

Water Professionals International
Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L Classes
October 2025 - March 2026

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4000 Membership			-	
4010 Associate	4,000.00	3,000.00	1,000.00	133.33%
4020 Regulatory/Voluntary Membership	109,600.00	54,000.00	55,600.00	202.96%
4030 Special Memberships	7,700.00	4,000.02	3,699.98	192.50%
Total 4000 Membership	121,300.00	61,000.02	60,299.98	198.85%
4100 Certification			-	
4110 WPI	26,763.00	23,400.00	3,363.00	114.37%
4120 Professional Operator		5,200.02	(5,200.02)	0.00%
4130 Certification Program (C2EP-PO)		62,500.02	(62,500.02)	0.00%
Total 4100 Certification	26,763.00	91,100.04	(64,337.04)	29.38%
4200 Testing			-	
4210 Computer-Based/LRP/PSI	894,776.00	925,000.02	(30,224.02)	96.73%
4211 PSI Pass-through	(14,250.20)		(14,250.20)	
4220 Paper-Based	221,204.11	199,999.98	21,204.13	110.60%
4230 Web-Based	294,347.98	247,500.00	46,847.98	118.93%
4240 Customized Fees	465.00	18,499.98	(18,034.98)	2.51%
4250 Reports and Exports	800.00	1,249.98	(449.98)	64.00%
4260 Shipping Offsets	2,720.17	4,500.00	(1,779.83)	60.45%
Total 4200 Testing	1,400,063.06	1,396,749.96	3,313.10	100.24%
4300 Conference			-	
4310 Exhibits/Sponsorship	38,000.00	16,999.98	21,000.02	223.53%
4320 Registration	62,399.32	40,500.00	21,899.32	154.07%
Total 4300 Conference	100,399.32	57,499.98	42,899.34	174.61%
4401 Program Service Revenue	226,890.23	40,000.02	186,890.21	567.23%
4500 Sales	360.00		360.00	
4510 PO Store		1,249.98	(1,249.98)	0.00%
4520 Amazon Store		1,750.02	(1,750.02)	0.00%
Total 4500 Sales	360.00	3,000.00	(2,640.00)	12.00%
4600 Royalties & Publications	3,945.52	4,380.00	(434.48)	90.08%
4700 Other Revenue	24,639.20	76,249.98	(51,610.78)	32.31%
4930 Capital Gains/Losses	-		-	
4940 Unrealized Investment Gain/Loss	20,174.66		20,174.66	
9999 Dues			-	
Associate Memberships	-		-	
Total 9999 Dues	-	-	-	
Testing Program	-		-	
Total Income	1,924,534.99	1,729,980.00	194,554.99	111.25%
Gross Profit	1,924,534.99	1,729,980.00	194,554.99	111.25%
Expenses				
5110 Bank-CC Fees	29,510.27	34,999.98	(5,489.71)	84.32%
5120 Copier Supplies & Maintainance		520.02	(520.02)	0.00%
5130 Donation/Contribution		4,999.98	(4,999.98)	0.00%
5131 Dues & Subscriptions	3,095.61	12,499.98	(9,404.37)	24.76%

5132 Equipment Maintenance	5,194.34	2,500.02	2,694.32	207.77%
5133 Equipment Purchase (\$1000 or less)	2,622.27	3,750.00	(1,127.73)	69.93%
5134 Equipment Purchase (\$1001 or Greater)	10,540.15	6,300.00	4,240.15	167.30%
5136 Equipment/Furniture Lease Interest	1,392.05	2,500.02	(1,107.97)	55.68%
5137 Incentives/Gifts	7,858.50	4,749.96	3,108.54	165.44%
5139 Insurance	6,765.00	6,000.00	765.00	112.75%
5141 Internet/Web & Infrastructure	70,024.73	121,249.98	(51,225.25)	57.75%
5142 Miscellaneous	2,670.78	1,250.04	1,420.74	213.66%
5143 Office/Building Maintenance	1,359.75	1,300.02	59.73	104.59%
5144 Postage/Shipping	7,377.18	7,625.04	(247.86)	96.75%
5145 Printing	14,131.99	10,800.00	3,331.99	130.85%
5146 Recognition Awards		2,899.98	(2,899.98)	0.00%
5147 Rent (Office)	56,655.66	61,999.98	(5,344.32)	91.38%
5148 Software	12,753.32	23,000.04	(10,246.72)	55.45%
5149 Utilities	10,950.81	10,999.98	(49.17)	99.55%
5150 Supplies	20,745.43	12,874.98	7,870.45	161.13%
5200 Board			-	
5210 Development	22,802.00	5,200.02	17,601.98	438.50%
5220 Meeting/Travel/Logistics	18,074.73	70,375.02	(52,300.29)	25.68%
Total 5200 Board	40,876.73	75,575.04	(34,698.31)	54.09%
5300 Business Development	27,395.15		27,395.15	
5310 Client Entertainment	4,687.97	8,499.96	(3,811.99)	55.15%
5320 Member/Partner Outreach	8,380.25	23,249.94	(14,869.69)	36.04%
5330 Travel/Lodging/Meals	17,132.13	37,349.94	(20,217.81)	45.87%
5340 Marketing and Promotional	23,445.59	17,250.00	6,195.59	135.92%
5350 Org/Professional Memberships	1,065.00	5,250.00	(4,185.00)	20.29%
Total 5300 Business Development	82,106.09	91,599.84	(9,493.75)	89.64%
5400 Personnel			-	
5410 Employee Recruitment	21,742.46	1,249.98	20,492.48	1739.42%
5420 Salaries	594,050.94	574,999.98	19,050.96	103.31%
Payroll Taxes		-	-	
FICA		-	-	
IA Income Tax		-	-	
Total Payroll Taxes	-	-	-	
Total 5400 Personnel	615,793.40	576,249.96	39,543.44	106.86%
5430 Employee Benefits	-		-	
5431 401K/Roth	97,556.23	62,500.02	35,056.21	156.09%
5432 Life Insurance Premium	9,240.33	6,250.02	2,990.31	147.84%
5433 LTD Premium	1,908.54	1,875.00	33.54	101.79%
5434 Medical Premium	58,838.05	51,250.02	7,588.03	114.81%
5435 Phone Allowance/Reimbursement	8,118.40	7,999.98	118.42	101.48%
5436 Professional Development	24,630.88	17,874.96	6,755.92	137.80%
5437 Team Recognition/Development	2,043.86	6,180.00	(4,136.14)	33.07%
5438 Temp Agency		-	-	
5439 Wellness Incentive	2,732.86	4,249.98	(1,517.12)	64.30%
Total 5430 Employee Benefits	205,069.15	158,179.98	46,889.17	129.64%
5450 Staff Travel	4,582.23		4,582.23	
5451 Lodging	7,947.24	24,250.02	(16,302.78)	32.77%
5452 Meals	6,467.38	6,750.00	(282.62)	95.81%
5453 Mileage	749.20	1,625.04	(875.84)	46.10%
5454 Transportation (car, flight, cab)	42,719.76	27,499.98	15,219.78	155.34%

