

WABO
Budget Comparison
07/01/2024 to 12/31/2024

| | | <u>This Period</u> | <u>Budgeted</u> | <u>Percentage</u> |
|----------------------------|----------|--------------------|-----------------|-------------------|
| Member Services | Income | \$ 45,956 | \$ 77,781 | 59.1% |
| | Expense | \$ 153,523 | \$ 299,344 | 51.3% |
| Bookstore | Income | \$ 49,125 | \$ 67,039 | 73.3% |
| | Expense | \$ 51,967 | \$ 80,660 | 64.4% |
| Welder Program | Income | \$ 250,553 | \$ 523,731 | 47.8% |
| | Expense | \$ 112,026 | \$ 228,025 | 49.1% |
| Special Inspection Program | Income | \$ 51,086 | \$ 117,981 | 43.3% |
| | Expense | \$ 73,918 | \$ 149,159 | 49.6% |
| Education Institute | Income | \$ - | \$ 184,080 | 0.0% |
| | Expense | \$ 7,842 | \$ 153,110 | 5.1% |
| Seminars | Income | \$ - | \$ 6,120 | 0.0% |
| | Expense | \$ 37 | \$ 6,038 | 0.6% |
| Accreditation | Income | \$ 34,750 | \$ 65,508 | 53.0% |
| | Expenses | \$ 22,468 | \$ 68,638 | 32.7% |
| Finance | Income | \$ - | \$ - | |
| | Expense | \$ 13,150 | \$ 26,050 | 50.5% |
| Government Relations | Income | \$ - | \$ - | |
| | Expense | \$ 19,578 | \$ 46,340 | 42.2% |
| Outreach | Income | \$ - | | |
| | Expense | \$ 482 | \$ 2,500 | 19.3% |
| Technical Code Development | Income | \$ - | \$ - | |
| | Expense | \$ 39,481 | \$ 126,500 | 31.2% |
| Emergency Management | Income | \$ 2,000 | \$ 3,600 | 55.6% |
| | Expense | \$ 5,001 | \$ 13,024 | 38.4% |
| Administration | Income | \$ 29,581 | \$ 39,800 | 74.3% |
| | Expense | \$ 28,916 | \$ 48,937 | 59.1% |
| Total | Income | \$ 463,051 | \$ 1,085,640 | 42.7% |
| | Expense | \$ 528,390 | \$ 1,248,325 | 42.3% |

WABO - Summary
Profit & Loss
July through December 2024

| | Jul - Dec 24 |
|---------------------------------|---------------------|
| Ordinary Income/Expense | |
| Income | |
| Accreditation | |
| Accreditation Renewal | 75.00 |
| Accredited Code Official Progra | 283.00 |
| | 358.00 |
| Total Accreditation | 358.00 |
| Bookstore | |
| Apparel Sales | 165.00 |
| Book Sales | 39,769.20 |
| Book Sales - ICC Sales | 5,968.11 |
| Shipping & Handling Income | 3,222.53 |
| | 49,124.84 |
| Total Bookstore | 49,124.84 |
| Interest | |
| Money Market | 191.31 |
| | 191.31 |
| Total Interest | 191.31 |
| Investment Income | |
| Dividends | 29,389.75 |
| | 29,389.75 |
| Total Investment Income | 29,389.75 |
| Job Postings on Web Page | 5,882.00 |
| Membership Dues | 30,540.00 |
| Registrations | |
| Self-Guided | 5,270.00 |
| COAP | 29,122.00 |
| Registrations - Other | 5,388.00 |
| | 39,780.00 |
| Total Registrations | 39,780.00 |
| Returned Check Fee | 25.00 |
| Special Inspection | |
| Fabricators | |
| Facility Application | 516.00 |
| Facility Renewals | 920.00 |
| QC Personnel | 4,630.91 |
| Fabricators - Other | 0.00 |
| | 6,066.91 |
| Total Fabricators | 6,066.91 |
| SI | |
| Agency Applications | 1,923.00 |
| Agency Audits | 5,515.03 |
| Key Personnel | 7,701.87 |
| Reciprocal Renewals | 80.00 |
| Special Inspectors | 29,799.19 |
| | 45,019.09 |
| Total SI | 45,019.09 |
| Special Inspection - Other | 0.00 |
| | 51,086.00 |
| Total Special Inspection | 51,086.00 |
| Sponsors Income | 6,146.00 |
| Welder Certification | |
| Agency Applications | 460.00 |
| Agency Audits | 5,317.68 |
| Examiner Application & Renewals | 4,452.00 |

