

Water Professionals International
Budget vs. Actuals: FY2025 - Budget - FY25 P&L Classes
October 2024 - January 2025

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4000 Membership			-	
4010 Associate	5,750.00	2,166.68	3,583.32	2.65
4020 Regulatory/Voluntary Membership	110,400.00	37,333.32	73,066.68	2.96
4030 Special Memberships	7,700.00	2,566.68	5,133.32	3.00
Total 4000 Membership	123,850.00	42,066.68	81,783.32	2.94
4100 Certification	35.00		35.00	
4110 WPI	13,269.00	15,000.00	(1,731.00)	0.88
4120 Professional Operator		3,333.32	(3,333.32)	-
Total 4100 Certification	13,304.00	18,333.32	(5,029.32)	0.73
4200 Testing			-	
4210 Computer-Based/LRP/PSI	561,930.00	566,666.68	(4,736.68)	0.99
4220 Paper-Based	84,567.50	177,333.32	(92,765.82)	0.48
4230 Web-Based	154,009.32	141,666.68	12,342.64	1.09
4240 Customized Fees	37,840.77	11,666.68	26,174.09	3.24
4250 Reports and Exports	785.00	1,333.32	(548.32)	0.59
4260 Shipping Offsets	2,889.87	3,333.32	(443.45)	0.87
Total 4200 Testing	842,022.46	902,000.00	(59,977.54)	0.93
4300 Conference			-	
4310 Exhibits/Sponsorship	32,000.00	10,833.32	21,166.68	2.95
4320 Registration	81,289.22	25,000.00	56,289.22	3.25
Total 4300 Conference	113,289.22	35,833.32	77,455.90	3.16
4401 Program Service Revenue		7,000.00	(7,000.00)	-
4500 Sales	724.00		724.00	
4510 PO Store		833.32	(833.32)	-
4520 Amazon Store		1,166.68	(1,166.68)	-
Total 4500 Sales	724.00	2,000.00	(1,276.00)	0.36
4600 Royalties & Publications	4,672.89	2,000.00	2,672.89	2.34
4700 Other Revenue	2,413.18	3,333.32	(920.14)	0.72
4930 Capital Gains/Losses	-	1,666.68	(1,666.68)	-
4940 Unrealized Investment Gain/Loss	(8,517.47)		(8,517.47)	
9999 Dues			-	
Associate Memberships	-		-	
Total 9999 Dues	-	-	-	
Testing Program			-	
Total Income	1,091,758.28	1,014,233.32	77,524.96	1.08
Gross Profit	1,091,758.28	1,014,233.32	77,524.96	1.08
Expenses				
5110 Bank-CC Fees	49,052.76	17,000.00	32,052.76	2.89
5120 Copier Supplies & Maintenance		333.32	(333.32)	-
5130 Donation/Contribution	1,000.00	4,500.00	(3,500.00)	0.22
5131 Dues & Subscriptions	4,555.79	4,000.00	555.79	1.14
5132 Equipment Maintenance	1,732.96	2,500.00	(767.04)	0.69
5133 Equipment Purchase (\$1000 or less)	4,644.17	2,500.00	2,144.17	1.86
5134 Equipment Purchase (\$1001 or Greater)	3,934.90	5,333.32	(1,398.42)	0.74
5136 Equipment/Furniture Lease Interest	689.81	2,666.68	(1,976.87)	0.26
5137 Incentives/Gifts	6,203.11	2,333.32	3,869.79	2.66
5139 Insurance	2,958.31	4,000.00	(1,041.69)	0.74
5141 Internet/Web & Infrastructure		10,666.68	(10,666.68)	-
5142 Miscellaneous	1,260.71	1,500.00	(239.29)	0.84
5143 Office/Building Maintenance	216.00	833.32	(617.32)	0.26
5144 Postage/Shipping	6,052.12	5,833.36	218.76	1.04
5145 Printing	6,598.23	5,333.32	1,264.91	1.24
5146 Recognition Awards	2,385.73	3,833.36	(1,447.63)	0.62
5147 Rent (Office)	35,130.20	40,000.00	(4,869.80)	0.88

