ 3,501,628.75	\$ 2,679,700.00	\$ 821,928.75	130.67%
Expenses				
5110 Bank-CC Fees	42,252.22	60,000.00	-17,747.78	70.42%
5120 Copier Supplies & Maintenance	371.71	6,000.00	-5,628.29	6.20%
5125 Depreciation	63,226.88	57,500.00	5,726.88	109.96%
5130 Donation/Contribution	10,000.00	17,500.00	-7,500.00	57.14%
5131 Dues & Subscriptions	21,409.77	11,000.00	10,409.77	194.63%
5132 Equipment Maintenance	10,554.50	3,000.00	7,554.50	351.82%
5133 Equipment Purchase (\$1000 or less)	5,208.53	10,500.00	-5,291.47	49.61%
5134 Equipment Purchase (\$1001 or Greater)	5,525.95	22,000.00	-16,474.05	25.12%
5135 Equipment Rental	1,927.88		1,927.88	
5136 Equipment/Furniture Lease Interest	7,393.45		7,393.45	

5137 Incentives/Gifts	8,431.93	8,500.00	-68.07	99.20%
5139 Insurance	6,922.38	17,000.00	-10,077.62	40.72%
5141 Internet/Web & Infrastructure	6,223.00	44,300.00	-38,077.00	14.05%
5142 Miscellaneous	841.78	5,000.00	-4,158.22	16.84%
5143 Office/Building Maintenance	1,035.35	3,500.00	-2,464.65	29.58%
5144 Postage/Shipping	15,331.75	13,500.00	1,831.75	113.57%
5145 Printing	26,646.15	17,500.00	9,146.15	152.26%
5146 Recognition Awards	1,341.04	14,000.00	-12,658.96	9.58%
5147 Rent (Office)	103,191.29	112,000.00	-8,808.71	92.14%
5148 Software	30,800.19	48,000.00	-17,199.81	64.17%
5149 Utilities	25,501.02	23,500.00	2,001.02	108.51%
5150 Supplies	20,809.52	15,800.00	5,009.52	131.71%
5200 Board			0.00	
5210 Development	1,674.67	6,500.00	-4,825.33	25.76%
5220 Meeting/Travel/Logistics	89,088.80	67,000.00	22,088.80	132.97%
Total 5200 Board	\$ 90,763.47	\$ 73,500.00	\$ 17,263.47	123.49%
5300 Business Development	116.11		116.11	
5310 Client Entertainment	13,566.32	9,000.00	4,566.32	150.74%
5320 Member/Partner Outreach	10,270.50	27,500.00	-17,229.50	37.35%
5330 Travel/Lodging/Meals	30,443.76	32,500.00	-2,056.24	93.67%
5340 Marketing and Promotional	19,837.03	25,000.00	-5,162.97	79.35%
5350 Org/Professional Memberships	3,764.01	12,000.00	-8,235.99	31.37%
Total 5300 Business Development	\$ 77,997.73	\$ 106,000.00	-\$ 28,002.27	73.58%
5400 Personnel			0.00	
5410 Employee Recruitment	1,245.74	1,000.00	245.74	124.57%
5420 Salaries	918,085.46	935,000.00	-16,914.54	98.19%
Total 5400 Personnel	\$ 919,331.20	\$ 936,000.00	-\$ 16,668.80	98.22%
5430 Employee Benefits			0.00	
5431 401K/Roth	114,602.00	58,000.00	56,602.00	197.59%
5432 Life Insurance Premium	3,941.24	1,500.00	2,441.24	262.75%
5433 LTD Premium	3,516.49	3,000.00	516.49	117.22%
5434 Medical Premium	90,551.99	102,500.00	-11,948.01	88.34%
5435 Phone Allowance/Reimbursement	17,507.95	13,000.00	4,507.95	134.68%
5436 Professional Development	44,033.73	25,000.00	19,033.73	176.13%
5437 Team Recognition/Development	5,631.57	11,000.00	-5,368.43	51.20%
5438 Temp Agency		2,500.00	-2,500.00	0.00%
5439 Wellness Incentive	3,497.36	5,000.00	-1,502.64	69.95%
Total 5430 Employee Benefits	\$ 283,282.33	\$ 221,500.00	\$ 61,782.33	127.89%
5450 Staff Travel	3,246.89	8,000.00	-4,753.11	40.59%
5451 Lodging	47,777.08	11,000.00	36,777.08	434.34%
5452 Meals	7,524.44	4,600.00	2,924.44	163.57%
5453 Mileage	3,585.28	2,250.00	1,335.28	159.35%
5454 Transportation (car, flight, cab)	34,662.78	3,725.00	30,937.78	930.54%
Total 5450 Staff Travel	\$ 96,796.47	\$ 29,575.00	\$ 67,221.47	327.29%
5500 Contracted Services	3,413.00		3,413.00	
5510 Accounting/Audit	65,299.96	63,000.00	2,299.96	103.65%
5520 Legal	20,507.11	12,500.00	8,007.11	164.06%
5530 Marketing/Communications	285,006.11	348,000.00	-62,993.89	81.90%
5540 Payroll	9,237.83	11,000.00	-1,762.17	83.98%
5550 Strategic Planning/Consulting	16,487.50	61,000.00	-44,512.50	27.03%
5555 SME Consulting		12,000.00	-12,000.00	0.00%
Total 5500 Contracted Services	\$ 399,951.51	\$ 507,500.00	-\$ 107,548.49	78.81%
5600 Sponsorship	7,231.50	10,000.00	-2,768.50	72.32%
5700 Facilities/food/AV logistics	203,650.75	222,500.00	-18,849.25	91.53%
6010 Exam Administration/Development	435,475.73		435,475.73	
6040 Trade Shows	27,623.52	35,000.00	-7,376.48	78.92%
6105 Advertising	10,762.60		10,762.60	
6990 Write Offs	512.31		512.31	
6999 Uncategorized Expenses	3,320.11		3,320.11	
Bank Fee	0.00		0.00	
Conference Expense	0.00		0.00	

