

## Council of Industrial Boiler Owners

## Profit &amp; Loss

January through October 2019

	Jan - Oct 19	Jan - Oct 18
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>Conferences</b>		
Boiler Operations	34,715.00	44,325.00
Industrial Emissions	49,220.00	51,990.00
<b>Total Conferences</b>	83,935.00	96,315.00
<b>Income</b>		
<b>Exhibit Booths</b>		
Boiler Operation Exhibit Booths	10,600.00	12,350.00
IECT Exhibit Booths	5,600.00	15,200.00
<b>Total Exhibit Booths</b>	16,200.00	27,550.00
<b>Total Income</b>	16,200.00	27,550.00
<b>Interest Income</b>	5,123.03	4,593.10
<b>Meeting Income</b>		
<b>Annual Mtg Income</b>		
Spouse Tour	1,400.00	1,015.00
Golf & Club Rentals	1,700.00	2,997.00
Spouse Meals	2,690.00	3,545.00
Wednesday Reception	14,515.00	900.00
Annual Mtg Reception Donation	1,000.00	1,600.00
Annual Mtg Income - Other	5,565.00	34,183.00
<b>Total Annual Mtg Income</b>	26,870.00	44,240.00
<b>Committee Mtg Income</b>		
Implementing Sustainability	9,075.00	0.00
December EE	700.00	1,540.00
June EE	0.00	10,405.00
March EE	10,610.00	15,750.00
September EE	0.00	12,551.50
<b>Total Committee Mtg Income</b>	20,385.00	40,246.50
<b>Total Meeting Income</b>	47,255.00	84,486.50
<b>Membership Dues</b>		
Active Member	294,000.34	308,001.00
Associate Member	189,583.00	250,834.00
Small Entity Member	0.00	7,000.00
University Member	13,000.00	15,000.00
Membership Dues - Other	1,000.00	0.00
<b>Total Membership Dues</b>	497,583.34	580,835.00
<b>Sales</b>	361.60	539.06
<b>Total Income</b>	650,457.97	794,318.66
<b>Expense</b>		
<b>Legal/Government Expenses</b>		
Legal Support		
Legal	49,500.00	49,500.00
Legal Expenses	1,754.35	16.88
<b>Total Legal Support</b>	51,254.35	49,516.88
<b>Technical Assistance</b>		
Technical Assistance - Bozzuto	16,000.00	0.00
Technical Assistance Expenses	2,019.37	6,155.09
Technical Assistance - Other	0.00	37,000.00
<b>Total Technical Assistance</b>	18,019.37	43,155.09

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Coalition Activity	19,500.00	21,933.50
Taxes	50.06	75.06
<b>Total Legal/Government Expenses</b>	<b>88,823.78</b>	<b>114,680.53</b>
Exhibit Booth Expenses		
Boiler Operation Exhibit Booths	9,981.86	3,125.31
IECT Exhibit Booths	3,916.68	7,365.14
<b>Total Exhibit Booth Expenses</b>	<b>13,898.54</b>	<b>10,490.45</b>
Conference Expenses		
Industrial Emissions	16,494.24	23,715.12
Boiler Operations	23,424.36	17,354.15
<b>Total Conference Expenses</b>	<b>39,918.60</b>	<b>41,069.27</b>
Insurance		
Business Insurance	1,337.00	1,300.00
Director Officers' Liability	2,204.00	2,204.00
Health Insurance	5,398.65	10,348.85
Staff Life Insurance	2,205.00	2,205.00
Worker's Compensation Insurance	534.00	559.00
<b>Total Insurance</b>	<b>11,678.65</b>	<b>16,616.85</b>
Meeting Expenses		
Implementing Sustainability	12,229.23	0.00
Annual Mtg Expense	42,491.95	11,141.97
Committee Mtg Expense		
Sept EE	400.34	0.00
March EE	14,063.25	13,627.60
September EE	0.00	13,392.29
June EE	0.00	10,213.07
<b>Total Committee Mtg Expense</b>	<b>14,463.59</b>	<b>37,232.96</b>
Meeting Expenses - Other	0.00	400.00
<b>Total Meeting Expenses</b>	<b>69,184.77</b>	<b>48,774.93</b>
Office Expenses		
Business Licenses & Permits	25.00	0.00
Higher Logic	7,500.00	9,000.00
Supplies	1,516.60	1,287.14
Storage	1,530.17	1,282.34
Printing & Reproduction	0.00	413.04
Audit	4,206.00	4,206.25
Accounting Services	10,754.82	10,449.80
Bank Service Charges		
Bank Analysis Fee	581.82	0.00
CyberSource Fees	548.20	722.57
Clover App Fee	158.00	413.70
AMEX CC Charges	1,365.95	2,978.39
PNC CC (Visa/MC) Charges	5,897.02	9,753.55
Bank Service Charges - Other	339.95	0.00
<b>Total Bank Service Charges</b>	<b>8,890.94</b>	<b>13,868.21</b>

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Accrual Basis

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January through October 2019

	Jan - Oct 19	Jan - Oct 18
Computer Expenses	8,190.00	8,884.80
Copier	6,726.79	5,463.93
Office Rent	46,845.97	44,376.23
Internet Expenses	9,722.54	8,714.85
Travel & Entertainment Expense	35,287.14	35,553.94
Postage & Delivery Services	3,686.45	4,221.51
Outside Organizations & Dues	9,942.06	5,455.04
Telephone Expenses	5,079.38	4,774.39
Subscriptions & Publications	3,210.47	2,580.13
Payroll Preparation	2,273.52	2,349.49
<b>Total Office Expenses</b>	<b>165,387.85</b>	<b>162,881.09</b>
Salaries		
Pension 401K	1,100.45	1,156.08
CIBO FICA	17,345.73	15,327.13
Salaries - Other	221,722.28	209,935.48
<b>Total Salaries</b>	<b>240,168.46</b>	<b>226,418.69</b>
<b>Total Expense</b>	<b>629,060.65</b>	<b>620,931.81</b>
<b>Net Ordinary Income</b>	<b>21,397.32</b>	<b>173,386.85</b>
<b>Net Income</b>	<b>21,397.32</b>	<b>173,386.85</b>