5148 Software	38,571.40	13,333.32	25,238.08	2.89
5149 Utilities	8,206.94	8,000.00	206.94	1.03
5150 Supplies	14,743.21	8,333.32	6,409.89	1.77
5200 Board	1,075.06		1,075.06	
5210 Development		3,333.32	(3,333.32)	-
5220 Meeting/Travel/Logistics	29,777.72	51,000.00	(21,222.28)	0.58
Total 5200 Board	30,852.78	54,333.32	(23,480.54)	0.57
5300 Business Development	8,830.59		8,830.59	
5310 Client Entertainment	2,227.74	5,166.64	(2,938.90)	0.43
5320 Member/Partner Outreach	14,341.07	14,000.00	341.07	1.02
5330 Travel/Lodging/Meals	20,365.81	16,000.00	4,365.81	1.27
5340 Marketing and Promotional	7,270.93	17,333.32	(10,062.39)	0.42
5350 Org/Professional Memberships	8,205.00	3,000.00	5,205.00	2.74
Total 5300 Business Development	61,241.14	55,499.96	5,741.18	1.10
5400 Personnel	1,791.22		1,791.22	
5410 Employee Recruitment	8.00	833.32	(825.32)	0.01
5420 Salaries	467,739.20	365,000.00	102,739.20	1.28
Total 5400 Personnel	469,538.42	365,833.32	103,705.10	1.28
5430 Employee Benefits			-	
5431 401K/Roth	25,884.84	45,333.32	(19,448.48)	0.57
5432 Life Insurance Premium	6,310.19	1,500.00	4,810.19	4.21
5433 LTD Premium	1,190.92	1,000.00	190.92	1.19
5434 Medical Premium	35,191.20	32,333.32	2,857.88	1.09
5435 Phone Allowance/Reimbursement	5,400.00	5,500.00	(100.00)	0.98
5436 Professional Development	6,103.57	8,666.64	(2,563.07)	0.70
5437 Team Recognition/Development	3,364.73	4,000.00	(635.27)	0.84
5439 Wellness Incentive	6,087.46	1,666.68	4,420.78	3.65
Total 5430 Employee Benefits	89,532.91	99,999.96	(10,467.05)	0.90
5450 Staff Travel			-	
5451 Lodging	6,215.04	18,333.32	(12,118.28)	0.34
5452 Meals	2,238.10	4,500.00	(2,261.90)	0.50
5453 Mileage	34.89	1,083.36	(1,048.47)	0.03
5454 Transportation (car, flight, cab)	12,176.81	14,833.36	(2,656.55)	0.82
Total 5450 Staff Travel	20,664.84	38,750.04	(18,085.20)	0.53
5500 Contracted Services	70,153.50		70,153.50	
5510 Accounting/Audit	17,866.68	21,666.68	(3,800.00)	0.82
5520 Legal	2,958.83	8,333.32	(5,374.49)	0.36
5530 Marketing/Communications	70,335.66	104,333.32	(33,997.66)	0.67
5540 Payroll	3,953.85	3,166.68	787.17	1.25
5550 Strategic Planning/Consulting	8,930.00	23,666.64	(14,736.64)	0.38
5555 SME Consulting		10,000.00	(10,000.00)	-
Total 5500 Contracted Services	174,198.52	171,166.64	3,031.88	1.02
5600 Sponsorship	5,452.43	3,333.32	2,119.11	1.64
5700 Facilities/food/AV logistics	108,979.54	70,166.68	38,812.86	1.55
6010 Exam Administration/Development	140,616.29	18,333.32	122,282.97	7.67
6040 Trade Shows	185.71	12,666.68	(12,480.97)	0.01
6105 Advertising	2,077.19		2,077.19	
6999 Uncategorized Expenses	742.00	1,100.00	(358.00)	0.67
Tech Asst/Grant Expense	-		-	
Total Expenses	1,292,018.12	1,034,016.56	258,001.56	1.25
Net Operating Income	(200,259.84)	(19,783.24)	(180,476.60)	10.12
Other Income				
4910 Interest Earned	4,107.18	3,166.68	940.50	1.30
4920 Dividends Received	18,772.34	11,666.68	7,105.66	1.61
Total Other Income	22,879.52	14,833.36	8,046.16	1.54
Other Expenses				
77000 Exchange Gain or Loss	(36,554.12)		(36,554.12)	
Total Other Expenses	(36,554.12)	-	(36,554.12)	
Net Other Income	59,433.64	14,833.36	44,600.28	4.01
Net Income	(140,826.20)	(4,949.88)	(135,876.32)	28.45

Tuesday, Feb 25, 2025 06:06:29 AM GMT-8 - Accrual Basis

Water Professionals International

Profit and Loss

October 2024 - January 2025

	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	13,304.00
4200 Testing	
4210 Computer-Based/LRP/PSI	561,930.00
4220 Paper-Based	84,567.50
4230 Web-Based	154,009.32
4240 Customized Fees	37,840.77
4250 Reports and Exports	785.00
4260 Shipping Offsets	2,889.87
Total 4200 Testing	842,022.46
4300 Conference	
4310 Exhibits/Sponsorship	32,000.00
4320 Registration	81,289.22
Total 4300 Conference	113,289.22
4500 Sales	724.00
4600 Royalties & Publications	4,672.89
4700 Other Revenue	2,413.18
4930 Capital Gains/Losses	-
4940 Unrealized Investment Gain/Loss	(8,517.47)
9999 Dues	
Associate Memberships	-
Total 9999 Dues	-
Testing Program	-
Total Income	1,091,758.28
Gross Profit	1,091,758.28
Expenses	
5110 Bank-CC Fees	49,052.76
5130 Donation/Contribution	1,000.00
5131 Dues & Subscriptions	4,555.79
5132 Equipment Maintenance	1,732.96
5133 Equipment Purchase (\$1000 or less)	4,644.17
5134 Equipment Purchase (\$1001 or Greater)	3,934.90
5136 Equipment/Furniture Lease Interest	689.81
5137 Incentives/Gifts	6,203.11