Equipment		0.00		0.00			
IT Services				0.00			
Consulting/Maintenance			0.00		0.00		
Software	0.00		0.00		0.00		
Total IT Services	\$	0.00	\$	0.00	\$	0.00	
Marketing/Comm/Web			0.00		0.00		
Supplie		0.00			0.00		
Uncategorized Expense		0.00			0.00		
Total Expenses	\$	2,971,645.52	\$	2,651,675.00	\$	319,970.52	112.07%
Net Operating Income	\$	529,983.23	\$	28,025.00	\$	501,958.23	1891.11%
Other Income							
4910 Interest Earned		13,117.03		8,500.00		4,617.03	154.32%
4920 Dividends Received		44,222.13		35,000.00		9,222.13	126.35%
Total Other Income	\$	57,339.16	\$	43,500.00	\$	13,839.16	131.81%
Other Expenses							
77000 Exchange Gain or Loss		-33,476.06				-33,476.06	
Total Other Expenses	-\$	33,476.06	\$	0.00	-\$	33,476.06	
Net Other Income	\$	90,815.22	\$	43,500.00	\$	47,315.22	208.77%
Net Income	\$	620,798.45	\$	71,525.00	\$	549,273.45	867.95%

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Water Professionals International

Profit and Loss

October 2023 - September 2024

	Total
Income	
4000 Membership	
4010 Associate	6,485.00
4020 Regulatory/Voluntary Membership	110,703.51
4030 Special Memberships	7,700.00
Total 4000 Membership	124,888.51
4100 Certification	
4110 WPI	55,819.00
4130 Certification Program (C2EP-PO)	50.00
Total 4100 Certification	55,869.00
4200 Testing	
4210 Computer-Based/LRP/PSI	1,701,491.00
4220 Paper-Based	584,881.49
4230 Web-Based	450,090.85
4240 Customized Fees	1,100.00
4250 Reports and Exports	4,270.00
4260 Shipping Offsets	8,981.05
Total 4200 Testing	2,750,814.39
4300 Conference	
4310 Exhibits/Sponsorship	25,000.00
4320 Registration	77,219.62
Total 4300 Conference	102,219.62
4401 Program Service Revenue	20,310.00
4500 Sales	(1,420.00)
4600 Royalties & Publications	6,274.32
4700 Other Revenue	10,690.68
4930 Capital Gains/Losses	2,146.20
4940 Unrealized Investment Gain/Loss	425,321.16
9999 Dues	
Associate Memberships	-
Total 9999 Dues	-
Dividend Income	-
Interest Income	4,514.87
Testing Program	-
Total Income	3,501,628.75
Gross Profit	3,501,628.75
Expenses	
5110 Bank-CC Fees	42,252.22
5120 Copier Supplies & Maintainance	371.71
5125 Depreciation	63,226.88
5130 Donation/Contribution	10,000.00

5131 Dues & Subscriptions	21,409.77
5132 Equipment Maintenance	10,554.50
5133 Equipment Purchase (\$1000 or less)	5,208.53
5134 Equipment Purchase (\$1001 or Greater)	5,525.95
5135 Equipment Rental	1,927.88
5136 Equipment/Furniture Lease Interest	7,393.45
5137 Incentives/Gifts	8,431.93
5139 Insurance	6,922.38
5141 Internet/Web & Infrastructure	6,223.00
5142 Miscellaneous	841.78
5143 Office/Building Maintenance	1,035.35
5144 Postage/Shipping	15,331.75
5145 Printing	26,646.15
5146 Recognition Awards	1,341.04
5147 Rent (Office)	103,191.29
5148 Software	30,800.19
5149 Utilities	25,501.02
5150 Supplies	20,809.52
5200 Board	
5210 Development	1,674.67
5220 Meeting/Travel/Logistics	89,088.80
Total 5200 Board	90,763.47
5300 Business Development	116.11
5310 Client Entertainment	13,566.32
5320 Member/Partner Outreach	10,270.50
5330 Travel/Lodging/Meals	30,443.76
5340 Marketing and Promotional	19,837.03
5350 Org/Professional Memberships	3,764.01
Total 5300 Business Development	77,997.73
5400 Personnel	
5410 Employee Recruitment	1,245.74
5420 Salaries	918,085.46
Total 5400 Personnel	919,331.20
5430 Employee Benefits	
5431 401K/Roth	114,602.00
5432 Life Insurance Premium	3,941.24
5433 LTD Premium	3,516.49
5434 Medical Premium	90,551.99
5435 Phone Allowance/Reimbursement	17,507.95
5436 Professional Development	44,033.73
5437 Team Recognition/Development	5,631.57
5439 Wellness Incentive	3,497.36
Total 5430 Employee Benefits	283,282.33
5450 Staff Travel	3,246.89
5451 Lodging	47,777.08
5452 Meals	7,524.44
5453 Mileage	3,585.28