Total 5450 Staff Travel	62,465.81	60,125.04	2,340.77	103.89%
5500 Contracted Services	5,687.50		5,687.50	
5510 Accounting/Audit	23,000.00	25,500.00	(2,500.00)	90.20%
5520 Legal	11,674.86	6,750.00	4,924.86	172.96%
5530 Marketing/Communications	146,640.33	146,750.04	(109.71)	99.93%
5540 Payroll	6,095.84	6,250.02	(154.18)	97.53%
5550 Strategic Planning/Consulting	96,701.34	58,000.02	38,701.32	166.73%
5555 SME Consulting	9,093.75	15,000.00	(5,906.25)	60.63%
Total 5500 Contracted Services	298,893.62	258,250.08	40,643.54	115.74%
5600 Sponsorship		4,750.02	(4,750.02)	0.00%
5700 Facilities/food/AV logistics	216,619.95	99,799.98	116,819.97	217.05%
6010 Exam Administration/Development	72,501.59	64,750.02	7,751.57	111.97%
6040 Trade Shows		13,750.02	(13,750.02)	0.00%
6990 Write Offs		25.02	(25.02)	0.00%
6999 Uncategorized Expenses	1,675.00	1,249.98	425.02	134.00%
IT Services			-	
Software	305.15		305.15	
Total IT Services	305.15	-	305.15	
Tech Asst/Grant Expense	(5,813.75)		(5,813.75)	
Total Expenses	1,854,140.58	1,737,124.98	117,015.60	106.74%
Net Operating Income	70,394.41	(7,144.98)	77,539.39	-985.23%
Other Income				
4910 Interest Earned	4,404.73	4,000.02	404.71	110.12%
4920 Dividends Received	28,347.64	18,199.98	10,147.66	155.76%
Total Other Income	32,752.37	22,200.00	10,552.37	147.53%
Other Expenses				
77000 Exchange Gain or Loss	(23,511.44)		(23,511.44)	
Total Other Expenses	(23,511.44)	-	(23,511.44)	
Net Other Income	56,263.81	22,200.00	34,063.81	253.44%
Net Income	126,658.22	15,055.02	111,603.20	841.30%

Thursday, Apr 23, 2026 09:34:28 AM GMT-7 - Accrual Basis

Profit and Loss
Water Professionals International
October, 2025-March, 2026

	Total
Income	
4000 Membership	
4010 Associate	4,000.00
4020 Regulatory/Voluntary Membership	109,600.00
4030 Special Memberships	7,700.00
Total for 4000 Membership	121,300.00
4100 Certification	-
4110 WPI	26,763.00
Total for 4100 Certification	26,763.00
4200 Testing	-
4210 Computer-Based/LRP/PSI	894,776.00
4211 PSI Pass-through	(14,250.20)
4220 Paper-Based	221,204.11
4230 Web-Based	294,347.98
4240 Customized Fees	465.00
4250 Reports and Exports	800.00
4260 Shipping Offsets	2,720.17
Total for 4200 Testing	1,400,063.06
4300 Conference	
4310 Exhibits/Sponsorship	38,000.00
4320 Registration	62,399.32
Total for 4300 Conference	100,399.32
4401 Program Service Revenue	226,890.23
4500 Sales	360.00
4600 Royalties & Publications	3,945.52
4700 Other Revenue	24,639.20
4930 Capital Gains/Losses	-
4940 Unrealized Investment Gain/Loss	20,174.66
9999 Dues	
Associate Memberships	-
Total for 9999 Dues	-
Testing Program	-
Total for Income	1,924,534.99
Gross Profit	1,924,534.99
Expenses	
5110 Bank-CC Fees	29,510.27
5131 Dues & Subscriptions	3,095.61
5132 Equipment Maintenance	5,194.34
5133 Equipment Purchase (\$1000 or less)	2,622.27

