



National Pest Management Association
Statement of Financial Position
As of March 31, 2024

	<u>03/31/2024</u>	<u>03/31/2023</u>	<u>Year To Date Difference</u>
CURRENT ASSETS			
Cash and Cash Equivalents	2,650,941	2,818,425	(167,484)
Industry Issues	33,003	97,357	(64,354)
Investments	3,178,409	2,939,307	239,103
Accounts Receivable	1,061,305	895,720	165,584
Due from Affiliates	52,395	163,278	(110,883)
Inventory	76,205	88,743	(12,538)
Prepaid Expenses	616,244	471,021	145,223
CURRENT ASSETS	<u>7,668,502</u>	<u>7,473,851</u>	<u>194,651</u>
FIXED ASSETS			
Building & Building Improvements	3,642,987	3,581,609	61,379
Furniture, Fixtures and Computer Equipment	498,942	507,336	(8,395)
Software & Website	782,158	657,019	125,140
Land	609,948	609,948	0
Accumulated Depreciation & Amortization	(3,067,121)	(2,777,857)	(289,264)
FIXED ASSETS	<u>2,466,914</u>	<u>2,578,055</u>	<u>(111,140)</u>
TOTAL ASSETS	<u>10,135,416</u>	<u>10,051,906</u>	<u>83,511</u>
CURRENT LIABILITIES			
Accounts Payable	404,604	139,636	264,968
Accrued Expenses	152,174	544,153	(391,980)
Deferred General	802,298	812,867	(10,568)
Deferred Membership Dues	1,099,997	922,410	177,587
Deferred Meetings	1,283,152	1,314,691	(31,539)
Due to Affiliates	9,624	26,006	(16,382)
TOTAL CURRENT LIABILITIES	<u>3,751,849</u>	<u>3,759,763</u>	<u>(7,914)</u>
NET ASSETS			
Net Assets Without Donor Restriction			
Undesignated	5,435,947	5,238,149	197,798
Designated	111,672	183,525	(71,852)
Net Assets Without Donor Restriction	<u>5,547,619</u>	<u>5,421,674</u>	<u>125,946</u>
Net Income (Loss)	835,948	870,469	(34,521)
TOTAL NET ASSETS	<u>6,383,567</u>	<u>6,292,143</u>	<u>91,425</u>
TOTAL LIABILITIES AND NET ASSETS	<u>10,135,416</u>	<u>10,051,906</u>	<u>83,511</u>



National Pest Management Association
Statement of Activities
 7/1/2023 Through 03/31/2024

	Current YTD Actual 03/31/2024	Current YTD Budget 03/31/2024	Current YTD Actual VS Budget Variance 03/31/2024	Previous YTD Actual 03/31/2023	Current VS Previous YTD Variance 03/31/2024	Annual Forecast 6/30/2024	Annual Budget 06/30/2024
REVENUE							
Membership Dues							
Allied Dues	220,441	212,450	7,991	227,297	(6,856)	316,741	286,550
Associate Dues	14,704	9,525	5,179	12,785	1,919	18,859	12,700
International Dues	61,195	63,073	(1,878)	60,536	658	81,361	85,000
Joint State Dues	1,091,852	1,040,320	51,533	1,007,501	84,352	1,464,723	1,416,320
Standard Dues	1,171,095	1,096,100	74,994	970,487	200,608	1,562,252	1,440,500
Membership Dues	<u>2,559,287</u>	<u>2,421,468</u>	<u>137,819</u>	<u>2,278,606</u>	<u>280,681</u>	<u>3,443,936</u>	<u>3,241,070</u>
Membership Sponsorship	58,125	58,125	0	70,087	(11,962)	77,500	77,500
Annual Convention and Conferences							
PestWorld	2,852,899	2,848,700	4,199	3,045,548	(192,648)	2,852,899	2,848,700
Conferences							
Academy	239,829	248,902	(9,072)	218,550	21,279	239,829	248,902
Eastern	197,583	149,970	47,612	144,190	53,392	197,583	149,970
Executive Leadership Forum	0	0	0	0	0	143,000	143,000
Global Pub Health & Food Safety Summit	0	0	0	0	0	112,920	141,150
Legislative Day	310,884	289,298	21,587	270,743	40,142	310,885	289,298
Mid Atlantic	128,765	102,075	26,690	110,475	18,290	128,765	102,075
Pests & Public Health Summit	0	0	0	73,405	(73,405)	0	0
PW East	0	0	0	148,800	(148,800)	0	0
WFD Summit	0	0	0	0	0	35,000	68,580
Wildlife	233,173	253,665	(20,493)	264,335	(31,163)	233,173	253,665
Womens Forum	0	0	0	0	0	243,501	225,606
Conferences	<u>1,110,234</u>	<u>1,043,910</u>	<u>66,324</u>	<u>1,230,498</u>	<u>(120,265)</u>	<u>1,644,655</u>	<u>1,622,246</u>
Annual Convention and Conferences	<u>3,963,133</u>	<u>3,892,610</u>	<u>70,523</u>	<u>4,276,046</u>	<u>(312,913)</u>	<u>4,497,554</u>	<u>4,470,946</u>
Committees and Councils	59,540	128,500	(68,960)	103,012	(43,472)	132,840	131,000
Communications	71,820	145,443	(73,623)	99,585	(27,766)	111,301	193,924
Resource Center							
Publications & Forms	158,880	155,776	3,105	166,250	(7,369)	209,104	206,000
Online Learning & Tests	82,857	62,250	20,607	69,820	13,037	103,777	83,170
Merchandise Sales	10,418	0	10,418	0	10,418	10,418	0
Shipping and Handling	5,664	6,363	(699)	6,462	(797)	7,301	8,000
Sponsorships	69,003	83,500	(14,498)	32,563	36,439	88,502	103,000
Resource Center	<u>326,822</u>	<u>307,889</u>	<u>18,933</u>	<u>275,095</u>	<u>51,728</u>	<u>419,102</u>	<u>400,170</u>
Member Programs & Services							
Workforce Development	134,791	190,541	(55,749)	125,040	9,751	180,829	250,720
Affinity, ESA, and Insurance Programs	98,366	80,712	17,653	91,229	7,137	118,603	113,450
Association Leadership Forum	47,953	45,553	2,400	45,553	2,400	47,953	45,553
Executive Leadership Program	27,158	27,158	0	26,249	908	36,211	36,211
Leader Launch	1,250	0	1,250	0	1,250	2,499	0
SPAR	30,000	30,000	0	22,500	7,500	30,000	30,000
Member Programs & Services	<u>339,518</u>	<u>373,965</u>	<u>(34,446)</u>	<u>310,571</u>	<u>28,946</u>	<u>416,095</u>	<u>475,934</u>