5454 Transportation (car, flight, cab)	34,662.78
Total 5450 Staff Travel	96,796.47
5500 Contracted Services	3,413.00
5510 Accounting/Audit	65,299.96
5520 Legal	20,507.11
5530 Marketing/Communications	285,006.11
5540 Payroll	9,237.83
5550 Strategic Planning/Consulting	16,487.50
Total 5500 Contracted Services	399,951.51
5600 Sponsorship	7,231.50
5700 Facilities/food/AV logistics	203,650.75
6010 Exam Administration/Development	435,475.73
6040 Trade Shows	27,623.52
6105 Advertising	10,762.60
6990 Write Offs	512.31
6999 Uncategorized Expenses	3,320.11
Bank Fee	-
Conference Expense	-
IT Services	
Software	-
Total IT Services	-
Supplie	-
Uncategorized Expense	-
Total Expenses	2,971,645.52
Net Operating Income	529,983.23
Other Income	
4910 Interest Earned	13,117.03
4920 Dividends Received	44,222.13
Total Other Income	57,339.16
Other Expenses	
Unrealized Gain or Loss	-
77000 Exchange Gain or Loss	(33,476.06)
Total Other Expenses	(33,476.06)
Net Other Income	90,815.22
Net Income	620,798.45

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Water Professionals International Budget vs. Actuals: Management

October 2023 - September 2024

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4000 Membership		-	-	
4010 Associate	6,485.00	4,500.00	1,985.00	1.44
4020 Regulatory/Voluntary Membership	110,703.51	105,000.00	5,703.51	1.05
4030 Special Memberships	7,700.00	7,700.00	-	1.00
Total 4000 Membership	124,888.51	117,200.00	7,688.51	1.07
4100 Certification			-	
4110 WPI			-	
4120 Professional Operator			-	
Total 4100 Certification	-	-	-	
4300 Conference			-	
4400 Advertising			-	
Total 4300 Conference	-	-	-	
4401 Program Service Revenue			-	
4500 Sales	145.00		145.00	
4510 PO Store		1,500.00	(1,500.00)	-
4520 Amazon Store		1,500.00	(1,500.00)	-
Total 4500 Sales	145.00	3,000.00	(2,855.00)	0.05
4600 Royalties & Publications	6,274.32	15,500.00	(9,225.68)	0.40
4700 Other Revenue	10,161.88	5,000.00	5,161.88	2.03
4720 Contributions		-	-	
Total 4700 Other Revenue	10,161.88	5,000.00	5,161.88	2.03
4930 Capital Gains/Losses	2,146.20	5,000.00	(2,853.80)	0.43
4940 Unrealized Investment Gain/Loss	425,321.16		425,321.16	
9999 Dues			-	
Associate Memberships	-		-	
Total 9999 Dues	-	-	-	
Dividend Income	-		-	
Interest Income	4,514.87		4,514.87	
Total Income	573,451.94	145,700.00	427,751.94	3.94
Gross Profit	573,451.94	145,700.00	427,751.94	3.94
Expenses				
5110 Bank-CC Fees	41,483.37	55,000.00	(13,516.63)	0.75
5120 Copier Supplies & Maintainance	371.71	6,000.00	(5,628.29)	0.06
5125 Depreciation	63,226.88	57,500.00	5,726.88	1.10
5130 Donation/Contribution	10,000.00	15,000.00	(5,000.00)	0.67
5131 Dues & Subscriptions	21,246.77	9,500.00	11,746.77	2.24
5132 Equipment Maintenance	10,554.50	3,000.00	7,554.50	3.52
5133 Equipment Purchase (\$1000 or less)	5,208.53	10,500.00	(5,291.47)	0.50
5134 Equipment Purchase (\$1001 or Greater)	5,525.95	22,000.00	(16,474.05)	0.25
5136 Equipment/Furniture Lease Interest	7,393.45		7,393.45	