5139 Insurance	2,958.31
5142 Miscellaneous	1,260.71
5143 Office/Building Maintenance	216.00
5144 Postage/Shipping	6,052.12
5145 Printing	6,598.23
5146 Recognition Awards	2,385.73
5147 Rent (Office)	35,130.20
5148 Software	38,571.40
5149 Utilities	8,206.94
5150 Supplies	14,743.21
5200 Board	1,075.06
5220 Meeting/Travel/Logistics	29,777.72
Total 5200 Board	30,852.78
5300 Business Development	8,830.59
5310 Client Entertainment	2,227.74
5320 Member/Partner Outreach	14,341.07
5330 Travel/Lodging/Meals	20,365.81
5340 Marketing and Promotional	7,270.93
5350 Org/Professional Memberships	8,205.00
Total 5300 Business Development	61,241.14
5400 Personnel	1,791.22
5410 Employee Recruitment	8.00
5420 Salaries	467,739.20
Total 5400 Personnel	469,538.42
5430 Employee Benefits	
5431 401K/Roth	25,884.84
5432 Life Insurance Premium	6,310.19
5433 LTD Premium	1,190.92
5434 Medical Premium	35,191.20
5435 Phone Allowance/Reimbursement	5,400.00
5436 Professional Development	6,103.57
5437 Team Recognition/Development	3,364.73
5439 Wellness Incentive	6,087.46
Total 5430 Employee Benefits	89,532.91
5450 Staff Travel	
5451 Lodging	6,215.04
5452 Meals	2,238.10
5453 Mileage	34.89
5454 Transportation (car, flight, cab)	12,176.81
Total 5450 Staff Travel	20,664.84
5500 Contracted Services	70,153.50
5510 Accounting/Audit	17,866.68
5520 Legal	2,958.83
5530 Marketing/Communications	70,335.66
5540 Payroll	3,953.85
5550 Strategic Planning/Consulting	8,930.00
Total 5500 Contracted Services	174,198.52

5600 Sponsorship	5,452.43
5700 Facilities/food/AV logistics	108,979.54
6010 Exam Administration/Development	140,616.29
6040 Trade Shows	185.71
6105 Advertising	2,077.19
6999 Uncategorized Expenses	742.00
Tech Asst/Grant Expense	-
Total Expenses	1,292,018.12
Net Operating Income	(200,259.84)
Other Income	
4910 Interest Earned	4,107.18
4920 Dividends Received	18,772.34
Total Other Income	22,879.52
Other Expenses	
Unrealized Gain or Loss	-
77000 Exchange Gain or Loss	(36,554.12)
Total Other Expenses	(36,554.12)
Net Other Income	59,433.64
Net Income	(140,826.20)

Tuesday, Feb 25, 2025 06:13:17 AM GMT-8 - Accrual Basis

Water Professionals International Budget vs. Actuals: Management

October 2024 - January 2025

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4000 Membership			-	
4010 Associate	5,750.00	2,166.68	3,583.32	2.65
4020 Regulatory/Voluntary Membership	110,400.00	37,333.32	73,066.68	2.96
4030 Special Memberships	7,700.00	2,566.68	5,133.32	3.00
Total 4000 Membership	123,850.00	42,066.68	81,783.32	2.94
4300 Conference			-	
4320 Registration	3,090.25		3,090.25	
Total 4300 Conference	3,090.25	-	3,090.25	
4500 Sales			-	
4510 PO Store		500.00	(500.00)	-
4520 Amazon Store		500.00	(500.00)	-
Total 4500 Sales	-	1,000.00	(1,000.00)	-
4600 Royalties & Publications	4,672.89	1,666.68	3,006.21	2.80
4700 Other Revenue		3,333.32	(3,333.32)	-
4930 Capital Gains/Losses	-	1,666.68	(1,666.68)	-
4940 Unrealized Investment Gain/Loss	(8,517.47)		(8,517.47)	
9999 Dues			-	
Associate Memberships	-		-	
Total 9999 Dues	-	-	-	
Total Income	123,095.67	49,733.36	73,362.31	2.48
Gross Profit	123,095.67	49,733.36	73,362.31	2.48
Expenses				
5110 Bank-CC Fees	49,052.76	16,666.68	32,386.08	2.94
5120 Copier Supplies & Maintainance		333.32	(333.32)	-
5130 Donation/Contribution	1,000.00	3,666.68	(2,666.68)	0.27
5131 Dues & Subscriptions	4,118.35	3,666.68	451.67	1.12
5132 Equipment Maintenance	1,732.96	2,500.00	(767.04)	0.69
5133 Equipment Purchase (\$1000 or less)	4,453.71	2,500.00	1,953.71	1.78
5134 Equipment Purchase (\$1001 or Greater)	3,934.90	4,500.00	(565.10)	0.87
5136 Equipment/Furniture Lease Interest	689.81	2,666.68	(1,976.87)	0.26
5137 Incentives/Gifts	2,465.68	833.32	1,632.36	2.96
5139 Insurance	2,958.31	4,000.00	(1,041.69)	0.74
5141 Internet/Web & Infrastructure		4,000.00	(4,000.00)	-
5142 Miscellaneous	1,225.76	333.32	892.44	3.68
5143 Office/Building Maintenance	216.00	833.32	(617.32)	0.26
5144 Postage/Shipping	9.55	666.68	(657.13)	0.01
5145 Printing	2,145.22	333.32	1,811.90	6.44
5146 Recognition Awards	2,328.99	1,666.68	662.31	1.40
5147 Rent (Office)	35,130.20	40,000.00	(4,869.80)	0.88