5134 Equipment Purchase (\$1001 or Greater)	10,540.15
5136 Equipment/Furniture Lease Interest	1,392.05
5137 Incentives/Gifts	7,858.50
5139 Insurance	6,765.00
5141 Internet/Web & Infrastructure	70,024.73
5142 Miscellaneous	2,670.78
5143 Office/Building Maintenance	1,359.75
5144 Postage/Shipping	7,377.18
5145 Printing	14,131.99
5147 Rent (Office)	56,655.66
5148 Software	13,058.47
5149 Utilities	10,950.81
5150 Supplies	20,745.43
5200 Board	
5210 Development	22,802.00
5220 Meeting/Travel/Logistics	18,074.73
Total for 5200 Board	40,876.73
5300 Business Development	27,395.15
5310 Client Entertainment	4,687.97
5320 Member/Partner Outreach	8,380.25
5330 Travel/Lodging/Meals	17,132.13
5340 Marketing and Promotional	23,445.59
5350 Org/Professional Memberships	1,065.00
Total for 5300 Business Development	82,106.09
5400 Personnel	
5410 Employee Recruitment	21,742.46
5420 Salaries	594,050.94
Total for 5400 Personnel	615,793.40
5430 Employee Benefits	-
5431 401K/Roth	97,556.23
5432 Life Insurance Premium	9,240.33
5433 LTD Premium	1,908.54
5434 Medical Premium	58,838.05
5435 Phone Allowance/Reimbursement	8,118.40
5436 Professional Development	24,630.88
5437 Team Recognition/Development	2,043.86
5439 Wellness Incentive	2,732.86
Total for 5430 Employee Benefits	205,069.15
5450 Staff Travel	4,582.23
5451 Lodging	7,947.24
5452 Meals	6,467.38
5453 Mileage	749.20
5454 Transportation (car, flight, cab)	42,719.76
Total for 5450 Staff Travel	62,465.81

5500 Contracted Services	5,687.50
5510 Accounting/Audit	23,000.00
5520 Legal	11,674.86
5530 Marketing/Communications	146,640.33
5540 Payroll	6,095.84
5550 Strategic Planning/Consulting	96,701.34
5555 SME Consulting	9,093.75
Total for 5500 Contracted Services	298,893.62
5700 Facilities/food/AV logistics	216,619.95
6010 Exam Administration/Development	72,501.59
6999 Uncategorized Expenses	1,675.00
Tech Asst/Grant Expense	(5,813.75)
Total for Expenses	1,854,140.58
Net Operating Income	70,394.41
Other Income	
4910 Interest Earned	4,404.73
4920 Dividends Received	28,347.64
Total for Other Income	32,752.37
Other Expenses	
Unrealized Gain or Loss	
77000 Exchange Gain or Loss	(23,511.44)
Total for Other Expenses	(23,511.44)
Net Other Income	56,263.81
Net Income	126,658.22

Accrual Basis Thursday, April 23, 2026 11:42 AM GMT-05:00

Water Professionals International Budget vs. Actuals: Certification

October 2025 - March 2026

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4100 Certification	-		-	
4110 WPI	26,763.00	23,400.00	3,363.00	114.37%
4120 Professional Operator		5,200.02	(5,200.02)	0.00%
4130 Certification Program (C2EP-PO)		62,500.02	(62,500.02)	0.00%
Total 4100 Certification	26,763.00	91,100.04	(64,337.04)	29.38%
4200 Testing	-		-	
4210 Computer-Based/LRP/PSI	894,776.00	925,000.02	(30,224.02)	96.73%
4211 PSI Pass-through	(14,250.20)		(14,250.20)	
4220 Paper-Based	221,204.11	199,999.98	21,204.13	110.60%
4230 Web-Based	294,347.98	247,500.00	46,847.98	118.93%
4240 Customized Fees	39,014.57	18,499.98	20,514.59	210.89%
4250 Reports and Exports	800.00	1,249.98	(449.98)	64.00%
4260 Shipping Offsets	3,871.80	4,500.00	(628.20)	86.04%
Total 4200 Testing	1,439,764.26	1,396,749.96	43,014.30	103.08%
4401 Program Service Revenue	226,890.23	40,000.02	186,890.21	567.23%
4500 Sales	110.00		110.00	
4510 PO Store		499.98	(499.98)	0.00%
4520 Amazon Store		1,000.02	(1,000.02)	0.00%
Total 4500 Sales	110.00	1,500.00	(1,390.00)	7.33%
4600 Royalties & Publications		1,000.02	(1,000.02)	0.00%
4700 Other Revenue	116.97	75,000.00	(74,883.03)	0.16%
Testing Program	-		-	
Total Income	1,693,644.46	1,605,350.04	88,294.42	105.50%
Gross Profit	1,693,644.46	1,605,350.04	88,294.42	105.50%
Expenses				
5131 Dues & Subscriptions		499.98	(499.98)	0.00%
5133 Equipment Purchase (\$1000 or less)		750.00	(750.00)	0.00%
5137 Incentives/Gifts		750.00	(750.00)	0.00%
5141 Internet/Web & Infrastructure		63,000.00	(63,000.00)	0.00%
5142 Miscellaneous		250.02	(250.02)	0.00%
5144 Postage/Shipping	5,121.58	4,750.02	371.56	107.82%
5145 Printing	10,755.28	6,760.02	3,995.26	159.10%
5146 Recognition Awards		400.02	(400.02)	0.00%
5148 Software	407.00	10,000.02	(9,593.02)	4.07%
5150 Supplies	1,597.12	1,999.98	(402.86)	79.86%
5200 Board			-	
5220 Meeting/Travel/Logistics		13,125.00	(13,125.00)	0.00%
Total 5200 Board	-	13,125.00	(13,125.00)	0.00%
5300 Business Development	11,077.99		11,077.99	

