

Water Professionals International
Budget vs. Actuals: FY2025 - Budget - FY25 P&L Classes
October - December, 2024

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4000 Membership			-	
4010 Associate	5,750.00	1,625.01	4,124.99	3.54
4020 Regulatory/Voluntary Membership	110,400.00	27,999.99	82,400.01	3.94
4030 Special Memberships	7,700.00	1,925.01	5,774.99	4.00
Total 4000 Membership	123,850.00	31,550.01	92,299.99	3.93
4100 Certification				
4110 WPI	10,334.00	11,250.00	(916.00)	0.92
4120 Professional Operator		2,499.99	(2,499.99)	-
Total 4100 Certification	10,369.00	13,749.99	(3,380.99)	0.75
4200 Testing			-	
4210 Computer-Based/LRP/PSI	329,792.00	425,000.01	(95,208.01)	0.78
4220 Paper-Based	69,995.50	132,999.99	(63,004.49)	0.53
4230 Web-Based	120,654.99	106,250.01	14,404.98	1.14
4240 Customized Fees	37,840.77	8,750.01	29,090.76	4.32
4250 Reports and Exports	785.00	999.99	(214.99)	0.79
4260 Shipping Offsets	2,497.58	2,499.99	(2.41)	1.00
Total 4200 Testing	561,565.84	676,500.00	(114,934.16)	0.83
4300 Conference			-	
4310 Exhibits/Sponsorship	32,000.00	8,124.99	23,875.01	3.94
4320 Registration	59,891.60	18,750.00	41,141.60	3.19
Total 4300 Conference	91,891.60	26,874.99	65,016.61	3.42
4401 Program Service Revenue		5,250.00	(5,250.00)	-
4500 Sales	1,000.00		1,000.00	
4510 PO Store		624.99	(624.99)	-
4520 Amazon Store		875.01	(875.01)	-
Total 4500 Sales	1,000.00	1,500.00	(500.00)	0.67
4600 Royalties & Publications	4,672.89	1,500.00	3,172.89	3.12
4700 Other Revenue	2,027.83	2,499.99	(472.16)	0.81
4930 Capital Gains/Losses	-	1,250.01	(1,250.01)	-
4940 Unrealized Investment Gain/Loss	(67,712.95)		(67,712.95)	
9999 Dues			-	
Associate Memberships	-		-	
Total 9999 Dues	-	-	-	
Testing Program	-		-	
Total Income	727,664.21	760,674.99	(33,010.78)	0.96
Gross Profit	727,664.21	760,674.99	(33,010.78)	0.96
Expenses				
5110 Bank-CC Fees	25,810.23	12,750.00	13,060.23	2.02
5120 Copier Supplies & Maintenance		249.99	(249.99)	-
5130 Donation/Contribution		3,375.00	(3,375.00)	-
5131 Dues & Subscriptions	2,995.81	3,000.00	(4.19)	1.00
5132 Equipment Maintenance	555.42	1,875.00	(1,319.58)	0.30
5133 Equipment Purchase (\$1000 or less)	2,788.59	1,875.00	913.59	1.49
5134 Equipment Purchase (\$1001 or Greater)	3,934.90	3,999.99	(65.09)	0.98
5136 Equipment/Furniture Lease Interest	689.81	2,000.01	(1,310.20)	0.34
5137 Incentives/Gifts	5,096.96	1,749.99	3,346.97	2.91
5139 Insurance	2,958.31	3,000.00	(41.69)	0.99
5141 Internet/Web & Infrastructure		8,000.01	(8,000.01)	-
5142 Miscellaneous	1,245.76	1,125.00	120.76	1.11
5143 Office/Building Maintenance	162.00	624.99	(462.99)	0.26
5144 Postage/Shipping	3,326.42	4,375.02	(1,048.60)	0.76
5145 Printing	5,167.81	3,999.99	1,167.82	1.29
5146 Recognition Awards	2,385.73	2,875.02	(489.29)	0.83
5147 Rent (Office)	26,347.65	30,000.00	(3,652.35)	0.88