5148 Software	38,571.40	8,333.32	30,238.08	4.63
5149 Utilities	8,206.94	8,000.00	206.94	1.03
5150 Supplies	5,260.09	5,833.32	(573.23)	0.90
5200 Board	1,075.06		1,075.06	
5210 Development		3,333.32	(3,333.32)	-
5220 Meeting/Travel/Logistics	29,280.63	36,000.00	(6,719.37)	0.81
Total 5200 Board	30,355.69	39,333.32	(8,977.63)	0.77
5300 Business Development			-	
5310 Client Entertainment	216.94	833.32	(616.38)	0.26
5320 Member/Partner Outreach	2,008.66	2,000.00	8.66	1.00
5330 Travel/Lodging/Meals	743.62	2,500.00	(1,756.38)	0.30
5340 Marketing and Promotional	5,988.00	3,333.32	2,654.68	1.80
5350 Org/Professional Memberships	8,205.00	1,333.32	6,871.68	6.15
Total 5300 Business Development	17,162.22	9,999.96	7,162.26	1.72
5400 Personnel	1,791.22		1,791.22	
5410 Employee Recruitment	8.00	833.32	(825.32)	0.01
5420 Salaries	467,739.20	365,000.00	102,739.20	1.28
Total 5400 Personnel	469,538.42	365,833.32	103,705.10	1.28
5430 Employee Benefits			-	
5431 401K/Roth	25,884.84	45,333.32	(19,448.48)	0.57
5432 Life Insurance Premium	6,310.19	1,500.00	4,810.19	4.21
5433 LTD Premium	1,190.92	1,000.00	190.92	1.19
5434 Medical Premium	35,191.20	32,333.32	2,857.88	1.09
5435 Phone Allowance/Reimbursement	5,400.00	5,500.00	(100.00)	0.98
5436 Professional Development	6,103.57	8,333.32	(2,229.75)	0.73
5437 Team Recognition/Development	3,314.47	4,000.00	(685.53)	0.83
5439 Wellness Incentive	6,087.46	1,666.68	4,420.78	3.65
Total 5430 Employee Benefits	89,482.65	99,666.64	(10,183.99)	0.90
5450 Staff Travel			-	
5451 Lodging	6,215.04	7,500.00	(1,284.96)	0.83
5452 Meals	867.94	1,833.32	(965.38)	0.47
5453 Mileage	34.89	416.68	(381.79)	0.08
5454 Transportation (car, flight, cab)	4,168.80	7,166.68	(2,997.88)	0.58
Total 5450 Staff Travel	11,286.67	16,916.68	(5,630.01)	0.67
5500 Contracted Services	6,500.00		6,500.00	
5510 Accounting/Audit	17,866.68	21,666.68	(3,800.00)	0.82
5520 Legal	2,958.83	3,333.32	(374.49)	0.89
5530 Marketing/Communications	46,360.66	77,000.00	(30,639.34)	0.60
5540 Payroll	3,953.85	3,166.68	787.17	1.25
5550 Strategic Planning/Consulting		7,000.00	(7,000.00)	-
5555 SME Consulting		5,000.00	(5,000.00)	-
Total 5500 Contracted Services	77,640.02	117,166.68	(39,526.66)	0.66
5700 Facilities/food/AV logistics		166.68	(166.68)	-
6010 Exam Administration/Development	42,715.90		42,715.90	
6040 Trade Shows	67.39	2,666.68	(2,599.29)	0.03
6105 Advertising	2,077.19		2,077.19	
6999 Uncategorized Expenses	742.00	1,100.00	(358.00)	0.67