5310 Client Entertainment	2,582.35	3,124.98	(542.63)	82.64%
5320 Member/Partner Outreach	5,750.36	17,749.98	(11,999.62)	32.40%
5330 Travel/Lodging/Meals	13,737.80	20,749.98	(7,012.18)	66.21%
5340 Marketing and Promotional	840.64	10,999.98	(10,159.34)	7.64%
5350 Org/Professional Memberships		1,750.02	(1,750.02)	0.00%
Total 5300 Business Development	33,989.14	54,374.94	(20,385.80)	62.51%
5430 Employee Benefits			-	
5436 Professional Development	940.36	4,999.98	(4,059.62)	18.81%
Total 5430 Employee Benefits	940.36	4,999.98	(4,059.62)	18.81%
5450 Staff Travel	-		-	
5451 Lodging	2,986.89	4,750.02	(1,763.13)	62.88%
5452 Meals	659.49	1,750.02	(1,090.53)	37.68%
5453 Mileage	249.40	250.02	(0.62)	99.75%
5454 Transportation (car, flight, cab)	15,593.59	6,750.00	8,843.59	231.02%
Total 5450 Staff Travel	19,489.37	13,500.06	5,989.31	144.37%
5500 Contracted Services			-	
5520 Legal		2,500.02	(2,500.02)	0.00%
5530 Marketing/Communications	20,165.50	28,750.02	(8,584.52)	70.14%
5550 Strategic Planning/Consulting	65,951.34	22,500.00	43,451.34	293.12%
5555 SME Consulting	8,625.00	7,500.00	1,125.00	115.00%
Total 5500 Contracted Services	94,741.84	61,250.04	33,491.80	154.68%
5600 Sponsorship		4,750.02	(4,750.02)	0.00%
5700 Facilities/food/AV logistics	22.43	13,500.00	(13,477.57)	0.17%
6010 Exam Administration/Development	72,501.59	51,000.00	21,501.59	142.16%
6040 Trade Shows		9,250.02	(9,250.02)	0.00%
Tech Asst/Grant Expense	(5,813.75)		(5,813.75)	
Total Expenses	233,751.96	314,910.12	(81,158.16)	74.23%
Net Operating Income	1,459,892.50	1,290,439.92	169,452.58	113.13%
Net Income	1,459,892.50	1,290,439.92	169,452.58	113.13%

Thursday, Apr 23, 2026 09:35:42 AM GMT-7 - Accrual Basis

Water Professionals International

Budget vs. Actuals: Management

October 2025 - March 2026

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4000 Membership			-	
4010 Associate	4,000.00	3,000.00	1,000.00	133.33%
4020 Regulatory/Voluntary Membership	109,600.00	54,000.00	55,600.00	202.96%
4030 Special Memberships	7,700.00	4,000.02	3,699.98	192.50%
Total 4000 Membership	121,300.00	61,000.02	60,299.98	198.85%
4200 Testing			-	
4240 Customized Fees	(38,549.57)		(38,549.57)	
4260 Shipping Offsets	(1,151.63)		(1,151.63)	
Total 4200 Testing	(39,701.20)	-	(39,701.20)	
4300 Conference			-	
4320 Registration	3,983.06		3,983.06	
Total 4300 Conference	3,983.06	-	3,983.06	
4500 Sales	250.00		250.00	
4510 PO Store		750.00	(750.00)	0.00%
4520 Amazon Store		750.00	(750.00)	0.00%
Total 4500 Sales	250.00	1,500.00	(1,250.00)	16.67%
4600 Royalties & Publications	3,945.52	3,379.98	565.54	116.73%
4700 Other Revenue	24,522.23	1,249.98	23,272.25	1961.81%
4930 Capital Gains/Losses	-		-	
4940 Unrealized Investment Gain/Loss	20,174.66		20,174.66	
9999 Dues			-	
Associate Memberships	-		-	
Total 9999 Dues	-	-	-	
Total Income	134,474.27	67,129.98	67,344.29	200.32%
Gross Profit	134,474.27	67,129.98	67,344.29	200.32%
Expenses				
5110 Bank-CC Fees	29,510.27	34,999.98	(5,489.71)	84.32%
5120 Copier Supplies & Maintainance		520.02	(520.02)	0.00%
5130 Donation/Contribution		4,999.98	(4,999.98)	0.00%
5131 Dues & Subscriptions	2,963.61	12,000.00	(9,036.39)	24.70%
5132 Equipment Maintenance	5,194.34	2,500.02	2,694.32	207.77%
5133 Equipment Purchase (\$1000 or less)	2,622.27	3,000.00	(377.73)	87.41%
5134 Equipment Purchase (\$1001 or Greater)	10,540.15	4,999.98	5,540.17	210.80%
5136 Equipment/Furniture Lease Interest	1,392.05	2,500.02	(1,107.97)	55.68%
5137 Incentives/Gifts	687.06	1,999.98	(1,312.92)	34.35%
5139 Insurance	6,765.00	6,000.00	765.00	112.75%
5141 Internet/Web & Infrastructure	68,925.58	58,249.98	10,675.60	118.33%
5142 Miscellaneous	470.78	750.00	(279.22)	62.77%
5143 Office/Building Maintenance	1,359.75	1,300.02	59.73	104.59%
5144 Postage/Shipping	759.73	750.00	9.73	101.30%