5137 Incentives/Gifts	4,373.42	5,000.00	(626.58)	0.87
5139 Insurance	6,922.38	17,000.00	(10,077.62)	0.41
5141 Internet/Web & Infrastructure	6,223.00	15,800.00	(9,577.00)	0.39
5142 Miscellaneous	687.28	2,000.00	(1,312.72)	0.34
5143 Office/Building Maintenance	1,035.35	3,500.00	(2,464.65)	0.30
5144 Postage/Shipping	565.24	3,000.00	(2,434.76)	0.19
5145 Printing	422.90	1,500.00	(1,077.10)	0.28
5146 Recognition Awards	804.65	7,500.00	(6,695.35)	0.11
5147 Rent (Office)	103,191.29	112,000.00	(8,808.71)	0.92
5148 Software	24,997.39	20,500.00	4,497.39	1.22
5149 Utilities	25,346.21	23,500.00	1,846.21	1.08
5150 Supplies	16,493.77	7,500.00	8,993.77	2.20
5200 Board			-	
5210 Development	1,674.67	6,500.00	(4,825.33)	0.26
5220 Meeting/Travel/Logistics	88,392.67	35,000.00	53,392.67	2.53
Total 5200 Board	90,067.34	41,500.00	48,567.34	2.17
5300 Business Development	116.11		116.11	
5310 Client Entertainment	2,090.14	2,000.00	90.14	1.05
5320 Member/Partner Outreach	5,323.02	5,000.00	323.02	1.06
5330 Travel/Lodging/Meals	5,984.61	5,000.00	984.61	1.20
5340 Marketing and Promotional	18,978.71	6,500.00	12,478.71	2.92
5350 Org/Professional Memberships	3,144.62	5,000.00	(1,855.38)	0.63
Total 5300 Business Development	35,637.21	23,500.00	12,137.21	1.52
5400 Personnel			-	
5410 Employee Recruitment	1,245.74	1,000.00	245.74	1.25
5420 Salaries	918,085.46	935,000.00	(16,914.54)	0.98
Total 5400 Personnel	919,331.20	936,000.00	(16,668.80)	0.98
5430 Employee Benefits			-	
5431 401K/Roth	114,602.00	58,000.00	56,602.00	1.98
5432 Life Insurance Premium	3,941.24	1,500.00	2,441.24	2.63
5433 LTD Premium	3,516.49	3,000.00	516.49	1.17
5434 Medical Premium	90,551.99	102,500.00	(11,948.01)	0.88
5435 Phone Allowance/Reimbursement	17,507.95	13,000.00	4,507.95	1.35
5436 Professional Development	43,989.74	25,000.00	18,989.74	1.76
5437 Team Recognition/Development	5,631.57	11,000.00	(5,368.43)	0.51
5438 Temp Agency		2,500.00	(2,500.00)	-
5439 Wellness Incentive	3,497.36	5,000.00	(1,502.64)	0.70
Total 5430 Employee Benefits	283,238.34	221,500.00	61,738.34	1.28
5450 Staff Travel	2,172.94		2,172.94	
5451 Lodging	16,573.57	11,000.00	5,573.57	1.51
5452 Meals	3,818.58	4,600.00	(781.42)	0.83
5453 Mileage	735.66	2,250.00	(1,514.34)	0.33
5454 Transportation (car, flight, cab)	18,288.24	3,725.00	14,563.24	4.91
Total 5450 Staff Travel	41,588.99	21,575.00	20,013.99	1.93
5500 Contracted Services	2,357.50		2,357.50	
5510 Accounting/Audit	65,299.96	63,000.00	2,299.96	1.04
5520 Legal	7,994.88	12,500.00	(4,505.12)	0.64

5530 Marketing/Communications	219,882.44	223,000.00	(3,117.56)	0.99
5540 Payroll	9,237.83	11,000.00	(1,762.17)	0.84
5550 Strategic Planning/Consulting		20,500.00	(20,500.00)	-
5555 SME Consulting		12,000.00	(12,000.00)	-
Total 5500 Contracted Services	304,772.61	342,000.00	(37,227.39)	0.89
5600 Sponsorship	3,100.00	5,000.00	(1,900.00)	0.62
5700 Facilities/food/AV logistics	453.34		453.34	
6010 Exam Administration/Development	9,952.35		9,952.35	
6040 Trade Shows	11,973.49	5,000.00	6,973.49	2.39
6999 Uncategorized Expenses	3,320.11		3,320.11	
Bank Fee	-		-	
Equipment		-	-	
IT Services			-	
Consulting/Maintenance		-	-	
Software	-	-	-	
Total IT Services	-	-	-	
Marketing/Comm/Web		-	-	
Supplie	-		-	
Uncategorized Expense	-		-	
Total Expenses	2,059,509.02	1,993,375.00	66,134.02	1.03
Net Operating Income	(1,486,057.08)	(1,847,675.00)	361,617.92	0.80
Other Income				
4910 Interest Earned	13,117.03	8,500.00	4,617.03	1.54
4920 Dividends Received	44,222.13	35,000.00	9,222.13	1.26
Total Other Income	57,339.16	43,500.00	13,839.16	1.32
Net Other Income	57,339.16	43,500.00	13,839.16	1.32
Net Income	(1,428,717.92)	(1,804,175.00)	375,457.08	0.79