Total Expenses	904,568.78	764,183.28	140,385.50	1.18
Net Operating Income	(781,473.11)	(714,449.92)	(67,023.19)	1.09
Other Income				
4910 Interest Earned	4,107.18	3,166.68	940.50	1.30
4920 Dividends Received	18,772.34	11,666.68	7,105.66	1.61
Total Other Income	22,879.52	14,833.36	8,046.16	1.54
Other Expenses				
77000 Exchange Gain or Loss	(36,554.12)		(36,554.12)	
Total Other Expenses	(36,554.12)	-	(36,554.12)	
Net Other Income	59,433.64	14,833.36	44,600.28	4.01
Net Income	(722,039.47)	(699,616.56)	(22,422.91)	1.03

Tuesday, Feb 25, 2025 06:08:35 AM GMT-8 - Accrual Basis

Water Professionals International

Budget vs. Actuals: Certification

October 2024 - January 2025

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4100 Certification	35.00		35.00	
4110 WPI	13,269.00	15,000.00	(1,731.00)	0.88
4120 Professional Operator		3,333.32	(3,333.32)	-
Total 4100 Certification	13,304.00	18,333.32	(5,029.32)	0.73
4200 Testing			-	
4210 Computer-Based/LRP/PSI	561,930.00	566,666.68	(4,736.68)	0.99
4220 Paper-Based	84,567.50	177,333.32	(92,765.82)	0.48
4230 Web-Based	154,009.32	141,666.68	12,342.64	1.09
4240 Customized Fees	37,840.77	11,666.68	26,174.09	3.24
4250 Reports and Exports	785.00	1,333.32	(548.32)	0.59
4260 Shipping Offsets	2,889.87	3,333.32	(443.45)	0.87
Total 4200 Testing	842,022.46	902,000.00	(59,977.54)	0.93
4401 Program Service Revenue		7,000.00	(7,000.00)	-
4500 Sales	(276.00)		(276.00)	
4510 PO Store		333.32	(333.32)	-
4520 Amazon Store		666.68	(666.68)	-
Total 4500 Sales	(276.00)	1,000.00	(1,276.00)	(0.28)
4600 Royalties & Publications		333.32	(333.32)	-
4700 Other Revenue	2,413.18		2,413.18	
Testing Program	-		-	
Total Income	857,463.64	928,666.64	(71,203.00)	0.92
Gross Profit	857,463.64	928,666.64	(71,203.00)	0.92
Expenses				
5110 Bank-CC Fees		333.32	(333.32)	-
5130 Donation/Contribution		833.32	(833.32)	-
5131 Dues & Subscriptions	437.44	333.32	104.12	1.31
5133 Equipment Purchase (\$1000 or less)	190.46		190.46	
5137 Incentives/Gifts		500.00	(500.00)	-
5141 Internet/Web & Infrastructure		5,000.00	(5,000.00)	-
5142 Miscellaneous	34.95	666.68	(631.73)	0.05
5144 Postage/Shipping	4,060.82	4,000.00	60.82	1.02
5145 Printing	2,918.09	4,333.32	(1,415.23)	0.67
5146 Recognition Awards	56.74	500.00	(443.26)	0.11
5148 Software		3,333.32	(3,333.32)	-
5150 Supplies	1,050.01	1,500.00	(449.99)	0.70
5200 Board			-	
5220 Meeting/Travel/Logistics	497.09	9,000.00	(8,502.91)	0.06
Total 5200 Board	497.09	9,000.00	(8,502.91)	0.06
5300 Business Development	8,830.59		8,830.59	

5310 Client Entertainment	1,162.36	1,833.32	(670.96)	0.63
5320 Member/Partner Outreach	11,197.69	12,000.00	(802.31)	0.93
5330 Travel/Lodging/Meals	19,622.19	12,666.68	6,955.51	1.55
5340 Marketing and Promotional	1,282.93	14,000.00	(12,717.07)	0.09
5350 Org/Professional Memberships		1,666.68	(1,666.68)	-
Total 5300 Business Development	42,095.76	42,166.68	(70.92)	1.00
5430 Employee Benefits			-	-
5436 Professional Development		333.32	(333.32)	-
Total 5430 Employee Benefits	-	333.32	(333.32)	-
5450 Staff Travel			-	-
5451 Lodging		3,500.00	(3,500.00)	-
5452 Meals	170.39	1,666.68	(1,496.29)	0.10
5453 Mileage		666.68	(666.68)	-
5454 Transportation (car, flight, cab)	713.18	4,000.00	(3,286.82)	0.18
Total 5450 Staff Travel	883.57	9,833.36	(8,949.79)	0.09
5500 Contracted Services	25,500.00		25,500.00	
5520 Legal		5,000.00	(5,000.00)	-
5530 Marketing/Communications	10,425.00	17,333.32	(6,908.32)	0.60
5550 Strategic Planning/Consulting	1,430.00	8,333.32	(6,903.32)	0.17
5555 SME Consulting		5,000.00	(5,000.00)	-
Total 5500 Contracted Services	37,355.00	35,666.64	1,688.36	1.05
5600 Sponsorship	5,000.00	3,333.32	1,666.68	1.50
5700 Facilities/food/AV logistics		15,000.00	(15,000.00)	-
6010 Exam Administration/Development	97,900.39	18,333.32	79,567.07	5.34
6040 Trade Shows	118.32	10,000.00	(9,881.68)	0.01
Tech Asst/Grant Expense	-		-	-
Total Expenses	192,598.64	164,999.92	27,598.72	1.17
Net Operating Income	664,865.00	763,666.72	(98,801.72)	0.87
Net Income	664,865.00	763,666.72	(98,801.72)	0.87