5145 Printing	500.00	3,000.00	(2,500.00)	16.67%
5146 Recognition Awards		1,999.98	(1,999.98)	0.00%
5147 Rent (Office)	56,655.66	61,999.98	(5,344.32)	91.38%
5148 Software	12,411.47	13,000.02	(588.55)	95.47%
5149 Utilities	10,950.81	10,999.98	(49.17)	99.55%
5150 Supplies	9,138.64	6,625.02	2,513.62	137.94%
5200 Board			-	
5210 Development	22,802.00	5,200.02	17,601.98	438.50%
5220 Meeting/Travel/Logistics	12,914.48	54,750.00	(41,835.52)	23.59%
Total 5200 Board	35,716.48	59,950.02	(24,233.54)	59.58%
5300 Business Development	16,317.16		16,317.16	
5310 Client Entertainment	2,105.62	2,749.98	(644.36)	76.57%
5320 Member/Partner Outreach	2,629.89	4,249.98	(1,620.09)	61.88%
5330 Travel/Lodging/Meals	2,612.64	15,499.98	(12,887.34)	16.86%
5340 Marketing and Promotional	6,300.00	6,250.02	49.98	100.80%
5350 Org/Professional Memberships	1,065.00	3,499.98	(2,434.98)	30.43%
Total 5300 Business Development	31,030.31	32,249.94	(1,219.63)	96.22%
5400 Personnel			-	
5410 Employee Recruitment	21,742.46	1,249.98	20,492.48	1739.42%
5420 Salaries	594,050.94	574,999.98	19,050.96	103.31%
Payroll Taxes		-	-	
FICA		-	-	
IA Income Tax		-	-	
Total Payroll Taxes	-	-	-	
Total 5400 Personnel	615,793.40	576,249.96	39,543.44	106.86%
5430 Employee Benefits	-		-	
5431 401K/Roth	97,556.23	62,500.02	35,056.21	156.09%
5432 Life Insurance Premium	9,240.33	6,250.02	2,990.31	147.84%
5433 LTD Premium	1,908.54	1,875.00	33.54	101.79%
5434 Medical Premium	58,838.05	51,250.02	7,588.03	114.81%
5435 Phone Allowance/Reimbursement	8,118.40	7,999.98	118.42	101.48%
5436 Professional Development	23,690.52	12,874.98	10,815.54	184.00%
5437 Team Recognition/Development	2,043.86	6,180.00	(4,136.14)	33.07%
5438 Temp Agency		-	-	
5439 Wellness Incentive	2,732.86	4,249.98	(1,517.12)	64.30%
Total 5430 Employee Benefits	204,128.79	153,180.00	50,948.79	133.26%
5450 Staff Travel	4,582.23		4,582.23	
5451 Lodging	3,816.29	14,749.98	(10,933.69)	25.87%
5452 Meals	3,042.14	3,124.98	(82.84)	97.35%
5453 Mileage	499.80	1,125.00	(625.20)	44.43%
5454 Transportation (car, flight, cab)	14,012.29	12,375.00	1,637.29	113.23%
Total 5450 Staff Travel	25,952.75	31,374.96	(5,422.21)	82.72%
5500 Contracted Services	5,687.50		5,687.50	
5510 Accounting/Audit	23,000.00	25,500.00	(2,500.00)	90.20%
5520 Legal	11,674.86	4,249.98	7,424.88	274.70%
5530 Marketing/Communications	113,275.43	108,750.00	4,525.43	104.16%
5540 Payroll	6,095.84	6,250.02	(154.18)	97.53%