5148 Software	37,693.08	9,999.99	27,693.09	3.77
5149 Utilities	6,254.41	6,000.00	254.41	1.04
5150 Supplies	10,498.87	6,249.99	4,248.88	1.68
5200 Board				
5210 Development		2,499.99	(2,499.99)	-
5220 Meeting/Travel/Logistics	11,227.09	38,250.00	(27,022.91)	0.29
Total 5200 Board	11,227.09	40,749.99	(29,522.90)	0.28
5300 Business Development	8,830.59		8,830.59	
5310 Client Entertainment	974.78	3,874.98	(2,900.20)	0.25
5320 Member/Partner Outreach	5,906.60	10,500.00	(4,593.40)	0.56
5330 Travel/Lodging/Meals	19,679.29	12,000.00	7,679.29	1.64
5340 Marketing and Promotional	1,282.93	12,999.99	(11,717.06)	0.10
5350 Org/Professional Memberships	8,175.00	2,250.00	5,925.00	3.63
Total 5300 Business Development	44,849.19	41,624.97	3,224.22	1.08
5400 Personnel				
5410 Employee Recruitment	8.00	624.99	(616.99)	0.01
5420 Salaries	363,641.87	273,750.00	89,891.87	1.33
Total 5400 Personnel	363,649.87	274,374.99	89,274.88	1.33
5430 Employee Benefits				
5431 401K/Roth	20,595.70	33,999.99	(13,404.29)	0.61
5432 Life Insurance Premium	6,168.39	1,125.00	5,043.39	5.48
5433 LTD Premium	878.52	750.00	128.52	1.17
5434 Medical Premium	25,594.63	24,249.99	1,344.64	1.06
5435 Phone Allowance/Reimbursement	4,100.00	4,125.00	(25.00)	0.99
5436 Professional Development	1,624.96	6,499.98	(4,875.02)	0.25
5437 Team Recognition/Development	2,652.54	3,000.00	(347.46)	0.88
5439 Wellness Incentive	5,863.01	1,250.01	4,613.00	4.69
Total 5430 Employee Benefits	67,477.75	74,999.97	(7,522.22)	0.90
5450 Staff Travel				
5451 Lodging	6,215.04	13,749.99	(7,534.95)	0.45
5452 Meals	916.32	3,375.00	(2,458.68)	0.27
5453 Mileage	34.89	812.52	(777.63)	0.04
5454 Transportation (car, flight, cab)	5,231.13	11,125.02	(5,893.89)	0.47
Total 5450 Staff Travel	12,397.38	29,062.53	(16,665.15)	0.43
5500 Contracted Services	39,990.00		39,990.00	
5510 Accounting/Audit	13,400.01	16,250.01	(2,850.00)	0.82
5520 Legal	2,817.83	6,249.99	(3,432.16)	0.45
5530 Marketing/Communications	34,286.16	78,249.99	(43,963.83)	0.44
5540 Payroll	2,797.31	2,375.01	422.30	1.18
5550 Strategic Planning/Consulting		17,749.98	(17,749.98)	-
5555 SME Consulting		7,500.00	(7,500.00)	-
Total 5500 Contracted Services	93,291.31	128,374.98	(35,083.67)	0.73
5600 Sponsorship	452.43	2,499.99	(2,047.56)	0.18
5700 Facilities/food/AV logistics	71,914.25	52,625.01	19,289.24	1.37
6010 Exam Administration/Development	139,697.48	13,749.99	125,947.49	10.16
6040 Trade Shows	185.71	9,500.01	(9,314.30)	0.02
6105 Advertising	2,077.19		2,077.19	
6999 Uncategorized Expenses	742.00	825.00	(83.00)	0.90
Tech Asst/Grant Expense	-		-	
Total Expenses	945,873.41	775,512.42	170,360.99	1.22
Net Operating Income	(218,209.20)	(14,837.43)	(203,371.77)	14.71
Other Income				
4910 Interest Earned	3,121.90	2,375.01	746.89	1.31
4920 Dividends Received	18,375.91	8,750.01	9,625.90	2.10
Total Other Income	21,497.81	11,125.02	10,372.79	1.93
Other Expenses				
77000 Exchange Gain or Loss	(18,705.89)		(18,705.89)	
Total Other Expenses	(18,705.89)	-	(18,705.89)	
Net Other Income	40,203.70	11,125.02	29,078.68	3.61
Net Income	(178,005.50)	(3,712.41)	(174,293.09)	47.95

Monday, Feb 24, 2025 07:12:23 AM GMT-8 - Accrual Basis

Water Professionals International
Profit and Loss
October - December, 2024

	Total
Income	
4000 Membership	
4010 Associate	5,750.00
4020 Regulatory/Voluntary Membership	110,400.00
4030 Special Memberships	7,700.00
Total 4000 Membership	\$ 123,850.00
4100 Certification	
4110 WPI	35.00
Total 4100 Certification	\$ 10,369.00
4200 Testing	
4210 Computer-Based/LRP/PSI	329,792.00
4220 Paper-Based	69,995.50
4230 Web-Based	120,654.99
4240 Customized Fees	37,840.77
4250 Reports and Exports	785.00
4260 Shipping Offsets	2,497.58
Total 4200 Testing	\$ 561,565.84
4300 Conference	
4310 Exhibits/Sponsorship	32,000.00
4320 Registration	59,891.60
Total 4300 Conference	\$ 91,891.60
4500 Sales	1,000.00
4600 Royalties & Publications	4,672.89
4700 Other Revenue	2,027.83
4930 Capital Gains/Losses	0.00
4940 Unrealized Investment Gain/Loss	-67,712.95
9999 Dues	
Associate Memberships	0.00
Total 9999 Dues	\$ 0.00
Testing Program	0.00
Total Income	\$ 727,664.21
Gross Profit	\$ 727,664.21
Expenses	
5110 Bank-CC Fees	25,810.23
5131 Dues & Subscriptions	2,995.81
5132 Equipment Maintenance	555.42
5133 Equipment Purchase (\$1000 or less)	2,788.59
5134 Equipment Purchase (\$1001 or Greater)	3,934.90
5136 Equipment/Furniture Lease Interest	689.81
5137 Incentives/Gifts	5,096.96
5139 Insurance	2,958.31

5142 Miscellaneous		1,245.76
5143 Office/Building Maintenance		162.00
5144 Postage/Shipping		3,326.42
5145 Printing		5,167.81
5146 Recognition Awards		2,385.73
5147 Rent (Office)		26,347.65
5148 Software		37,693.08
5149 Utilities		6,254.41
5150 Supplies		10,498.87
5200 Board		
5220 Meeting/Travel/Logistics		11,227.09
Total 5200 Board	\$	11,227.09
5300 Business Development		8,830.59
5310 Client Entertainment		974.78
5320 Member/Partner Outreach		5,906.60
5330 Travel/Lodging/Meals		19,679.29
5340 Marketing and Promotional		1,282.93
5350 Org/Professional Memberships		8,175.00
Total 5300 Business Development	\$	44,849.19
5400 Personnel		
5410 Employee Recruitment		8.00
5420 Salaries		363,641.87
Total 5400 Personnel	\$	363,649.87
5430 Employee Benefits		
5431 401K/Roth		20,595.70
5432 Life Insurance Premium		6,168.39
5433 LTD Premium		878.52
5434 Medical Premium		25,594.63
5435 Phone Allowance/Reimbursement		4,100.00
5436 Professional Development		1,624.96
5437 Team Recognition/Development		2,652.54
5439 Wellness Incentive		5,863.01
Total 5430 Employee Benefits	\$	67,477.75
5450 Staff Travel		
5451 Lodging		6,215.04
5452 Meals		916.32
5453 Mileage		34.89
5454 Transportation (car, flight, cab)		5,231.13
Total 5450 Staff Travel	\$	12,397.38
5500 Contracted Services		39,990.00
5510 Accounting/Audit		13,400.01
5520 Legal		2,817.83
5530 Marketing/Communications		34,286.16
5540 Payroll		2,797.31
Total 5500 Contracted Services	\$	93,291.31
5600 Sponsorship		452.43
5700 Facilities/food/AV logistics		71,914.25

