

US EVENTING ASSOCIATION, INC.
Balance Sheet as of November 30

Balance Sheet

| | 11/30/2018 | 11/30/2019 | \$ Change |
|-------------------------------------------|-------------------------|-------------------------|---------------------|
| | <i>Unaudited</i> | <i>Unaudited</i> | |
| ASSETS | | | |
| Cash | 949,170 | 850,454 | (98,716) |
| Investments | 1,012,496 | 1,015,012 | 2,516 |
| Accounts Receivable (Long/Short term) | 235,548 | 314,781 | 79,233 |
| Inventory | 40,936 | 62,753 | 21,817 |
| Prepaid Expenses & Other | 58,956 | 100,388 | 41,432 |
| Property & Equipment | 1,853,950 | 1,886,322 | 32,372 |
| Accumulated Depreciation | (1,224,131) | (1,292,974) | (68,843) |
| | <u>629,819</u> | <u>593,349</u> | <u>(36,471)</u> |
| TOTAL ASSETS | <u><u>2,926,925</u></u> | <u><u>2,936,736</u></u> | <u><u>9,811</u></u> |
| LIABILITIES & NET ASSETS | | | |
| LIABILITIES | | | |
| Accounts Payable & Accrued Expenses | 465,050 | 503,759 | 38,709 |
| Deferred Membership Dues | 582,150 | 514,168 | (67,982) |
| Other Deferred Income | 317,298 | 361,806 | 44,509 |
| | <u>1,364,498</u> | <u>1,379,733</u> | <u>15,235</u> |
| NET ASSETS | | | |
| Unrestricted | 728,363 | 677,309 | (51,054) |
| Temporarily Restricted | 834,064 | 879,694 | 45,630 |
| Permanently Restricted | | | |
| | <u>1,562,427</u> | <u>1,557,003</u> | <u>(5,424)</u> |
| TOTAL LIABILITIES & NET ASSETS | <u><u>2,926,925</u></u> | <u><u>2,936,736</u></u> | <u><u>9,811</u></u> |

US EVENTING ASSOCIATION, INC.
Income Statement as of November 30

Income Statement

| | 2020 Budget | 2019 Unaudited | 2018 Unaudited |
|----------------------------------|------------------------|---------------------------|---------------------------|
| REVENUES | | | |
| Investment & Other | 294,518 | 386,167 | 221,418 |
| Membership | 1,042,350 | 1,039,224 | 931,617 |
| Merchandise | 94,300 | 127,724 | 103,805 |
| Competitions/Sponsorship | 1,731,387 | 1,473,063 | 1,430,537 |
| Advertising | 42,200 | 39,490 | 50,506 |
| Educational Fees | 86,700 | 58,025 | 81,021 |
| Annual Meeting | 120,500 | 129,406 | 89,359 |
| Contributions | 112,300 | 146,517 | 207,666 |
| Area Revenue* | 1,189,671 | 984,938 | 1,115,361 |
| TOTAL OPERATING REVENUE | 4,713,927 | 4,384,554 | 4,231,290 |
| EXPENSES | | | |
| Administration | 2,173,201 | 2,151,983 | 2,014,337 |
| Membership | 27,500 | 25,786 | 22,508 |
| Merchandise | 90,600 | 96,984 | 84,269 |
| Competitions | 668,445 | 578,502 | 575,392 |
| Media | 147,800 | 142,895 | 131,240 |
| Educational Programs | 149,700 | 89,283 | 123,226 |
| Annual Meeting | 218,110 | 203,279 | 181,836 |
| Area Expense* | 1,191,400 | 1,042,908 | 1,179,078 |
| TOTAL OPERATING EXPENSE | 4,666,757 | 4,331,620 | 4,311,886 |
| NET OPERATING INCOME USEA | \$ 47,171 | \$ 52,934 | \$ (80,596) |
| Other Expense | 203,202 | 61,562 | 48,737 |
| NET INCOME USEA | \$ (156,031) | \$ (8,628) | \$ (129,333) |

*Not included in HQ Budget