5550 Strategic Planning/Consulting	30,750.00	26,250.00	4,500.00	117.14%
5555 SME Consulting	468.75	7,500.00	(7,031.25)	6.25%
Total 5500 Contracted Services	190,952.38	178,500.00	12,452.38	106.98%
5700 Facilities/food/AV logistics	18.26	499.98	(481.72)	3.65%
6010 Exam Administration/Development		13,750.02	(13,750.02)	0.00%
6040 Trade Shows		4,500.00	(4,500.00)	0.00%
6990 Write Offs		25.02	(25.02)	0.00%
6999 Uncategorized Expenses	1,675.00	1,249.98	425.02	134.00%
Total Expenses	1,326,114.54	1,283,724.84	42,389.70	103.30%
Net Operating Income	(1,191,640.27)	(1,216,594.86)	24,954.59	97.95%
Other Income				
4910 Interest Earned	4,404.73	4,000.02	404.71	110.12%
4920 Dividends Received	28,347.64	18,199.98	10,147.66	155.76%
Total Other Income	32,752.37	22,200.00	10,552.37	147.53%
Other Expenses				
77000 Exchange Gain or Loss	(23,511.44)		(23,511.44)	
Total Other Expenses	(23,511.44)	-	(23,511.44)	
Net Other Income	56,263.81	22,200.00	34,063.81	253.44%
Net Income	(1,135,376.46)	(1,194,394.86)	59,018.40	95.06%

Thursday, Apr 23, 2026 09:43:20 AM GMT-7 - Accrual Basis

Water Professionals International

Budget vs. Actuals: Conference

October 2025 - March 2026

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4300 Conference			-	
4310 Exhibits/Sponsorship	38,000.00	16,999.98	21,000.02	223.53%
4320 Registration	58,416.26	40,500.00	17,916.26	144.24%
Total 4300 Conference	96,416.26	57,499.98	38,916.28	167.68%
Total Income	96,416.26	57,499.98	38,916.28	167.68%
Gross Profit	96,416.26	57,499.98	38,916.28	167.68%
Expenses				
5131 Dues & Subscriptions	132.00		132.00	
5134 Equipment Purchase (\$1001 or Greater)		1,300.02	(1,300.02)	0.00%
5137 Incentives/Gifts	7,171.44	1,999.98	5,171.46	358.58%
5141 Internet/Web & Infrastructure	1,099.15		1,099.15	
5142 Miscellaneous	2,200.00	250.02	1,949.98	879.93%
5144 Postage/Shipping	1,495.87	2,125.02	(629.15)	70.39%
5145 Printing	2,876.71	1,039.98	1,836.73	276.61%
5146 Recognition Awards		499.98	(499.98)	0.00%
5148 Software	240.00		240.00	
5150 Supplies	10,009.67	4,249.98	5,759.69	235.52%
5200 Board			-	
5220 Meeting/Travel/Logistics	5,160.25	2,500.02	2,660.23	206.41%
Total 5200 Board	5,160.25	2,500.02	2,660.23	206.41%
5300 Business Development			-	
5310 Client Entertainment		2,625.00	(2,625.00)	0.00%
5320 Member/Partner Outreach		1,249.98	(1,249.98)	0.00%
5330 Travel/Lodging/Meals	781.69	1,099.98	(318.29)	71.06%
5340 Marketing and Promotional	16,304.95		16,304.95	
Total 5300 Business Development	17,086.64	4,974.96	12,111.68	343.45%
5430 Employee Benefits	-		-	
5450 Staff Travel			-	
5451 Lodging	1,144.06	4,750.02	(3,605.96)	24.09%
5452 Meals	2,765.75	1,875.00	890.75	147.51%
5453 Mileage		250.02	(250.02)	0.00%
5454 Transportation (car, flight, cab)	13,113.88	8,374.98	4,738.90	156.58%
Total 5450 Staff Travel	17,023.69	15,250.02	1,773.67	111.63%
5500 Contracted Services	-		-	
5530 Marketing/Communications	13,199.40	9,250.02	3,949.38	142.70%
5550 Strategic Planning/Consulting		9,250.02	(9,250.02)	0.00%
Total 5500 Contracted Services	13,199.40	18,500.04	(5,300.64)	71.35%
5700 Facilities/food/AV logistics	216,579.26	85,800.00	130,779.26	252.42%
Total Expenses	294,274.08	138,490.02	155,784.06	212.49%

Net Operating Income	(197,857.82)	(80,990.04)	(116,867.78)	244.30%
Net Income	(197,857.82)	(80,990.04)	(116,867.78)	244.30%

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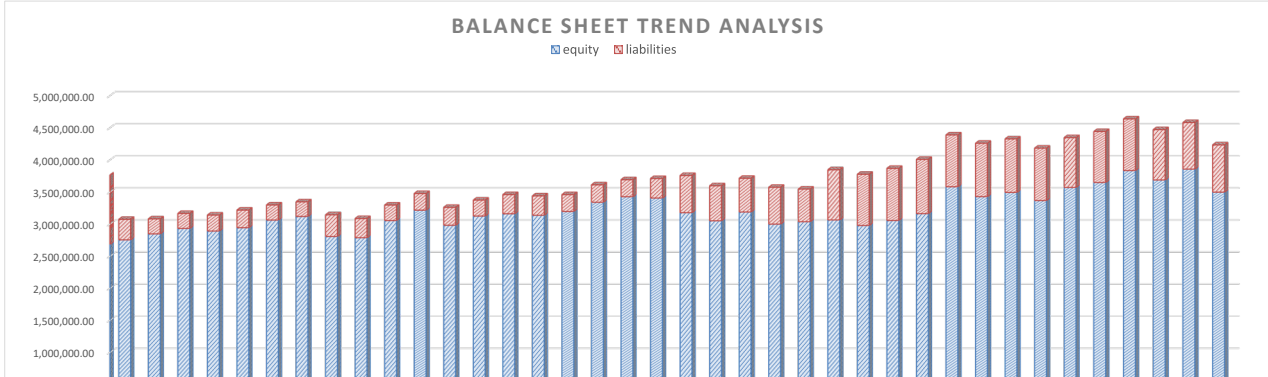
Statement of Cash Flows