6010 Exam Administration/Development		139,697.48
6040 Trade Shows		185.71
6105 Advertising		2,077.19
6999 Uncategorized Expenses		742.00
Tech Asst/Grant Expense		0.00
Total Expenses	\$	945,873.41
Net Operating Income	-\$	218,209.20
Other Income		
4910 Interest Earned		3,121.90
4920 Dividends Received		18,375.91
Total Other Income	\$	21,497.81
Other Expenses		
Unrealized Gain or Loss		0.00
77000 Exchange Gain or Loss		-18,705.89
Total Other Expenses	-\$	18,705.89
Net Other Income	\$	40,203.70
Net Income	-\$	178,005.50

Monday, Feb 24, 2025 07:20:38 AM GMT-8 - Accrual Basis

Water Professionals International Budget vs. Actuals: Management

October - December, 2024

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4000 Membership			0.00	
4010 Associate	5,750.00	1,625.01	4,124.99	353.84%
4020 Regulatory/Voluntary Membership	110,400.00	27,999.99	82,400.01	394.29%
4030 Special Memberships	7,700.00	1,925.01	5,774.99	400.00%
Total 4000 Membership	\$ 123,850.00	\$ 31,550.01	\$ 92,299.99	392.55%
4300 Conference			0.00	
4320 Registration	3,090.25		3,090.25	
Total 4300 Conference	\$ 3,090.25	\$ 0.00	\$ 3,090.25	
4500 Sales			0.00	
4510 PO Store		375.00	-375.00	0.00%
4520 Amazon Store		375.00	-375.00	0.00%
Total 4500 Sales	\$ 0.00	\$ 750.00	-\$ 750.00	0.00%
4600 Royalties & Publications	4,672.89	1,250.01	3,422.88	373.83%
4700 Other Revenue		2,499.99	-2,499.99	0.00%
4930 Capital Gains/Losses	0.00	1,250.01	-1,250.01	0.00%
4940 Unrealized Investment Gain/Loss	-67,712.95		-67,712.95	
9999 Dues			0.00	
Associate Memberships	0.00		0.00	
Total 9999 Dues	\$ 0.00	\$ 0.00	\$ 0.00	
Total Income	\$ 63,900.19	\$ 37,300.02	\$ 26,600.17	171.31%
Gross Profit	\$ 63,900.19	\$ 37,300.02	\$ 26,600.17	171.31%
Expenses				
5110 Bank-CC Fees	25,810.23	12,500.01	13,310.22	206.48%
5120 Copier Supplies & Maintainance		249.99	-249.99	0.00%
5130 Donation/Contribution		2,750.01	-2,750.01	0.00%
5131 Dues & Subscriptions	2,558.37	2,750.01	-191.64	93.03%
5132 Equipment Maintenance	555.42	1,875.00	-1,319.58	29.62%
5133 Equipment Purchase (\$1000 or less)	2,598.13	1,875.00	723.13	138.57%
5134 Equipment Purchase (\$1001 or Greater)	3,934.90	3,375.00	559.90	116.59%
5136 Equipment/Furniture Lease Interest	689.81	2,000.01	-1,310.20	34.49%
5137 Incentives/Gifts	1,905.68	624.99	1,280.69	304.91%
5139 Insurance	2,958.31	3,000.00	-41.69	98.61%
5141 Internet/Web & Infrastructure		3,000.00	-3,000.00	0.00%
5142 Miscellaneous	1,225.76	249.99	975.77	490.32%
5143 Office/Building Maintenance	162.00	624.99	-462.99	25.92%
5144 Postage/Shipping	9.55	500.01	-490.46	1.91%
5145 Printing	750.00	249.99	500.01	300.01%
5146 Recognition Awards	2,328.99	1,250.01	1,078.98	186.32%
5147 Rent (Office)	26,347.65	30,000.00	-3,652.35	87.83%