Monday, Nov 04, 2024 09:57:31 AM GMT-8 - Accrual Basis

Water Professionals International

Budget Vs Actuals: Conference

October 2023 - September 2024

	Actual	Budget	Total over Budget	% of Budget
Income				
4300 Conference	-		-	
4310 Exhibits/Sponsorship	25,000.00	30,000.00	(5,000.00)	0.83
4320 Registration	77,219.62	55,000.00	22,219.62	1.40
Total 4300 Conference	102,219.62	85,000.00	17,219.62	1.20
Total Income	102,219.62	85,000.00	17,219.62	1.20
Gross Profit	102,219.62	85,000.00	17,219.62	1.20
Expenses				
5110 Bank-CC Fees		5,000.00	(5,000.00)	-
5131 Dues & Subscriptions	163.00		163.00	
5135 Equipment Rental	1,927.88		1,927.88	
5137 Incentives/Gifts	3,656.35	1,500.00	2,156.35	2.44
5141 Internet/Web & Infrastructure		5,000.00	(5,000.00)	-
5142 Miscellaneous		1,500.00	(1,500.00)	-
5144 Postage/Shipping	2,828.00	2,000.00	828.00	1.41
5145 Printing	1,599.13	2,500.00	(900.87)	0.64
5146 Recognition Awards	536.39	5,000.00	(4,463.61)	0.11
5148 Software	5,617.56	5,000.00	617.56	1.12
5149 Utilities	61.33		61.33	
5150 Supplies	1,080.30	3,300.00	(2,219.70)	0.33
5200 Board			-	
5220 Meeting/Travel/Logistics		12,000.00	(12,000.00)	-
Total 5200 Board	-	12,000.00	(12,000.00)	-
5300 Business Development			-	
5310 Client Entertainment	5,449.82		5,449.82	
5330 Travel/Lodging/Meals	1,300.00	-	1,300.00	
5340 Marketing and Promotional	179.31		179.31	
Total 5300 Business Development	6,929.13	-	6,929.13	
5450 Staff Travel	1,073.95		1,073.95	
5451 Lodging	22,016.05		22,016.05	
5452 Meals	2,983.08		2,983.08	
5453 Mileage	25.80		25.80	
5454 Transportation (car, flight, cab)	12,012.22		12,012.22	
Total 5450 Staff Travel	38,111.10	-	38,111.10	
5500 Contracted Services			-	
5530 Marketing/Communications	27,123.67	10,000.00	17,123.67	2.71
5550 Strategic Planning/Consulting	16,000.00		16,000.00	
Total 5500 Contracted Services	43,123.67	10,000.00	33,123.67	4.31
5700 Facilities/food/AV logistics	182,512.43	160,000.00	22,512.43	1.14
6040 Trade Shows	10,326.50		10,326.50	

6105 Advertising	10,762.60		10,762.60	
Conference Expense	-		-	
Marketing/Comm/Web		-		-
Total Expenses	309,235.37	212,800.00	96,435.37	1.45
Net Operating Income	(207,015.75)	(127,800.00)	(79,215.75)	1.62
Net Income	(207,015.75)	(127,800.00)	(79,215.75)	1.62

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Water Professionals International

Budget Vs Actuals: Certification

October 2023 - September 2024

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4100 Certification	-		-	
4110 WPI	55,819.00	32,000.00	23,819.00	1.74
4120 Professional Operator		7,500.00	(7,500.00)	-
4130 Certification Program (C2EP-PO)	50.00		50.00	
Total 4100 Certification	55,869.00	39,500.00	16,369.00	1.41
4200 Testing			-	
4250 Reports and Exports	70.00		70.00	
Total 4200 Testing	70.00	-	70.00	
4500 Sales	(145.00)		(145.00)	
4510 PO Store		1,000.00	(1,000.00)	-
4520 Amazon Store		1,000.00	(1,000.00)	-
Total 4500 Sales	(145.00)	2,000.00	(2,145.00)	(0.07)
Total Income	55,794.00	41,500.00	14,294.00	1.34
Gross Profit	55,794.00	41,500.00	14,294.00	1.34
Expenses				
5110 Bank-CC Fees	18.85		18.85	
5130 Donation/Contribution		2,500.00	(2,500.00)	-
5137 Incentives/Gifts		1,000.00	(1,000.00)	-
5141 Internet/Web & Infrastructure		15,000.00	(15,000.00)	-
5142 Miscellaneous		1,500.00	(1,500.00)	-
5144 Postage/Shipping	706.16	1,000.00	(293.84)	0.71
5145 Printing	14,683.98	1,500.00	13,183.98	9.79
5146 Recognition Awards		1,500.00	(1,500.00)	-
5148 Software	185.24	10,000.00	(9,814.76)	0.02
5149 Utilities	93.48		93.48	
5150 Supplies	670.44	2,500.00	(1,829.56)	0.27
5200 Board			-	
5220 Meeting/Travel/Logistics		20,000.00	(20,000.00)	-
Total 5200 Board	-	20,000.00	(20,000.00)	-
5300 Business Development			-	
5310 Client Entertainment	1,870.43	2,000.00	(129.57)	0.94
5320 Member/Partner Outreach	4,947.48	20,000.00	(15,052.52)	0.25
5330 Travel/Lodging/Meals	23,159.15	20,000.00	3,159.15	1.16
5340 Marketing and Promotional	679.01	18,500.00	(17,820.99)	0.04
5350 Org/Professional Memberships	619.39	7,000.00	(6,380.61)	0.09
Total 5300 Business Development	31,275.46	67,500.00	(36,224.54)	0.46
5430 Employee Benefits			-	
5436 Professional Development	43.99		43.99	
Total 5430 Employee Benefits	43.99	-	43.99	