WABO - Summary
Profit & Loss
July through December 2024

| | Jul - Dec 24 |
|---|---------------------|
| Welder Applications & Renewals | 239,990.00 |
| Welder Performance Test Records | 308.00 |
| Welder Certification - Other | 0.00 |
| Total Welder Certification | 250,527.68 |
| Total Income | 463,050.58 |
| Gross Profit | 463,050.58 |
| Expense | |
| B&O Taxes | 4,998.28 |
| Bank Charges | 10.00 |
| Bookstore Purch - COGS | |
| Apparel Purch - COGS | 0.00 |
| Bookstore Purch - COGS - Other | 32,443.44 |
| Total Bookstore Purch - COGS | 32,443.44 |
| Computer Expenses | |
| Computer Software | 596.77 |
| Web Page Fees | 3,443.34 |
| Computer Expenses - Other | 447.24 |
| Total Computer Expenses | 4,487.35 |
| Credit Card Fees | 11,730.12 |
| Dues & Fees | |
| Membership Fees | 500.00 |
| Registration Fees | 280.00 |
| Dues & Fees - Other | 347.00 |
| Total Dues & Fees | 1,127.00 |
| Education & Training | 0.00 |
| Executive Board | |
| Donations/ Other Agency Support | 1,000.00 |
| Meetings | 19,865.35 |
| Travel | 6,211.52 |
| Total Executive Board | 27,076.87 |
| Insurance/Licenses | 2,207.00 |
| Legal | 7,095.00 |
| Lobbyist | 18,945.12 |
| Management Fees | 294,484.26 |
| Marketing/ Advertising | |
| Scholarships | 20,555.98 |
| Total Marketing/ Advertising | 20,555.98 |
| Meeting Expenses | |
| Quarterly Meeting Expenses | |
| Meeting Scholarships | 2,887.85 |
| Member Promotions | 2,303.14 |
| Social Events | 542.00 |
| Quarterly Meeting Expenses - Ot... | 9,056.14 |
| Total Quarterly Meeting Expenses | 14,789.13 |
| Meeting Expenses - Other | 487.05 |

**WABO - Summary
Profit & Loss
July through December 2024**

| | <u>Jul - Dec 24</u> |
|---------------------------------------|---------------------|
| Total Meeting Expenses | 15,276.18 |
| Postage and Shipping Expense | 10,553.53 |
| Printing | |
| Amendment Printing | 353.99 |
| Printing - Other | 5,614.93 |
| Total Printing | 5,968.92 |
| Speaker/Presenters | 9,202.25 |
| Supplies | 2,415.99 |
| Tech Consultant Services | |
| Consultant Travel Fee & Expense | 7,161.27 |
| Fabricator Consultant | 792.50 |
| SIRP Consultant | 14,320.25 |
| Technical Code Consultant | 29,537.52 |
| Welder Consultant | 2,100.00 |
| Tech Consultant Services - Other | 2,400.00 |
| Total Tech Consultant Services | 56,311.54 |
| Telephone and Internet | 2,347.51 |
| Travel Expense | 1,153.26 |
| Total Expense | 528,389.60 |
| Net Ordinary Income | -65,339.02 |
| Other Income/Expense | |
| Other Income | |
| Unrealized Gain/Loss | 36,628.92 |
| Total Other Income | 36,628.92 |
| Net Other Income | 36,628.92 |
| Net Income | -28,710.10 |