5148 Software	37,693.08	6,249.99	31,443.09	603.09%
5149 Utilities	6,254.41	6,000.00	254.41	104.24%
5150 Supplies	3,917.97	4,374.99	-457.02	89.55%
5200 Board			0.00	
5210 Development		2,499.99	-2,499.99	0.00%
5220 Meeting/Travel/Logistics	10,730.00	27,000.00	-16,270.00	39.74%
Total 5200 Board	\$ 10,730.00	\$ 29,499.99	-\$ 18,769.99	36.37%
5300 Business Development			0.00	
5310 Client Entertainment	190.54	624.99	-434.45	30.49%
5320 Member/Partner Outreach	1,590.61	1,500.00	90.61	106.04%
5330 Travel/Lodging/Meals	57.10	1,875.00	-1,817.90	3.05%
5340 Marketing and Promotional		2,499.99	-2,499.99	0.00%
5350 Org/Professional Memberships	8,175.00	999.99	7,175.01	817.51%
Total 5300 Business Development	\$ 10,013.25	\$ 7,499.97	\$ 2,513.28	133.51%
5400 Personnel			0.00	
5410 Employee Recruitment	8.00	624.99	-616.99	1.28%
5420 Salaries	363,641.87	273,750.00	89,891.87	132.84%
Total 5400 Personnel	\$ 363,649.87	\$ 274,374.99	\$ 89,274.88	132.54%
5430 Employee Benefits			0.00	
5431 401K/Roth	20,595.70	33,999.99	-13,404.29	60.58%
5432 Life Insurance Premium	6,168.39	1,125.00	5,043.39	548.30%
5433 LTD Premium	878.52	750.00	128.52	117.14%
5434 Medical Premium	25,594.63	24,249.99	1,344.64	105.54%
5435 Phone Allowance/Reimbursement	4,100.00	4,125.00	-25.00	99.39%
5436 Professional Development	1,624.96	6,249.99	-4,625.03	26.00%
5437 Team Recognition/Development	2,602.28	3,000.00	-397.72	86.74%
5439 Wellness Incentive	5,863.01	1,250.01	4,613.00	469.04%
Total 5430 Employee Benefits	\$ 67,427.49	\$ 74,749.98	-\$ 7,322.49	90.20%
5450 Staff Travel			0.00	
5451 Lodging	6,215.04	5,625.00	590.04	110.49%
5452 Meals	745.93	1,374.99	-629.06	54.25%
5453 Mileage	34.89	312.51	-277.62	11.16%
5454 Transportation (car, flight, cab)	1,982.98	5,375.01	-3,392.03	36.89%
Total 5450 Staff Travel	\$ 8,978.84	\$ 12,687.51	-\$ 3,708.67	70.77%
5500 Contracted Services	6,500.00		6,500.00	
5510 Accounting/Audit	13,400.01	16,250.01	-2,850.00	82.46%
5520 Legal	2,817.83	2,499.99	317.84	112.71%
5530 Marketing/Communications	34,286.16	57,750.00	-23,463.84	59.37%
5540 Payroll	2,797.31	2,375.01	422.30	117.78%
5550 Strategic Planning/Consulting		5,250.00	-5,250.00	0.00%
5555 SME Consulting		3,750.00	-3,750.00	0.00%
Total 5500 Contracted Services	\$ 59,801.31	\$ 87,875.01	-\$ 28,073.70	68.05%
5700 Facilities/food/AV logistics		125.01	-125.01	0.00%
6010 Exam Administration/Development	42,715.90		42,715.90	
6040 Trade Shows	67.39	2,000.01	-1,932.62	3.37%
6105 Advertising	2,077.19		2,077.19	
6999 Uncategorized Expenses	742.00	825.00	-83.00	89.94%

Total Expenses	\$ 685,903.50	\$ 573,137.46	\$ 112,766.04	119.68%
Net Operating Income	-\$ 622,003.31	-\$ 535,837.44	-\$ 86,165.87	116.08%
Other Income				
4910 Interest Earned	3,121.90	2,375.01	746.89	131.45%
4920 Dividends Received	18,375.91	8,750.01	9,625.90	210.01%
Total Other Income	\$ 21,497.81	\$ 11,125.02	\$ 10,372.79	193.24%
Other Expenses				
77000 Exchange Gain or Loss	-18,705.89		-18,705.89	
Total Other Expenses	-\$ 18,705.89	\$ 0.00	-\$ 18,705.89	
Net Other Income	\$ 40,203.70	\$ 11,125.02	\$ 29,078.68	361.38%
Net Income	-\$ 581,799.61	-\$ 524,712.42	-\$ 57,087.19	110.88%

Monday, Feb 24, 2025 07:14:58 AM GMT-8 - Accrual Basis

Water Professionals International
Budget vs. Actuals: Certification
October - December, 2024

	Actual	Budget	Total over Budget	% of Budget
Income				
4100 Certification	35.00		35.00	
4110 WPI	10,334.00	11,250.00	(916.00)	0.92
4120 Professional Operator		2,499.99	(2,499.99)	-
Total 4100 Certification	10,369.00	13,749.99	(3,380.99)	0.75
4200 Testing			-	
4210 Computer-Based/LRP/PSI	329,792.00	425,000.01	(95,208.01)	0.78
4220 Paper-Based	69,995.50	132,999.99	(63,004.49)	0.53
4230 Web-Based	120,654.99	106,250.01	14,404.98	1.14
4240 Customized Fees	37,840.77	8,750.01	29,090.76	4.32
4250 Reports and Exports	785.00	999.99	(214.99)	0.79
4260 Shipping Offsets	2,497.58	2,499.99	(2.41)	1.00
Total 4200 Testing	561,565.84	676,500.00	(114,934.16)	0.83
4401 Program Service Revenue		5,250.00	(5,250.00)	-
4500 Sales			-	
4510 PO Store		249.99	(249.99)	-
4520 Amazon Store		500.01	(500.01)	-
Total 4500 Sales	-	750.00	(750.00)	-
4600 Royalties & Publications		249.99	(249.99)	-
4700 Other Revenue	2,027.83		2,027.83	
Testing Program	-		-	
Total Income	573,962.67	696,499.98	(122,537.31)	0.82
Gross Profit	573,962.67	696,499.98	(122,537.31)	0.82
Expenses				
5110 Bank-CC Fees		249.99	(249.99)	-
5130 Donation/Contribution		624.99	(624.99)	-
5131 Dues & Subscriptions	437.44	249.99	187.45	1.75
5133 Equipment Purchase (\$1000 or less)	190.46		190.46	
5137 Incentives/Gifts		375.00	(375.00)	-
5141 Internet/Web & Infrastructure		3,750.00	(3,750.00)	-
5142 Miscellaneous	20.00	500.01	(480.01)	0.04
5144 Postage/Shipping	3,316.87	3,000.00	316.87	1.11
5145 Printing	2,918.09	3,249.99	(331.90)	0.90
5146 Recognition Awards	56.74	375.00	(318.26)	0.15
5148 Software		2,499.99	(2,499.99)	-
5150 Supplies	980.16	1,125.00	(144.84)	0.87
5200 Board			-	
5220 Meeting/Travel/Logistics	497.09	6,750.00	(6,252.91)	0.07
Total 5200 Board	497.09	6,750.00	(6,252.91)	0.07
5300 Business Development	8,830.59		8,830.59	
5310 Client Entertainment	784.24	1,374.99	(590.75)	0.57
5320 Member/Partner Outreach	3,715.99	9,000.00	(5,284.01)	0.41
5330 Travel/Lodging/Meals	19,622.19	9,500.01	10,122.18	2.07
5340 Marketing and Promotional	1,282.93	10,500.00	(9,217.07)	0.12
5350 Org/Professional Memberships		1,250.01	(1,250.01)	-
Total 5300 Business Development	34,235.94	31,625.01	2,610.93	1.08
5430 Employee Benefits			-	
5436 Professional Development		249.99	(249.99)	-
Total 5430 Employee Benefits	-	249.99	(249.99)	-
5450 Staff Travel			-	
5451 Lodging		2,625.00	(2,625.00)	-
5452 Meals	170.39	1,250.01	(1,079.62)	0.14
5453 Mileage		500.01	(500.01)	-
5454 Transportation (car, flight, cab)	707.14	3,000.00	(2,292.86)	0.24
Total 5450 Staff Travel	877.53	7,375.02	(6,497.49)	0.12

