

**CMTA**  
**Balance Sheet**  
 As of October 31, 2014

	<b>Oct 31, 14</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1010000 · Cash and cash equivalents	
1010400 · General - Chase-8076	62,845.58
1010500 · Education - Chase	7,534.12
1020000 · Investments	
1020100 · LAIF	46,371.00
<b>Total 1020000 · Investments</b>	<b>46,371.00</b>
<b>Total 1010000 · Cash and cash equivalents</b>	<b>116,750.70</b>
1031000 · Division Accounts - Chase	
1031020 · Division 2	4,008.76
1031030 · Division 3	2,697.57
1031040 · Division 4	1,946.65
1031050 · Division 5	4,377.67
1031060 · Division 6	3,848.50
1031070 · Division 7	2,527.10
1031080 · Division 8	2,829.50
1031090 · Division 9	4,841.22
<b>Total 1031000 · Division Accounts - Chase</b>	<b>27,076.97</b>
<b>Total Checking/Savings</b>	<b>143,827.67</b>
<b>Other Current Assets</b>	
1040100 · YourMembership AR	1,486.00
1049000 · Undeposited funds	4,590.00
<b>Total Other Current Assets</b>	<b>6,076.00</b>
<b>Total Current Assets</b>	<b>149,903.67</b>
<b>TOTAL ASSETS</b>	<b>149,903.67</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2010000 · Accounts payable	5,872.72
<b>Total Accounts Payable</b>	<b>5,872.72</b>
<b>Total Current Liabilities</b>	<b>5,872.72</b>
<b>Total Liabilities</b>	<b>5,872.72</b>
<b>Equity</b>	
2700000 · Retained Earnings	-12,891.30
2740000 · General fund	106,447.77
2750000 · M Woodward Memorial Education	18,063.90
<b>Net Income</b>	<b>32,410.58</b>
<b>Total Equity</b>	<b>144,030.95</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>149,903.67</b>

**CMTA**  
**Profit & Loss**  
July through October 2014

	<u>Jul - Oct 14</u>	<u>Jul - Oct 13</u>	<u>\$ Change</u>
<b>Income</b>			
4010000 · Membership dues	58,505.00	61,475.00	-2,970.00
4500000 · Program services	2,020.00	22,991.40	-20,971.40
4600000 · Division Income	445.00	1,297.00	-852.00
4980000 · Interest	53.79	57.95	-4.16
<b>Total Income</b>	<u>61,023.79</u>	<u>85,821.35</u>	<u>-24,797.56</u>
 <b>Gross Profit</b>	 61,023.79	 85,821.35	 -24,797.56
 <b>Expense</b>			
5010000 · Management and general	28,388.00	34,563.45	-6,175.45
5050000 · Program services expenses	225.21	16,258.54	-16,033.33
5060000 · Prior Year Expenses	0.00	310.50	-310.50
5100000 · Division Expense	0.00	652.27	-652.27
5999 · Ask Accountant-Suspense	0.00	0.00	0.00
<b>Total Expense</b>	<u>28,613.21</u>	<u>51,784.76</u>	<u>-23,171.55</u>
 <b>Net Income</b>	 <u><u>32,410.58</u></u>	 <u><u>34,036.59</u></u>	 <u><u>-1,626.01</u></u>