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Water Professionals International

Budget vs. Actuals: Conference

October 2024 - January 2025

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4300 Conference			-	
4310 Exhibits/Sponsorship	32,000.00	10,833.32	21,166.68	2.95
4320 Registration	78,198.97	25,000.00	53,198.97	3.13
Total 4300 Conference	110,198.97	35,833.32	74,365.65	3.08
4500 Sales	1,000.00		1,000.00	
Total Income	111,198.97	35,833.32	75,365.65	3.10
Gross Profit	111,198.97	35,833.32	75,365.65	3.10
Expenses				
5134 Equipment Purchase (\$1001 or Greater)		833.32	(833.32)	-
5137 Incentives/Gifts	3,737.43	1,000.00	2,737.43	3.74
5141 Internet/Web & Infrastructure		1,666.68	(1,666.68)	-
5142 Miscellaneous		500.00	(500.00)	-
5144 Postage/Shipping	1,981.75	1,166.68	815.07	1.70
5145 Printing	1,534.92	666.68	868.24	2.30
5146 Recognition Awards		1,666.68	(1,666.68)	-
5148 Software		1,666.68	(1,666.68)	-
5150 Supplies	8,433.11	1,000.00	7,433.11	8.43
5200 Board			-	
5220 Meeting/Travel/Logistics		6,000.00	(6,000.00)	-
Total 5200 Board	-	6,000.00	(6,000.00)	-
5300 Business Development			-	
5310 Client Entertainment	848.44	2,500.00	(1,651.56)	0.34
5320 Member/Partner Outreach	1,134.72		1,134.72	
5330 Travel/Lodging/Meals		833.32	(833.32)	-
Total 5300 Business Development	1,983.16	3,333.32	(1,350.16)	0.59
5430 Employee Benefits			-	
5437 Team Recognition/Development	50.26		50.26	
Total 5430 Employee Benefits	50.26	-	50.26	
5450 Staff Travel			-	
5451 Lodging		7,333.32	(7,333.32)	-
5452 Meals	1,199.77	1,000.00	199.77	1.20
5454 Transportation (car, flight, cab)	7,294.83	3,666.68	3,628.15	1.99
Total 5450 Staff Travel	8,494.60	12,000.00	(3,505.40)	0.71
5500 Contracted Services	38,153.50		38,153.50	
5530 Marketing/Communications	13,550.00	10,000.00	3,550.00	1.36
5550 Strategic Planning/Consulting	7,500.00	8,333.32	(833.32)	0.90
Total 5500 Contracted Services	59,203.50	18,333.32	40,870.18	3.23
5600 Sponsorship	452.43		452.43	
5700 Facilities/food/AV logistics	108,979.54	55,000.00	53,979.54	1.98

Total Expenses	194,850.70	104,833.36	90,017.34	1.86
Net Operating Income	(83,651.73)	(69,000.04)	(14,651.69)	1.21
Net Income	(83,651.73)	(69,000.04)	(14,651.69)	1.21