5500 Contracted Services	25,000.00		25,000.00	
5520 Legal		3,750.00	(3,750.00)	-
5530 Marketing/Communications		12,999.99	(12,999.99)	-
5550 Strategic Planning/Consulting		6,249.99	(6,249.99)	-
5555 SME Consulting		3,750.00	(3,750.00)	-
Total 5500 Contracted Services	25,000.00	26,749.98	(1,749.98)	0.93
5600 Sponsorship		2,499.99	(2,499.99)	-
5700 Facilities/food/AV logistics		11,250.00	(11,250.00)	-
6010 Exam Administration/Development	96,981.58	13,749.99	83,231.59	7.05
6040 Trade Shows	118.32	7,500.00	(7,381.68)	0.02
Tech Asst/Grant Expense	-		-	
Total Expenses	165,630.22	123,749.94	41,880.28	1.34
Net Operating Income	408,332.45	572,750.04	(164,417.59)	0.71
Net Income	408,332.45	572,750.04	(164,417.59)	0.71

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Water Professionals International

Budget vs. Actuals: Conference

October - December, 2024

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4300 Conference			-	
4310 Exhibits/Sponsorship	32,000.00	8,124.99	23,875.01	3.94
4320 Registration	56,801.35	18,750.00	38,051.35	3.03
Total 4300 Conference	88,801.35	26,874.99	61,926.36	3.30
4500 Sales	1,000.00		1,000.00	
Total Income	89,801.35	26,874.99	62,926.36	3.34
Gross Profit	89,801.35	26,874.99	62,926.36	3.34
Expenses				
5134 Equipment Purchase (\$1001 or Greater)		624.99	(624.99)	-
5137 Incentives/Gifts	3,191.28	750.00	2,441.28	4.26
5141 Internet/Web & Infrastructure		1,250.01	(1,250.01)	-
5142 Miscellaneous		375.00	(375.00)	-
5144 Postage/Shipping		875.01	(875.01)	-
5145 Printing	1,499.72	500.01	999.71	3.00
5146 Recognition Awards		1,250.01	(1,250.01)	-
5148 Software		1,250.01	(1,250.01)	-
5150 Supplies	5,600.74	750.00	4,850.74	7.47
5200 Board			-	
5220 Meeting/Travel/Logistics		4,500.00	(4,500.00)	-
Total 5200 Board	-	4,500.00	(4,500.00)	-
5300 Business Development			-	
5310 Client Entertainment		1,875.00	(1,875.00)	-
5320 Member/Partner Outreach	600.00		600.00	
5330 Travel/Lodging/Meals		624.99	(624.99)	-
Total 5300 Business Development	600.00	2,499.99	(1,899.99)	0.24
5430 Employee Benefits			-	
5437 Team Recognition/Development	50.26		50.26	
Total 5430 Employee Benefits	50.26	-	50.26	
5450 Staff Travel			-	
5451 Lodging		5,499.99	(5,499.99)	-
5452 Meals		750.00	(750.00)	-
5454 Transportation (car, flight, cab)	2,541.01	2,750.01	(209.00)	0.92
Total 5450 Staff Travel	2,541.01	9,000.00	(6,458.99)	0.28
5500 Contracted Services	8,490.00		8,490.00	
5530 Marketing/Communications		7,500.00	(7,500.00)	-
5550 Strategic Planning/Consulting		6,249.99	(6,249.99)	-
Total 5500 Contracted Services	8,490.00	13,749.99	(5,259.99)	0.62
5600 Sponsorship	452.43		452.43	
5700 Facilities/food/AV logistics	71,914.25	41,250.00	30,664.25	1.74

Total Expenses	94,339.69	78,625.02	15,714.67	1.20
Net Operating Income	(4,538.34)	(51,750.03)	47,211.69	0.09
Net Income	(4,538.34)	(51,750.03)	47,211.69	0.09

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Statement of Cash Flows

10/31/2024

OPERATING ACTIVITIES	
Net Income	(178,006)
Adjustments to reconcile Net Income to Net Cash from Operations	
Acct. Rec.	(16,752)
Executive Loan	-
Petty Cash	(2,100)
Prepaid Expenses	-
*Accounts Payable	(5,752)
Unearned Revenues	-
Accrued Salaries & Benefits	-
Deferred Income	-
Net cash provided by Operating Activities	(202,610)
INVESTING ACTIVITIES	
Furniture and Equipment	-
Accumulated Depreciation	-
Leasehold Improvements	-
Certificate of Deposit	-
Charles Schwab	47,147
PFG Mellon Investor	2,614
Net cash provided by Investing Activities	49,761
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	(152,849)
Cash at beginning of period	598,762
Cash at end of period	445,913

