



# ACTEM

## STATEMENT OF ACTIVITY

July - November, 2018

	TOTAL	
	JUL - NOV, 2018	JUL - NOV, 2017 (PY)
Revenue		
A - Membership Dues	19,205.00	18,910.00
C - Conference Income	131,082.00	112,993.48
D - Interest & Dividends	592.30	307.34
F - Workshop Income		27,000.00
G - Software Commissions	16,188.74	35,037.43
H - Gross Sales of Inventory	404,770.52	384,266.25
PayPal Income		0.00
Shipping Revenue	214.61	233.47
<b>Total Revenue</b>	<b>\$572,053.17</b>	<b>\$578,747.97</b>
Cost of Goods Sold		
1-Purchases	362,822.13	343,839.85
3-Shipping Costs	207.04	391.67
4-Director Commissions	8,146.52	6,332.34
<b>Total Cost of Goods Sold</b>	<b>\$371,175.69</b>	<b>\$350,563.86</b>
<b>GROSS PROFIT</b>	<b>\$200,877.48</b>	<b>\$228,184.11</b>
Expenditures		
A- Awards	3,712.19	7,285.25
B - Sponsorships	102.70	413.13
C - Conferences	106,049.47	101,650.29
E - Meeting/Travel Expense	3,355.27	4,890.53
F - Newsletter Expense	1,743.27	1,936.49
G - Office Expenses	9,786.19	12,944.85
H - Payroll Master Account	29,359.18	28,721.18
I - Prof. Development Expenses	5,092.05	30,591.37
J - Professional Fees		918.75
K - Taxes	553.74	516.44
L - Web Services Expense	1,840.00	1,255.00
Other Expenses - Master	0.00	0.54
<b>Total Expenditures</b>	<b>\$161,594.06</b>	<b>\$191,123.82</b>
<b>NET OPERATING REVENUE</b>	<b>\$39,283.42</b>	<b>\$37,060.29</b>
Other Revenue		
Realized gains (losses)	2,080.00	1,326.50
Unrealized gains (losses)	1,173.89	4,469.41
<b>Total Other Revenue</b>	<b>\$3,253.89</b>	<b>\$5,795.91</b>
<b>NET OTHER REVENUE</b>	<b>\$3,253.89</b>	<b>\$5,795.91</b>
<b>NET REVENUE</b>	<b>\$42,537.31</b>	<b>\$42,856.20</b>