3/31/26

OPERATING ACTIVITIES	
Net Income	126,658
Adjustments to reconcile Net Income to Net Cash from Operations	
Acct. Rec.	1,303
Executive Loan	-
Petty Cash	-
Prepaid Expenses	29,700
*Accounts Payable	(30,357)
Employee Benefits Payable	-
Unearned Revenues	-
Accrued Salaries & Benefits	-
Deferred Income	-
Net cash provided by Operating Activities	127,304
INVESTING ACTIVITIES	
Furniture and Equipment	-
Accumulated Depreciation	-
Leasehold Improvements	-
Certificate of Deposit	-
Charles Schwab	(46,361)
PFG Mellon Investor	(1,699)
Net cash provided by Investing Activities	(48,060)
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	79,244
Cash at beginning of period	439,644
Cash at end of period	518,888

Water Professionals International														
Balance Sheet														
March 31, 2026														
ASSETS		Amount	Beginning Balance	Change in FYE 2026	LIABILITIES & EQUITY		Amount	Beginning Balance	Change in FYE 2026					
Current Assets					Liabilities									
Checking/Savings	\$	518,888	\$	439,644	\$	61,238	\$	91,595	\$	(30,357)	↓			
Accounts Receivable/Unbilled Revenue	\$	337,263	\$	338,566	\$	130,252	\$	130,252	\$	-	-			
Petty Cash	\$	3,010	\$	3,010	\$	54,529	\$	54,529	\$	-	-			
Prepaid Expenses	\$	12,016	\$	41,716	\$	34,907	\$	34,907	\$	-	-			
Total Current Assets	\$	871,178	\$	822,936	\$	292,555	\$	292,555	\$	-	-			
Fixed Assets					Other Liabilities									
Leasehold Improvements	\$	362,820	\$	362,820	\$	162,235	\$	162,235	\$	0				
Accumulated Depreciation & Amortization	\$	(344,723)	\$	(344,723)	\$	-	\$	-	\$	-				
Furniture and Equipment	\$	501,731	\$	501,731	\$	-	\$	-	\$	-				
Total Fixed Assets	\$	519,827	\$	519,827	\$	-	\$	-	\$	-				
Other Assets					Equity									
Charles Schwab	\$	2,542,465	\$	2,496,105	\$	104,657	\$	104,657	\$	-	-			
PFM Mellon Investor	\$	26,028	\$	24,329	\$	3,266,885	\$	3,112,737	\$	154,148	↑			
Executive Loan	\$	-	\$	-	\$	126,658	\$	154,148	\$	(27,490)	↓			
Certificates of Deposit >1 yr	\$	112,182	\$	112,182	\$	-	\$	-	\$	-				
Deferred Comp	\$	162,235	\$	162,235	\$	3,498,200	\$	3,371,542	\$	126,658	↑			
Total Other Assets	\$	2,842,910	\$	2,794,850	\$	48,060								
TOTAL ASSETS	\$	4,233,915	\$	4,137,614	\$	96,301	TOTAL LIABILITIES & EQUITY	\$	4,233,915	\$	4,137,614	\$	96,300	↑

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	234,418.00
Apr-23	2,932,439.00	239,097.00
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
Jan-24	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	3,178,375.00	579,189.00
Oct-24	3,051,980.00	545,387.00
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
Feb-25	3,065,157.15	781,295.81
Mar-25	2,978,973.00	797,129.00
Apr-25	3,057,254.00	811,022.00
May-25	3,163,228.19	844,693.35
Jun-25	3,581,899.29	807,005.12
Jul-25	3,427,946.00	831,563.00
Aug-25	3,493,914.00	832,712.00
Sep-25	3,367,523.00	815,774.00



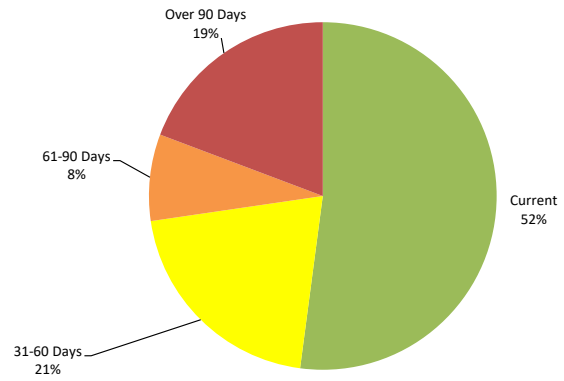
A/R Aging Summary Report
Water Professionals International
As of Mar 31, 2026