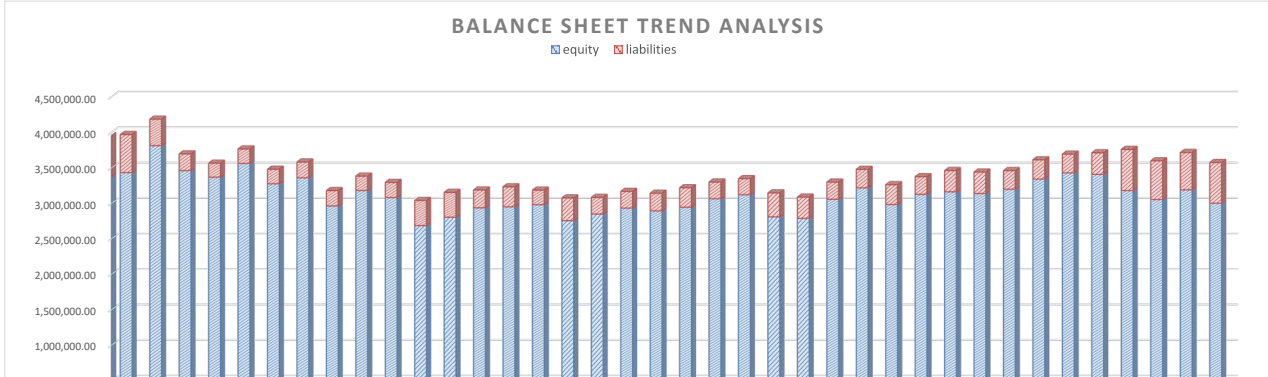
Water Professionals International

Balance Sheet

December 31, 2024

ASSETS	Amount	Beginning Balance	Change in FYE 2024	LIABILITIES & EQUITY	Amount	Beginning Balance	Change in FYE 2024
Current Assets				Liabilities			
Checking/Savings	\$ 445,913	\$ 598,762	\$ (152,849) ↓	Accounts Payable	\$ 156,434	\$ 162,186	\$ (5,752) ↓
Accounts Receivable/Unbilled Revenue	\$ 405,272	\$ 388,520	\$ 16,752 ↑	Employee Benefits Payable	\$ 105,303	\$ 105,303	\$ -
Petty Cash	\$ 3,585	\$ 1,485	\$ 2,100 ↑	Accrued Salaries and Wages	\$ 160,602	\$ 160,602	\$ -
Prepaid Expenses	\$ 6,263	\$ 6,263	\$ -	Deferred Income	\$ 42,354	\$ 42,354	\$ -
Total Current Assets	\$ 861,034	\$ 995,031	\$ (133,997) ↓	Other Liabilities	\$ -	\$ -	\$ -
Fixed Assets				Deferred Comp Liability	\$ 108,744	\$ 108,744	\$ -
Leasehold Improvements	\$ 362,820	\$ 362,820	\$ -	CSB Line of Credit	\$ -	\$ -	\$ -
Accumulated Depreciation & Amortization	\$ (281,322)	\$ (281,322)	\$ -	CSB Loan	\$ -	\$ -	\$ -
Furniture and Equipment	\$ 208,469	\$ 208,469	\$ -	Total Liabilities	\$ 573,437	\$ 579,189	\$ (5,752) ↓
Total Fixed Assets	\$ 289,967	\$ 289,967	\$ -	Equity			
Other Assets				Opening Bal Equity	\$ 104,657	\$ 104,657	\$ -
Charles Schwab	\$ 2,184,408	\$ 2,231,555	\$ -47,147.02 ↓	Retained Earnings	\$ 3,073,718	\$ 2,620,578	\$ 453,140 ↑
PFM Mellon Investor	\$ 22,783	\$ 25,397	\$ (2,614) ↓	Net Income	\$ (178,006)	\$ 453,140	\$ (631,146) ↓
Executive Loan	\$ -	\$ -	\$ -	Total Equity	\$ 3,000,369	\$ 3,178,375	\$ (178,006) ↓
Certificates of Deposit >1 yr	\$ 106,870	\$ 106,870	\$ -				
Deferred Comp	\$ 108,744	\$ 108,744	\$ -				
Total Other Assets	\$ 2,422,805	\$ 2,472,566	\$ (49,761) ↓				
TOTAL ASSETS	\$ 3,573,806	\$ 3,757,564	\$ (183,758) ↓	TOTAL LIABILITIES & EQUITY	\$ 3,573,806	\$ 3,757,564	\$ (183,758) ↓

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	\$ 3,178,375	\$ 579,189
Oct-24	\$ 3,051,980	\$ 545,387
Nov-24	3,188,889.00	525,001.00
Dec-24	3,000,369.00	573,437.00



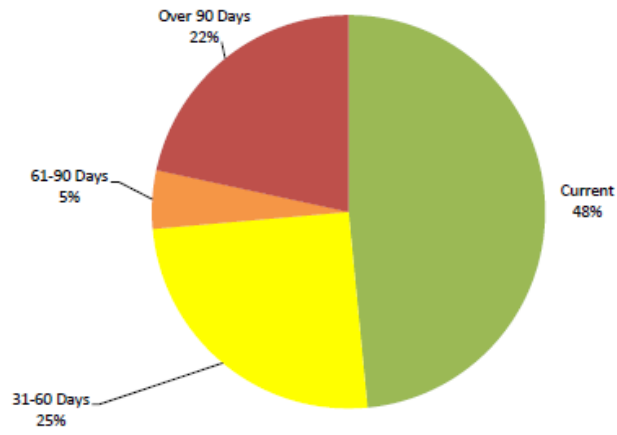
Water Professionals International
A/R Aging Summary
As of December 31, 2024