5450 Staff Travel		8,000.00	(8,000.00)	-
5451 Lodging	8,030.64		8,030.64	
5452 Meals	501.83		501.83	
5453 Mileage	1,396.72		1,396.72	
5454 Transportation (car, flight, cab)	2,983.95		2,983.95	
Total 5450 Staff Travel	12,913.14	8,000.00	4,913.14	1.61
5500 Contracted Services	1,050.00		1,050.00	
5520 Legal	11,915.23		11,915.23	
5530 Marketing/Communications	38,000.00	95,000.00	(57,000.00)	0.40
5550 Strategic Planning/Consulting		25,000.00	(25,000.00)	-
Total 5500 Contracted Services	50,965.23	120,000.00	(69,034.77)	0.42
5600 Sponsorship	4,131.50	5,000.00	(868.50)	0.83
5700 Facilities/food/AV logistics		22,500.00	(22,500.00)	-
6040 Trade Shows	5,323.53	30,000.00	(24,676.47)	0.18
Bank Fee	-		-	
Marketing/Comm/Web		-	-	
Total Expenses	121,011.00	309,500.00	(188,489.00)	0.39
Net Operating Income	(65,217.00)	(268,000.00)	202,783.00	0.24
Net Income	(65,217.00)	(268,000.00)	202,783.00	0.24

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Water Professionals International

Budget Vs Actuals: Testing

October 2023 - September 2024

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4000 Membership			-	
4020 Regulatory/Voluntary Membership	-		-	
Total 4000 Membership	-	-	-	
4200 Testing			-	
4210 Computer-Based/LRP/PSI	1,701,491.00	1,525,000.00	176,491.00	1.12
4211 PSI Pass-through		(15,000.00)	15,000.00	-
4220 Paper-Based	584,881.49	402,000.00	182,881.49	1.45
4230 Web-Based	450,090.85	431,000.00	19,090.85	1.04
4240 Customized Fees	1,100.00	35,000.00	(33,900.00)	0.03
4250 Reports and Exports	4,200.00	1,000.00	3,200.00	4.20
4260 Shipping Offsets	8,981.05	7,500.00	1,481.05	1.20
Total 4200 Testing	2,750,744.39	2,386,500.00	364,244.39	1.15
4401 Program Service Revenue	20,310.00	20,000.00	310.00	1.02
4500 Sales	(1,420.00)		(1,420.00)	
4520 Amazon Store		1,000.00	(1,000.00)	-
Total 4500 Sales	(1,420.00)	1,000.00	(2,420.00)	(1.42)
4700 Other Revenue	528.80		528.80	
Testing Program	-		-	
Total Income	2,770,163.19	2,407,500.00	362,663.19	1.15
Gross Profit	2,770,163.19	2,407,500.00	362,663.19	1.15
Expenses				
5110 Bank-CC Fees	750.00		750.00	
5131 Dues & Subscriptions		1,500.00	(1,500.00)	-
5137 Incentives/Gifts	402.16	1,000.00	(597.84)	0.40
5141 Internet/Web & Infrastructure		8,500.00	(8,500.00)	-
5142 Miscellaneous	154.50		154.50	
5144 Postage/Shipping	11,232.35	7,500.00	3,732.35	1.50
5145 Printing	9,940.14	12,000.00	(2,059.86)	0.83
5148 Software		12,500.00	(12,500.00)	-
5150 Supplies	2,565.01	2,500.00	65.01	1.03
5200 Board			-	
5220 Meeting/Travel/Logistics	696.13		696.13	
Total 5200 Board	696.13	-	696.13	
5300 Business Development			-	
5310 Client Entertainment	4,155.93	5,000.00	(844.07)	0.83
5320 Member/Partner Outreach		2,500.00	(2,500.00)	-
5330 Travel/Lodging/Meals		7,500.00	(7,500.00)	-
Total 5300 Business Development	4,155.93	15,000.00	(10,844.07)	0.28
5450 Staff Travel			-	

5451 Lodging	1,156.82		1,156.82	
5452 Meals	220.95		220.95	
5453 Mileage	1,427.10		1,427.10	
5454 Transportation (car, flight, cab)	1,378.37		1,378.37	
Total 5450 Staff Travel	4,183.24	-	4,183.24	
5500 Contracted Services	5.50		5.50	
5520 Legal	597.00		597.00	
5530 Marketing/Communications		20,000.00	(20,000.00)	-
5550 Strategic Planning/Consulting	487.50	15,500.00	(15,012.50)	0.03
Total 5500 Contracted Services	1,090.00	35,500.00	(34,410.00)	0.03
5700 Facilities/food/AV logistics	20,684.98	40,000.00	(19,315.02)	0.52
6010 Exam Administration/Development	425,523.38		425,523.38	
6990 Write Offs	512.31		512.31	
Total Expenses	481,890.13	136,000.00	345,890.13	3.54
Net Operating Income	2,288,273.06	2,271,500.00	16,773.06	1.01
Other Expenses				
77000 Exchange Gain or Loss	(33,476.06)		(33,476.06)	
Total Other Expenses	(33,476.06)	-	(33,476.06)	
Net Other Income	33,476.06	-	33,476.06	
Net Income	2,321,749.12	2,271,500.00	50,249.12	1.02