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	Total
ACWUA		-612.00	630.00		612.00	630.00
AL1 - AL DEM	8,804.00		18,408.00			27,212.00
Albania - SHUKALB				250.00		250.00
AR1 - AR DOH (WT)		738.00			4,834.00	5,572.00
AR2 - AR DEQ (WW)	304.00					304.00
AR3 - AR WEA (C)		1,205.00				1,205.00
AZ1 - AZ DEQ - Testing	17,955.00					17,955.00
AZ2 - City of Phoenix	4,161.00	1,596.00	2,793.00			8,550.00
AZ3 - Central Arizona College	2,166.00					2,166.00
BMI / Backflow Management Inc					0.00	0.00
Byers Water & Sanitation District				250.00		250.00
C2EP Certification - PO						
DC Water					-390.00	-390.00
Total for C2EP Certification - PO					-\$390.00	-\$390.00
CNV - CA-NV AWWA	1,443.00			648.00		2,091.00
CT1 - CT DPH (WT)			1,500.00			1,500.00
Dept. of National Defence, Govt of Canada	250.00					250.00
Des Moines MWRA					977.00	977.00
Evergreen Rural Water of Washington				250.00		250.00
First Nations Operator Oversight Council				300.00		300.00
GA1 - GA EDTU					1,950.00	1,950.00
GA Water & Wastewater Inst.					90.00	90.00
Government of Nunavut					300.00	300.00
GU1 - Guam EPA	432.00		2,087.00	408.00	2,859.00	5,786.00
HI1 - HI DOH (WT)					106.00	106.00
IA1 - IA DNR		5,459.00				5,459.00
IA2 - IA WEA (C)	3,856.28					3,856.28
ID1					150.00	150.00
IN2 - IN WEA			424.00			424.00
Klenzoid Inc					0.00	0.00
KS1 - KS WEA		92.00				92.00
KS2 - KS DHE				1,800.00		1,800.00
Lau Lau Consulting				250.00		250.00
MB1 - Manitoba	1,372.00	1,911.00				3,283.00
MD1 - MD DOE	1,468.00	6,807.00			691.00	8,966.00
Misc Customer	0.01				-0.01	0.00
MO (DNR)	11,772.00					11,772.00
MO (WEA)				300.00		300.00
MS1 - MS DOH(WT)	3,780.00	216.00	106.00	2,242.00	3,670.00	10,014.00
MT1 - MT (DEQ)	2,159.00			1,500.00		3,659.00
NB2 - New Brunswick	409.41					409.41
NC1 - NC AWWA/WEA					5,088.00	5,088.00
NE1 - NE DEQ	3,758.00					3,758.00
NEW - NEWWA	8,028.00					8,028.00
NH1 - NH DES				1,200.00		1,200.00
NJWEA					300.00	300.00
NL1 - NL DEC WWOCP					4,397.79	4,397.79
NM1 - US EPA Region 6	108.00		1,139.00			1,247.00
NMP - CNMI DEQ	108.00				50.00	158.00
NNE - Navajo Nation EPA	600.00					600.00
NS1 - NS DEL	4,439.80				1,796.73	6,236.53
NV2 - NV DEP Safe Drinking Water			1,500.00			1,500.00
NY1 - NY DEC (WW)			1,800.00		126.76	1,926.76
NY2 - NY WEA(C)	54.00			1,586.00		1,640.00
OH1 - OH WEA				900.00		900.00
OK1 (OK WEA)			675.00	300.00	1,625.00	2,600.00
OK DEQ			1,800.00			1,800.00
ONT - CAD\$		6,826.29		1,800.00	205.57	8,831.86

PE1 - PEI DOE				149.58		149.58
PSI/AMP					10,000.00	10,000.00
RI1 - RI DOH		2,173.00		619.00	1,173.50	3,965.50
RMW - RMWEA				300.00		300.00
Rural Community Assistance Partnership (RCAP)				250.00		250.00
SK1 - SK SIAST	4,644.00				300.00	4,944.00
SkillWorks, Inc.					0.00	0.00
Technical Learning Consultants, Inc.				250.00		250.00
The Water Tower					209.62	209.62
Town of Putnam WPCA				250.00		250.00
TVSDC				600.00		600.00
UST - USET				300.00		300.00
UT1 - UT DWQ	3,589.00					3,589.00
Utilities Services of Alaska				250.00		250.00
VA1 - VA DPOR			1,800.00			1,800.00
Vermont Rural Water Association	1,080.00		2,193.00			3,273.00
VT1 - VT DEC DWGWP			1,500.00			1,500.00
VT2 - VT DEC Watershed (WW)			-375.00			-375.00
WA4 - WA DOE (Incinerator)	128.00	128.00				256.00
WEF			3,850.00			3,850.00
WY - WARWS				250.00		250.00
TOTAL	\$86,868.50	\$24,366.29	\$44,003.00	\$17,202.58	\$41,121.96	\$213,562.33

Thursday, April 23, 2026 11:52 AM GMT-05:00

Accounts Receivable Aging Distribution



Current	52.09%	\$ 111,234.79
31-60 Days	20.60%	\$ 44,003.00
61-90 Days	8.06%	\$ 17,202.58
Over 90 Days	19.26%	\$ 41,121.96
		\$ 213,562.33