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
AB1 - Alberta AESRD	1,800.00		750.00			2,550.00
ACWUA					630.00	630.00
AK1 - AK DEC	1,669.00					1,669.00
AL1 - AL DEM	7,215.00		8,150.00			15,365.00
AR1 - AR DOH (WT)	6,852.00	1,804.00	1,353.00	7,317.00	3,075.00	20,401.00
AR2 - AR DEQ (WW)	1,800.00					1,800.00
AZ1 - AZ DEQ - Testing			1,600.00		23,641.00	25,241.00
AZ2 - City of Phoenix	2,679.00	4,606.00	3,525.00	752.00		11,562.00
BC1 - BC EOCP	7,215.24					7,215.24
BMI / Backflow Management Inc	250.00				250.00	500.00
C2EP Certification - PO						0.00
DC Water					-390.00	-390.00
Total C2EP Certification - PO	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	-\$ 390.00	-\$ 390.00
CAW - CAWASA	20.00					20.00
CNV - CA-NV AWWA			1,248.00			1,248.00
Craig Hennager	1,000.00					1,000.00
CSUS					250.00	250.00
CT1 - CT DPH (WT)	1,500.00				1,500.00	3,000.00
CT2 - CT DEP (WW)	1,200.00					1,200.00
Evergreen Rural Water of Washington	250.00					250.00
GA1 - GA EDTU					1,950.00	1,950.00
Government of Nunavut	300.00				6,098.30	6,398.30
GU1 - Guam EPA	1,251.00		254.00	2,910.00	1,506.00	5,921.00
IA1 - IA DNR	6,984.00					6,984.00
Klenzoid Inc					250.00	250.00
KS1 - KS WEA	2,738.00					2,738.00
KY1 - KY WWOA	600.00					600.00
Lakehaven Water and Sewer District	250.00					250.00
Lau Lau Consulting	250.00					250.00
MA2 - MA DEP (WWT) - Memb	1,800.00			1,500.00		3,300.00
MB1 - Manitoba	5,273.00	2,548.00				7,821.00
MD1 - MD DOE	2,146.00	913.00	5,739.00			8,798.00
ME1 - ME (WT) BOL/WSO	1,500.00					1,500.00
ME2 - ME(WW)	1,200.00					1,200.00
MO (DNR)	14,693.00					14,693.00
MO (WEA)					1,539.00	1,539.00
MS1 - MS DOH(WT)	3,514.00	3,180.00	1,978.00	1,590.00	9,712.00	19,974.00
MS2 - MS DEQ (WW)	1,200.00					1,200.00
NAW - NAWA	600.00					600.00
NB2 - New Brunswick	1,367.99	226.59	2,400.00			3,994.58
NC1 - NC AWWA/WEA	4,062.00					4,062.00
NE1 - NE DEQ	1,200.00					1,200.00
New Mexico Environment Dept, Drinking Water Bureau	1,800.00					1,800.00
NH1 - NH DES	1,200.00					1,200.00
NJ1 - NJ DEP	1,800.00				1,800.00	3,600.00
NJWEA	300.00				300.00	600.00
NL1 - NL DEC WWOCP	900.00					900.00

NM1 - US EPA Region 6	600.00				600.00
NMP - CNMI DEQ	600.00			153.00	753.00
NNE - Navajo Nation EPA	600.00				600.00
NS1 - NS DEL				6,338.92	6,338.92
NV2 - NV DEP Safe Drinking Water	1,500.00			1,500.00	3,000.00
NY DOH	1,800.00			1,800.00	3,600.00
NY1 - NY DEC (WW)				-197.24	-197.24
NY2 - NY WEA(C)	900.00				900.00
OK DEQ	1,800.00				1,800.00
OK1 (OK WEA)	1,765.00			1,513.00	3,278.00
ONT - CAD\$	1,800.00	48,606.27	85.64	47.27	50,539.18
PE1 - PEI DOE				759.57	759.57
RI1 - RI DOH	974.50			545.00	1,519.50
Rural Community Assistance Partnership (RCAP)	250.00				250.00
SC1- SC ECB	1,800.00				1,800.00
SK1 - SK SIAST	22,789.04	1,071.00			23,860.04
SkillWorks, Inc.	250.00			250.00	500.00
South Dakota Assoc. Rural Water Systems	250.00				250.00
TMACOG				2,016.00	2,016.00
TN1 - TN FTC	1,775.00				1,775.00
Town of Johnstown				250.00	250.00
Trinity River Authority of Texas	250.00				250.00
UST - USET	300.00			102.00	1,321.00
UT1 - UT DWQ	1,800.00	150.00			1,950.00
Utilities Services of Alaska	250.00				250.00
VT1 - VT DEC DWGWPD	1,525.00	989.00			2,514.00
VT2 - VT DEC Watershed (WW)	900.00				900.00
WA1 - WA DOH (WT)				384.00	384.00
WA2 - WA DOE(WW)	1,500.00				1,500.00
WA4 - WA DOE (Incinerator)	600.00	252.00			852.00
Walkerton Clean Water Centre	250.00				250.00
WV DHHR		1,800.00			1,800.00
WY - WARWS	250.00				250.00
TOTAL	\$ 137,457.77	\$ 14,348.59	\$ 78,794.27	\$ 15,016.21	\$ 67,630.25
					\$ 313,247.09