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Statement of Activities
7/1/2023 Through 03/31/2024

	Current YTD Actual 03/31/2024	Current YTD Budget 03/31/2024	Current YTD Actual VS Budget Variance 03/31/2024	Previous YTD Actual 03/31/2023	Current VS Previous YTD Variance 03/31/2024	Annual Forecast 6/30/2024	Annual Budget 06/30/2024
Other Revenue							
Management Fees	255,607	251,856	3,750	243,361	12,247	318,384	314,634
Investment Income	145,233	93,750	51,483	44,459	100,775	187,233	125,000
Rebates Revenue	10,346	17,500	(7,154)	16,826	(6,481)	10,346	17,500
Other Revenue	411,186	363,106	48,079	304,646	106,541	515,963	457,134
TOTAL REVENUE	7,789,431	7,691,106	98,325	7,717,648	71,783	9,614,291	9,447,678
EXPENSES							
Annual Convention and Conferences							
Pestworld	1,312,537	1,185,975	(126,562)	1,144,509	(168,028)	1,312,537	1,185,975
Conferences							
Academy	227,738	242,641	14,904	225,712	(2,025)	227,737	242,641
Eastern	134,178	106,456	(27,723)	105,153	(29,025)	134,178	106,456
Executive Leadership Forum	0	0	0	0	0	158,625	158,625
Global Pub Health & Food Safety Summit	0	0	0	0	0	125,030	138,155
Legislative Day	278,718	273,063	(5,655)	291,656	12,937	278,719	273,063
Mid Atlantic	105,727	92,460	(13,267)	84,743	(20,984)	105,727	92,460
Pests & Public Health Summit	0	0	0	108,785	108,785	0	0
PW East	0	0	0	99,858	99,858	0	0
Technology Summit	0	0	0	32,313	32,312	0	0
WFD Summit	0	0	0	0	0	50,075	42,075
Wildlife	183,231	220,534	37,302	211,317	28,087	183,231	220,534
Womens Forum	0	0	0	0	0	185,600	185,600
Conferences	929,592	935,154	5,561	1,159,537	229,945	1,448,922	1,459,609
Annual Convention and Conferences	2,242,129	2,121,129	(121,001)	2,304,046	61,917	2,761,459	2,645,584
Committees and Councils							
Committees	15,733	37,125	21,393	18,000	2,267	25,608	45,500
Councils	122,347	132,000	9,653	96,057	(26,290)	146,847	133,500
Directors, Officers, Past Presidents	86,832	85,840	(993)	105,452	18,620	127,193	115,000
Committees and Councils	224,912	254,965	30,053	219,509	(5,403)	299,648	294,000
Communications	124,039	130,050	6,012	64,846	(59,193)	157,089	163,100
Member Programs & Services							
Workforce Development	260,398	303,637	43,240	270,657	10,260	371,943	410,154
Legislative and Regulatory	18,492	36,157	17,664	35,847	17,354	45,445	44,075
Association Leadership Forum	31,366	37,000	5,634	32,740	1,375	31,366	37,000
Leadership Programs	108,481	128,500	20,019	81,154	(27,328)	157,981	162,000
SPAR	28,429	25,000	(3,429)	20,372	(8,057)	28,429	25,000
IDE Initiative	5,924	37,500	31,575	1,551	(4,373)	20,924	60,000
Member Programs & Services	453,090	567,794	114,703	442,321	(10,769)	656,088	738,229
Membership Expenses							
Website Expenses	99,265	115,422	16,157	91,513	(7,753)	134,989	153,896
Ballots & Elections	0	0	0	0	0	1,500	1,500
Membership Tools & Services	25,723	26,850	1,128	98,122	72,400	51,822	52,950