**CMTA**  
**Profit & Loss previous year comp**  
**July through October 2014**

	<u>Jul - Oct 14</u>	<u>Jul - Oct 13</u>	<u>\$ Change</u>
<b>Income</b>			
<b>4010000 · Membership dues</b>			
4010100 · Dues (Public)	45,410.00	48,000.00	-2,590.00
4010200 · Dues (commercial)	12,915.00	13,325.00	-410.00
4010400 · Dues (Alumni)	180.00	150.00	30.00
4010000 · Membership dues - Other	0.00	0.00	0.00
<b>Total 4010000 · Membership dues</b>	<u>58,505.00</u>	<u>61,475.00</u>	<u>-2,970.00</u>
<b>4500000 · Program services</b>			
<b>4510000 · Certification</b>			
4510100 · Investment Policy Application	680.00	350.00	330.00
4510200 · CCMT	155.00	120.00	35.00
4510000 · Certification - Other	35.00	0.00	35.00
<b>Total 4510000 · Certification</b>	<u>870.00</u>	<u>470.00</u>	<u>400.00</u>
<b>4520000 · Education</b>			
4520200 · Educational support	0.00	4,090.00	-4,090.00
4520300 · Essentials Workshop	0.00	14,856.40	-14,856.40
<b>Total 4520000 · Education</b>	<u>0.00</u>	<u>18,946.40</u>	<u>-18,946.40</u>
<b>4530000 · Publications</b>			
4530300 · Job Ads	150.00	1,575.00	-1,425.00
4540000 · Newsletter	1,000.00	2,000.00	-1,000.00
<b>Total 4530000 · Publications</b>	<u>1,150.00</u>	<u>3,575.00</u>	<u>-2,425.00</u>
<b>Total 4500000 · Program services</b>	<u>2,020.00</u>	<u>22,991.40</u>	<u>-20,971.40</u>
4600000 · Division Income	445.00	1,297.00	-852.00
4980000 · Interest	53.79	57.95	-4.16
<b>Total Income</b>	<u>61,023.79</u>	<u>85,821.35</u>	<u>-24,797.56</u>
<b>Gross Profit</b>	61,023.79	85,821.35	-24,797.56
<b>Expense</b>			
<b>5010000 · Management and general</b>			
5010100 · Audit	0.00	6,110.00	-6,110.00
5010300 · In House Printing	64.12	121.19	-57.07
5010310 · Storage	46.87	102.62	-55.75
<b>5010400 · Contract Services</b>			
5010420 · Website update and maintenance	2,708.33	2,708.33	0.00
5010430 · SMA - AMC	23,409.80	23,083.25	326.55
<b>Total 5010400 · Contract Services</b>	<u>26,118.13</u>	<u>25,791.58</u>	<u>326.55</u>
5010600 · Insurance	416.67	444.17	-27.50
5010900 · Postage	291.78	403.72	-111.94
<b>5011200 · Telecommunications</b>			
5011210 · Internet services	0.00	24.00	-24.00
5011220 · Telephone	397.33	356.84	40.49
<b>Total 5011200 · Telecommunications</b>	<u>397.33</u>	<u>380.84</u>	<u>16.49</u>
5011300 · Supplies	0.00	24.94	-24.94
<b>5011500 · Bank and Merchant Fees</b>			
5011510 · Bank Fees	40.83	19.85	20.98
5011520 · Merchant Fees	1,012.27	1,164.54	-152.27
<b>Total 5011500 · Bank and Merchant Fees</b>	<u>1,053.10</u>	<u>1,184.39</u>	<u>-131.29</u>
<b>Total 5010000 · Management and general</b>	<u>28,388.00</u>	<u>34,563.45</u>	<u>-6,175.45</u>

**CMTA**  
**Profit & Loss previous year comp**  
 July through October 2014

	<u>Jul - Oct 14</u>	<u>Jul - Oct 13</u>	<u>\$ Change</u>
<b>5050000 · Program services expenses</b>			
<b>5051000 · Certification</b>			
5051100 · Investment Policy Application	0.00	20.59	-20.59
<b>Total 5051000 · Certification</b>	<u>0.00</u>	<u>20.59</u>	<u>-20.59</u>
<b>5053000 · Education</b>			
5520200 · Educational Support Expenses	225.21	4,328.17	-4,102.96
5520300 · Essential Workshop Expenses	0.00	11,732.93	-11,732.93
5520400 · Advanced Workshop Expenses	0.00	126.86	-126.86
<b>Total 5053000 · Education</b>	<u>225.21</u>	<u>16,187.96</u>	<u>-15,962.75</u>
<b>5054000 · Publications</b>			
5054200 · Newsletter	0.00	49.99	-49.99
<b>Total 5054000 · Publications</b>	<u>0.00</u>	<u>49.99</u>	<u>-49.99</u>
<b>Total 5050000 · Program services expenses</b>	<u>225.21</u>	<u>16,258.54</u>	<u>-16,033.33</u>
<b>5060000 · Prior Year Expenses</b>	0.00	310.50	-310.50
<b>5100000 · Division Expense</b>	0.00	652.27	-652.27
<b>5999 · Ask Accountant-Suspense</b>	0.00	0.00	0.00
<b>Total Expense</b>	<u>28,613.21</u>	<u>51,784.76</u>	<u>-23,171.55</u>
<b>Net Income</b>	<u><u>32,410.58</u></u>	<u><u>34,036.59</u></u>	<u><u>-1,626.01</u></u>