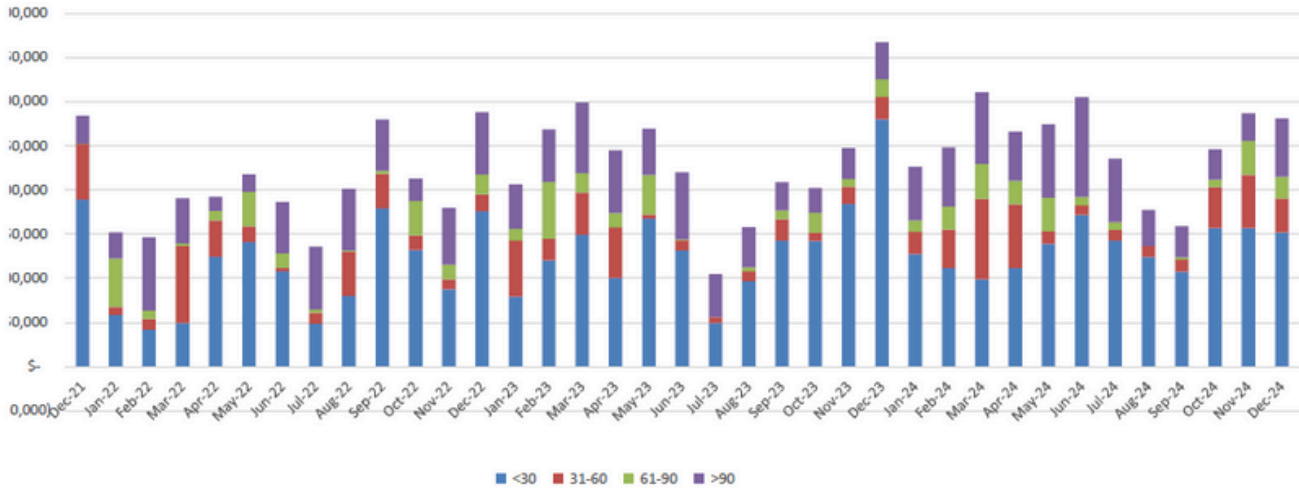
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Accounts Receivable Aging Distribution



Current	48.46%	\$ 151,806.36
31-60 Days	25.15%	\$ 78,794.27
61-90 Days	4.79%	\$ 15,016.21
Over 90 Days	21.59%	\$ 67,630.25
		\$ 313,247.09

Accounts Receivable Distribution by Month
December 2021 to December 2024



Month	<30	31-60	61-90	>90
Jan-18	\$ 48,220	\$ 38,819	\$ 10,169	\$ 4,418
Feb-18	\$ 61,761	\$ 36,724	\$ 3,284	\$ 5,801
Mar-18	\$ 59,435	\$ 18,968	\$ 14,405	\$ 6,117
Apr-18	\$ 64,805	\$ 15,426	\$ 11,620	\$ 15,423
May-18	\$ 112,630	\$ 6,457	\$ 5,513	\$ 13,214
Jun-18	\$ 124,914	\$ 40,122	\$ 2,996	\$ 4,132
Jul-18	\$ 75,444	\$ 12,538	\$ 22,867	\$ 7,071
Aug-18	\$ 86,735	\$ 6,981	\$ 11,656	\$ 29,803
Sep-18	\$ 107,863	\$ 11,423	\$ 46,585	\$ 35,022
Oct-18	\$ 80,042	\$ 51,570	\$ 46,910	\$ 34,955
Nov-18	\$ 160,931	\$ 30,319	\$ 10,361	\$ 73,367
Dec-18	\$ 189,241	\$ 38,238	\$ 24,138	\$ 60,658
Jan-19	\$ 93,580	\$ 59,662	\$ 18,269	\$ 16,680
Feb-19	\$ 113,080	\$ 35,361	\$ 15,888	\$ 4,304
Mar-19	\$ 65,696	\$ (1,205)	\$ 27,297	\$ 13,351
Apr-19	\$ 69,799	\$ 14,084	\$ (1,356)	\$ 37,396
May-19	\$ 128,488	\$ 29,968	\$ 13,983	\$ 34,386
Jun-19	\$ 131,285	\$ 39,532	\$ 25,764	\$ 38,151
Jul-19	\$ 123,899	\$ 16,641	\$ 14,505	\$ 31,796
Aug-19	\$ 175,474	\$ 32,978	\$ 54,943	\$ 30,979
Sep-19	\$ 183,873	\$ 35,853	\$ 22,468	\$ 29,110
Oct-19	\$ 82,836	\$ 22,781	\$ 37,688	\$ 18,998
Nov-19	\$ 121,967	\$ 12,237	\$ 8,721	\$ 35,195
Dec-19	\$ 197,288	\$ 3,339	\$ 2,395	\$ 27,031
Jan-20	\$ 112,345	\$ 49,033	\$ 8,880	\$ 21,519
Feb-20	\$ 83,000	\$ 30,863	\$ 10,695	\$ 21,095
Mar-20	\$ 61,968	\$ 16,981	\$ 19,104	\$ 21,916
Apr-20	\$ 75,921	\$ 9,090	\$ 12,445	\$ 36,428
May-20	\$ 12,571	\$ 9,795	\$ 3,847	\$ 29,745
Jun-20	\$ 5,773	\$ 11,157	\$ 3,610	\$ 21,145
Jul-20	\$ 17,026	\$ -	\$ 10,733	\$ 21,566
Aug-20	\$ 56,478	\$ 565	\$ -	\$ 15,606
Sep-20	\$ 16,098	\$ 10,950	\$ (1,930)	\$ 11,822
Oct-20	\$ 89,760.50	\$ 28,875.00	\$ 8,267.00	\$ 9,892.35
Nov-20	\$ 163,841.00	\$ 25,729.50	\$ 8,267.00	\$ 9,892.35
Dec-20	\$ 125,545.00	\$ 26,999.00	\$ 7,653.00	\$ 24,167.00
Jan-21	\$ 88,396.00	\$ 41,276.00	\$ 20,099.00	\$ 30,378.50
Feb-21	\$ 90,783.01	\$ 28,343.00	\$ 37,725.00	\$ 34,346.50
Mar-21	\$ 92,449.23	\$ 18,736.00	\$ 20,736.00	\$ 34,301.50
Apr-21	\$ 95,370.39	\$ 13,773.00	\$ 18,501.00	\$ 51,137.50
May-21	\$ 94,376.83	\$ 1,024.00	\$ 3,674.00	\$ 51,265.35
Jun-21	\$ 83,603.50	\$ 9,584.00	\$ 798.00	\$ 26,825.35
Jul-21	\$ 56,044	\$ 11,643	\$ 1,121	\$ 14,881
Aug-21	\$ 129,651	\$ 15,622	\$ 11,643	\$ 7,005
Sep-21	\$ 141,200	\$ 14,941	\$ 15,622	\$ 10,474