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Statement of Cash Flows

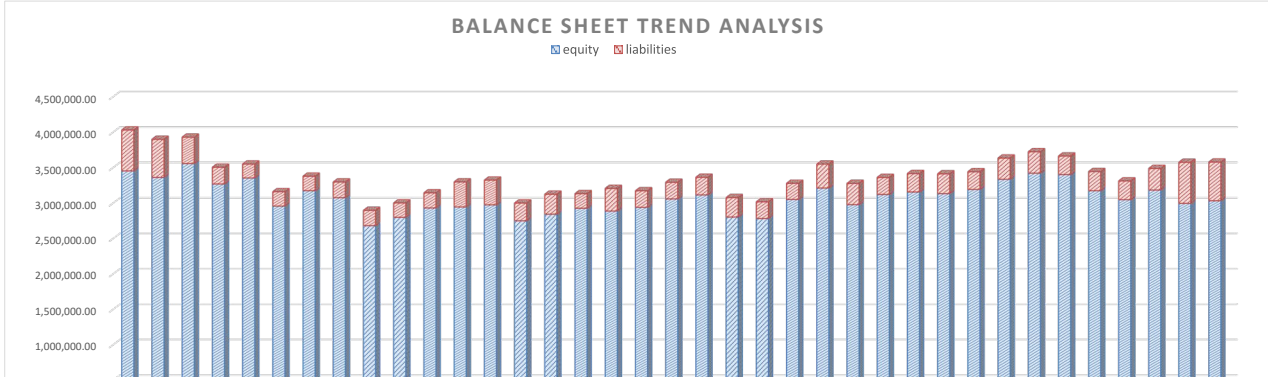
10/31/2024

OPERATING ACTIVITIES	
Net Income	(140,826)
Adjustments to reconcile Net Income to Net Cash from Operations	
Acct. Rec.	(2,446)
Executive Loan	-
Petty Cash	(2,100)
Prepaid Expenses	-
*Accounts Payable	(70,650)
Unearned Revenues	-
Accrued Salaries & Benefits	-
Deferred Income	-
Net cash provided by Operating Activities	(216,022)
INVESTING ACTIVITIES	
Furniture and Equipment	-
Accumulated Depreciation	-
Leasehold Improvements	-
Certificate of Deposit	-
Charles Schwab	(10,593)
PFG Mellon Investor	761
Net cash provided by Investing Activities	(9,832)
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	(225,854)
Cash at beginning of period	598,762
Cash at end of period	372,908

Water Professionals International
Balance Sheet
January 31, 2025

ASSETS	Amount	Beginning Balance	Change in FYE 2024	LIABILITIES & EQUITY	Amount	Beginning Balance	Change in FYE 2024
Current Assets				Liabilities			
Checking/Savings	\$ 372,908	\$ 598,762	\$ (225,854) ↓	Accounts Payable	\$ 91,536	\$ 162,186	\$ (70,650) ↓
Accounts Receivable/Unbilled Revenue	\$ 390,966	\$ 388,520	\$ 2,446 ↑	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	\$ 773,722	\$ 995,031	\$ (221,308) ↓	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	\$ 508,539	\$ 579,189	\$ (70,650) ↓
Total Fixed Assets	\$ 289,967	\$ 289,967	\$ -	Equity			
Other Assets				Opening Bal Equity	\$ 104,657	\$ 104,657	\$ -
Charles Schwab	\$ 2,242,148	\$ 2,231,555	\$ 10,592.82 ↑	Retained Earnings	\$ 3,073,718	\$ 2,620,578	\$ 453,140 ↑
PFG Mellon Investor	\$ 24,635	\$ 25,397	\$ (761) ↓	Net Income	\$ (140,826)	\$ 453,140	\$ (593,966) ↓
Executive Loan	\$ -	\$ -	\$ -	Total Equity	\$ 3,037,549	\$ 3,178,375	\$ (140,826) ↓
Certificates of Deposit >1 yr	\$ 106,870	\$ 106,870	\$ -				
Deferred Comp	\$ 108,744	\$ 108,744	\$ -				
Total Other Assets	\$ 2,482,398	\$ 2,472,566	\$ 9,832 ↑				
TOTAL ASSETS	\$ 3,546,088	\$ 3,757,564	\$ (211,476) ↓	TOTAL LIABILITIES & EQUITY	\$ 3,546,088	\$ 3,757,564	\$ (211,476) ↓

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
Jan-25	3,037,549.00	508,539.00



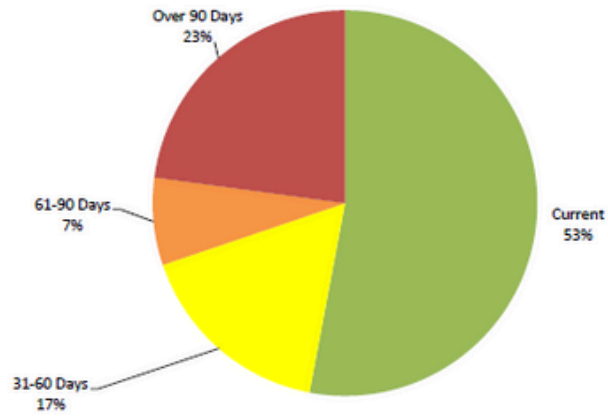
Water Professionals International
A/R Aging Summary
As of January 31, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
ACWUA					630.00	630.00
AL1 - AL DEM	10,009.00					10,009.00
AR1 - AR DOH (WT)	1,435.00	6,852.00	1,804.00	1,353.00	10,392.00	21,836.00
AR2 - AR DEQ (WW)		1,800.00				1,800.00
AZ1 - AZ DEQ - Testing				1,600.00		1,600.00
AZ2 - City of Phoenix	2,444.00	2,679.00			752.00	5,875.00
BC1 - BC EOCP	3,281.00	7,215.24				10,496.24
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	2,402.00	20.00				2,422.00
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	510.00		1,251.00	254.00	4,416.00	6,431.00
IA1 - IA DNR	7,908.00	6,984.00				14,892.00
ITC - ITCA	300.00					300.00
Klenzoid Inc					250.00	250.00
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	2,989.00					2,989.00
MD1 - MD DOE	5,658.00	2,146.00	913.00	5,739.00		14,456.00
ME1 - ME (WT) BOL/WSO		1,500.00				1,500.00
ME2 - ME(WW)		1,200.00				1,200.00
MO (DNR)	12,284.00		14,693.00			26,977.00
MO (WEA)					1,539.00	1,539.00
MS1 - MS DOH(WT)	1,060.00	1,500.00	3,180.00		3,670.00	9,410.00
NAW - NAWA			600.00			600.00
NB2 - New Brunswick				2,400.00		2,400.00
NC1 - NC AWWA/WEA		1,200.00				1,200.00
New Mexico Environment Dept, Drinking Water Bureau	2,323.33	1,800.00				4,123.33
NJ1 - NJ DEP		1,800.00			1,800.00	3,600.00
NJWEA		300.00			300.00	600.00
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	5,454.81				4,052.52	9,507.33
NT1 - GNWT	47.00					47.00