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Membership Acquisition	19,630	20,475	845	0	(19,630)	44,155	63,000
Membership Retention	11,056	16,375	5,319	0	(11,055)	33,681	34,000
Membership Expenses	<u>155,674</u>	<u>179,122</u>	<u>23,449</u>	<u>189,635</u>	<u>33,962</u>	<u>266,147</u>	<u>305,346</u>
Resource Center	46,349	53,425	7,076	48,820	2,470	58,325	65,400
Contributions	17,397	10,000	(7,397)	17,500	103	17,397	10,000
General & Administration Expenses							
401K Employer Match	93,924	91,000	(2,924)	97,239	3,315	132,924	130,000
Association Management Services	852	3,682	2,830	560	(292)	4,670	7,500
Audit and Accounting	26,739	26,250	(489)	1,262	(25,476)	35,489	35,000
Bank and PayPal Fees	110,716	97,000	(13,716)	87,134	(23,583)	150,716	137,000
Depreciation	238,500	238,500	0	241,767	3,267	318,000	318,000
Employee Benefits	209,789	195,625	(14,165)	184,957	(24,833)	273,864	259,700
Employment Services	2,936	4,500	1,565	9,469	6,534	4,436	6,000
Information Technology	187,021	200,924	13,902	187,069	48	252,098	260,000
Insurance	47,540	45,000	(2,540)	40,157	(7,383)	62,539	60,000
Investment Management Fees	16,888	27,563	10,675	7,659	(9,229)	22,888	36,750
Legal Fees	11,338	15,000	3,662	4,846	(6,491)	22,438	20,000
Occupancy	133,680	140,250	6,570	127,966	(5,715)	192,187	187,000
Office Subscriptions	3,492	4,217	725	4,453	961	5,775	6,500
Office Supplies	13,279	30,000	16,721	30,842	17,563	28,507	40,000
Outsourced Employment Services	75,926	75,937	12	66,283	(9,643)	94,926	101,250
Payroll Taxes	199,462	191,250	(8,213)	184,067	(15,395)	266,213	255,000
Printing, Postage and Shipping	7,214	11,250	4,036	10,641	3,427	12,629	15,000
Professional Development	45,325	37,500	(7,825)	31,412	(13,913)	57,825	50,000
Salaries	2,273,035	2,279,483	6,448	2,066,513	(206,522)	3,057,862	3,039,310
Staff Travel	54,417	87,048	32,632	62,525	8,109	78,916	116,490
Taxes, Licenses and Annual Report	45,911	37,067	(8,845)	43,896	(2,016)	56,845	50,000
Temporary Help	3,249	7,000	3,751	14,190	10,941	6,249	10,000
Bad Debt	0	0	0	0	0	7,000	7,000
General & Administration Expenses	<u>3,801,233</u>	<u>3,846,045</u>	<u>44,812</u>	<u>3,504,907</u>	<u>(296,326)</u>	<u>5,144,996</u>	<u>5,147,500</u>
TOTAL EXPENSES	<u>7,064,824</u>	<u>7,162,530</u>	<u>97,707</u>	<u>6,791,584</u>	<u>(273,240)</u>	<u>9,361,149</u>	<u>9,369,159</u>
NET INCOME (LOSS) FROM OPERATIONS	<u>724,607</u>	<u>528,576</u>	<u>196,032</u>	<u>926,064</u>	<u>(201,457)</u>	<u>253,142</u>	<u>78,520</u>
Non-Operating							
Unrealized Gain/Loss on Investments	155,167	0	155,166	8,717	146,449	155,166	0
Gain/Loss on Disposal of Assets	0	0	0	2,000	(2,000)	0	0
Non-Operating	<u>155,167</u>	<u>0</u>	<u>155,166</u>	<u>10,717</u>	<u>144,449</u>	<u>155,166</u>	<u>0</u>
Industry Issues	(43,826)	(58,500)	14,674	(66,312)	22,487	(69,326)	(55,500)
NET INCOME (LOSS)	<u>835,948</u>	<u>470,076</u>	<u>365,872</u>	<u>870,469</u>	<u>(34,521)</u>	<u>338,982</u>	<u>23,020</u>