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Statement of Cash Flows

September 30th, 2024 DRAFT

OPERATING ACTIVITIES	
Net Income	620,798
Adjustments to reconcile Net Income to Net Cash from Operations	
Acct. Rec.	(95,721)
Executive Loan	-
Petty Cash	(6,500)
Prepaid Expenses	30,000
*Accounts Payable	(31,703)
Unearned Revenues	-
Accrued Salaries & Benefits	-
Deferred Income	-
Net cash provided by Operating Activities	516,874
INVESTING ACTIVITIES	
Furniture and Equipment	(18,127)
Accumulated Depreciation	63,227
Leasehold Improvements	-
Certificate of Deposit	(4,515)
Charles Schwab	(466,796)
PFG Mellon Investor	(4,136)
Net cash provided by Investing Activities	(430,347)
FINANCING ACTIVITIES	
PPP Loan	-
CSB Line of credit	-
Loan Origination Fee - Long Term	-
Long Term Debt	-
Net Cash provided by Financing Activities	-
Net cash increase for period	86,527
Cash at beginning of period	512,279
Cash at end of period	598,806

Water Professionals International

Balance Sheet

September 30, 2024

ASSETS				Amount	Beginning Balance	Change in FYE 2024	
Current Assets							
Checking/Savings	\$	598,806	\$	512,279	\$	86,527	↑
Accounts Receivable/Unbilled Revenue	\$	388,477	\$	292,756	\$	95,721	↑
Petty Cash	\$	9,041	\$	2,541	\$	6,500	↑
Prepaid Expenses	\$	6,263	\$	36,263	\$	(30,000)	↓
Total Current Assets	\$	1,002,587	\$	843,839	\$	158,748	↑
Fixed Assets							
Leasehold Improvements	\$	362,820	\$	362,820	\$	-	-
Accumulated Depreciation & Amortization	\$	(283,991)	\$	(220,764)	\$	(63,227)	↓
Furniture and Equipment	\$	208,469	\$	190,342	\$	18,127	↑
Total Fixed Assets	\$	287,298	\$	332,398	\$	(45,100)	↓
Other Assets							
Charles Schwab	\$	2,231,555	\$	1,764,759	\$	466,796.11	↑
PFG Mellon Investor	\$	25,397	\$	21,261	\$	4,136	↑
Executive Loan	\$	-	\$	-	\$	-	-
Certificates of Deposit >1 yr	\$	106,870	\$	102,356	\$	4,515	↑
Deferred Comp	\$	57,329	\$	57,330	\$	(1)	↓
Total Other Assets	\$	2,421,151	\$	1,945,705	\$	475,446	↑
TOTAL ASSETS	\$	3,711,036	\$	3,121,941	\$	589,094	↑

LIABILITIES & EQUITY				Amount	Beginning Balance	Change in FYE 2024	
Liabilities							
Accounts Payable	\$	130,124	\$	161,827	\$	(31,703)	↓
Employee Benefits Payable	\$	90,626	\$	90,626	\$	-	-
Accrued Salaries and Wages	\$	26,333	\$	26,333	\$	-	-
Deferred Income	\$	60,591	\$	60,591	\$	-	-
Other Liabilities	\$	-	\$	-	\$	-	-
Deferred Comp Liability	\$	57,330	\$	57,330	\$	-	-
CSB Line of Credit	\$	-	\$	-	\$	-	-
CSB Loan	\$	-	\$	-	\$	-	-
Total Liabilities	\$	365,003	\$	396,706	\$	(31,703)	↓
Equity							
Opening Bal Equity	\$	104,657	\$	104,657	\$	-	-
Retained Earnings	\$	2,620,578	\$	2,594,990	\$	25,588	↑
Net Income	\$	620,798	\$	25,588	\$	595,211	↑
Total Equity	\$	3,346,033	\$	2,725,235	\$	620,798	↑
TOTAL LIABILITIES & EQUITY	\$	3,711,036	\$	3,121,941	\$	589,095	↑



month	equity	liabilities
Oct-21	3,376,338.25	576,787.87
Nov-21	3,431,095.00	536,330.00
Dec-21	3,810,945.00	372,706.00
Jan-22	3,458,350.00	236,492.00
Feb-22	3,367,552.00	196,761.00
Mar-22	3,561,165.47	203,131.47
Apr-22	3,273,789.00	204,552.00
May-22	3,358,307.00	221,584.00
Jun-22	2,962,148.65	215,751.99
Jul-22	3,178,982.00	203,003.00
Aug-22	3,080,320.54	212,704.67
Sep-22	2,686,294.00	352,931.84
Oct-22	2,803,853.00	348,851.00
Nov-22	2,935,962.00	250,469.00
Dec-22	2,949,719.00	281,455.00
Jan-23	2,979,453.00	205,267.00
Feb-23	2,755,007.00	318,940.00
Mar-23	2,847,915.00	233,418.00
Apr-23	2,932,439.00	234,097.00
May-23	2,892,503.00	248,392.00
Jun-23	2,944,587.00	273,913.00
Jul-23	3,063,608.00	234,633.00
Aug-23	3,119,614.00	226,944.00
Sep-23	2,808,150.34	336,979.00
Oct-23	2,787,866.00	299,408.00
Nov-23	3,055,999.00	241,127.00
Dec-23	3,217,237.00	259,678.00
1-Jan	2,982,420.00	278,848.00
Feb-24	3,125,373.00	248,788.00
Mar-24	3,161,105.00	298,745.00
Apr-24	3,138,143.00	301,534.00
May-24	3,197,498.00	261,978.00
Jun-24	3,340,779.00	270,865.00
Jul-24	3,426,680.00	264,848.00
Aug-24	3,406,133.00	303,992.00
Sep-24	\$ 3,346,033	\$ 365,003