NV1 - NV WEA	518.00				518.00
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)	-276.00			-197.24	-473.24
NY2 - NY WEA(C)	490.00				490.00
OK DEQ		1,800.00			1,800.00
OK1 (OK WEA)	300.00			1,513.00	1,813.00
ONT - CAD\$	1,800.00			47.27	1,847.27
OR2 - ORDEQ (WW)	1,908.00				1,908.00
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	3,927.00				3,927.00
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	-125.00				-125.00
Town of Johnstown				250.00	250.00
Trinity River Authority of Texas	250.00				250.00
UST - USET	300.00			1,021.00	1,321.00
UT1 - UT DWQ	1,800.00				1,800.00
VT1 - VT DEC DWGWPDP		1,525.00	989.00		2,514.00
VT2 - VT DEC Watershed (WW)	900.00				900.00
WA1 - WA DOH (WT)				267.00	267.00
WA4 - WA DOE (Incinerator)			252.00		252.00
Walkerton Clean Water Centre	250.00				250.00
WV DHHR			1,800.00		1,800.00
WY - WARWS	250.00				250.00
TOTAL	\$ 64,672.14	\$ 48,521.24	\$ 35,990.50	\$ 15,635.00	\$ 48,884.42
				\$ 213,703.30	

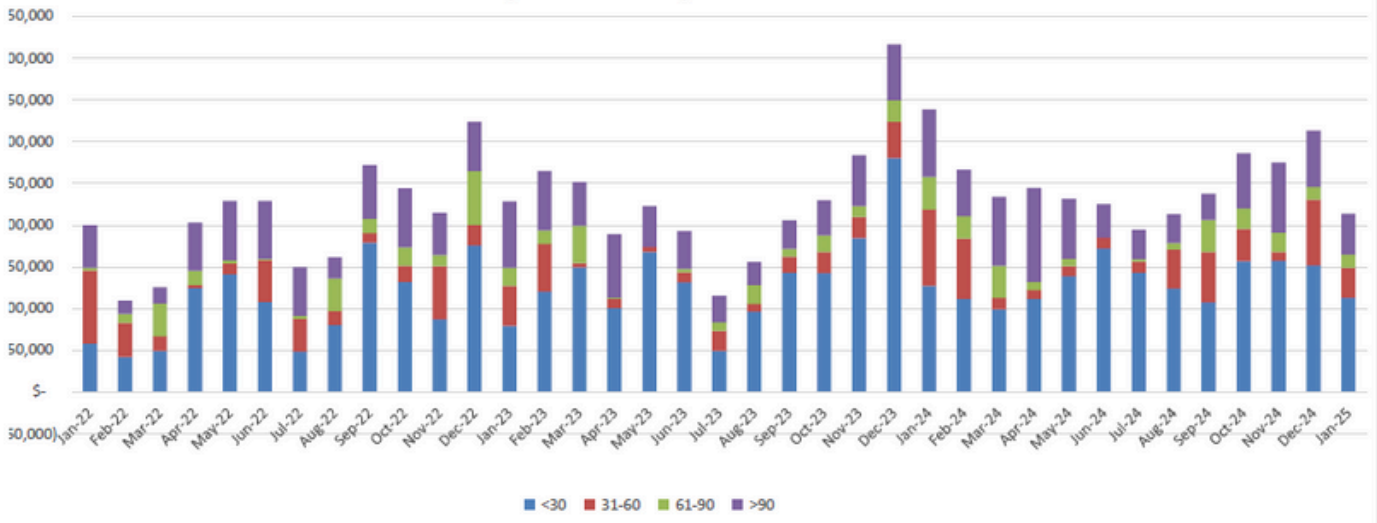
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Accounts Receivable Aging Distribution



Current	52.97%	\$ 113,193.38
31-60 Days	16.84%	\$ 35,990.50
61-90 Days	7.32%	\$ 15,635.00
Over 90 Days	22.87%	\$ 48,884.42
		\$ 213,703.30

Accounts Receivable Distribution by Month January 2022 to January 2025



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