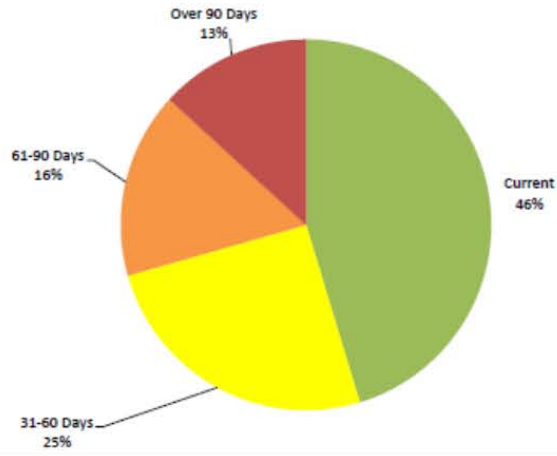
Water Professionals International
A/R Aging Summary
As of September 30, 2024

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
ACWUA					630.00	630.00
AK1 - AK DEC	1,739.00					1,739.00
AL1 - AL DEM	10,583.00	6,709.00				17,292.00
AR1 - AR DOH (WT)	7,317.00	1,435.00	1,640.00			10,392.00
AZ1 - AZ DEQ - Testing				23,641.00	1,600.00	25,241.00
AZ2 - City of Phoenix	3,337.00					3,337.00
BC1 - BC EOCP	3,060.62	2,967.75	5,079.61			11,107.98
BMI / Backflow Management Inc					250.00	250.00
C2EP Certification - PO						-
DC Water					(390.00)	(390.00)
Total C2EP Certification - PO	-	-	-	-	(390.00)	(390.00)
CAW - CAWASA	343.00	977.00				1,320.00
CNV - CA-NV AWWA	1,665.00					1,665.00
Craig Hennager					48.00	48.00
CSUS					250.00	250.00
CT1 - CT DPH (WT)					1,500.00	1,500.00
GA1 - GA EDTU					1,950.00	1,950.00
Government of Nunavut					6,098.30	6,098.30
GU1 - Guam EPA	306.00	357.00			1,200.00	1,863.00
HI2 - HI DOH (WW)		839.00				839.00
IA1 - IA DNR	8,054.00					8,054.00
ITC - ITCA	100.00					100.00
Klenzoid Inc					250.00	250.00
KS1 - KS WEA	793.00	1,177.00				1,970.00
MA1 - MA Prof Lic					1,800.00	1,800.00
MB1 - Manitoba					1,764.00	1,764.00
MD1 - MD DOE	975.00					975.00
MO (DNR)	14,085.00	12,101.00		12,621.00		38,807.00
MO (WEA)					1,839.00	1,839.00
MS1 - MS DOH(WT)	1,590.00	3,604.00	1,590.00	2,438.00	2,080.00	11,302.00
MS2 - MS DEQ (WW)	1,625.00					1,625.00
MT1 - MT (DEQ)	1,975.00					1,975.00
NB2 - New Brunswick	223.35					223.35
NE1 - NE DEQ	957.00					957.00
NEW - NEWWA	7,250.00					7,250.00
NJ1 - NJ DEP					1,800.00	1,800.00
NJWEA					300.00	300.00
NM1 - US EPA Region 6					600.00	600.00
NMP - CNMI DEQ					753.00	753.00
NS1 - NS DEL	1,039.57	2,286.40			4,052.52	7,378.49

NV2 - NV DEP Safe Drinking Water					1,500.00	1,500.00
NY DOH					1,800.00	1,800.00
NY1 - NY DEC (WW)				(162.00)	(2,735.24)	(2,897.24)
NY2 - NY WEA(C)	196.00					196.00
OK1 (OK WEA)		1,513.00				1,513.00
ONT - CAD\$	85.64		51,608.79	47.27		51,741.70
OR1 - OR HA (WT)	73.00					73.00
PE1 - PEI DOE	759.57					759.57
RI1 - RI DOH		173.50			371.50	545.00
RMW - RMWEA					300.00	300.00
SK1 - SK SIAST	51.00					51.00
SkillWorks, Inc.					250.00	250.00
TMACOG		2,016.00				2,016.00
TN1 - TN FTC		25.00				25.00
Town of Johnstown					250.00	250.00
UST - USET	102.00		102.00		817.00	1,021.00
UT1 - UT DWQ	3,213.00					3,213.00
WA1 - WA DOH (WT)					384.00	384.00
TOTAL	71,497.75	36,180.65	60,020.40	38,585.27	31,312.08	237,596.15

Friday, Nov 01, 2024 03:27:18 PM GMT-7

Accounts Receivable Aging Distribution



Current	0.453199263	\$ 107,678.40
31-60 Days	0.252615204	\$ 60,020.40
61-90 Days	0.162398549	\$ 38,585.27
Over 90 Days	0.131786984	\$ 31,312.08
		\$ 237,596.15