**CMTA**  
**Profit & Loss Budget Performance**  
October 2014

	Oct 14	Jul - Oct 14	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
<b>Income</b>						
<b>4010000 · Membership dues</b>						
4010100 · Dues (Public)	15,430.00	45,410.00	49,275.00	-3,865.00	53,000.00	92.97%
4010200 · Dues (commercial)	2,460.00	12,915.00	13,940.00	-1,025.00	17,000.00	82.0%
4010400 · Dues (Alumni)	0.00	180.00	240.00	-60.00	240.00	100.0%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4010000 · Membership dues</b>	<b>17,890.00</b>	<b>58,505.00</b>	<b>63,455.00</b>	<b>-4,950.00</b>	<b>70,240.00</b>	<b>90.34%</b>
<b>4500000 · Program services</b>						
<b>4510000 · Certification</b>						
4510100 · Investment Policy Application	175.00	680.00	875.00	-195.00	2,975.00	29.41%
4510200 · CCMT	0.00	155.00	0.00	155.00	450.00	0.0%
4510000 · Certification - Other	35.00	35.00	0.00	35.00		
<b>Total 4510000 · Certification</b>	<b>210.00</b>	<b>870.00</b>	<b>875.00</b>	<b>-5.00</b>	<b>3,425.00</b>	<b>25.55%</b>
<b>4520000 · Education</b>						
4520200 · Educational support	0.00	0.00	1,830.00	-1,830.00	3,000.00	61.0%
4520300 · Essentials Workshop	0.00	0.00	15,000.00	-15,000.00	15,000.00	100.0%
4520400 · Advanced Workshop	0.00	0.00	0.00	0.00	13,000.00	0.0%
4520000 · Education - Other	0.00	0.00	0.00	0.00	4,925.00	0.0%
<b>Total 4520000 · Education</b>	<b>0.00</b>	<b>0.00</b>	<b>16,830.00</b>	<b>-16,830.00</b>	<b>35,925.00</b>	<b>46.85%</b>
<b>4530000 · Publications</b>						
4530100 · Handbook	0.00	0.00	303.00	-303.00	500.00	60.6%
4530200 · Roster	0.00	0.00	7,250.00	-7,250.00	7,250.00	100.0%
4530300 · Job Ads	0.00	150.00	300.00	-150.00	1,500.00	20.0%
4540000 · Newsletter	0.00	1,000.00	2,000.00	-1,000.00	8,000.00	25.0%
4540100 · Website	0.00	0.00	375.00	-375.00	675.00	55.56%
4530000 · Publications - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4530000 · Publications</b>	<b>0.00</b>	<b>1,150.00</b>	<b>10,228.00</b>	<b>-9,078.00</b>	<b>17,925.00</b>	<b>57.06%</b>
<b>4550000 · Scholarship</b>						
4550100 · Woodward Memorial Scholarship	0.00	0.00	0.00	0.00	1,100.00	0.0%
4550200 · Vincent Amado Scholarship	0.00	0.00	0.00	0.00	0.00	
<b>Total 4550000 · Scholarship</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,100.00</b>	<b>0.0%</b>
<b>4560000 · Annual Conference</b>						
<b>4560100 · Registrations</b>						
4560110 · Active Members	0.00	0.00	0.00	0.00	35,000.00	0.0%
4560120 · Commercial Associates	0.00	0.00	0.00	0.00	27,000.00	0.0%
<b>Total 4560100 · Registrations</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>62,000.00</b>	<b>0.0%</b>
<b>4560200 · Sponsors</b>						
4560210 · Exhibit Sponsor	0.00	0.00	0.00	0.00	70,000.00	0.0%
4560220 · Non-Exhibit Sponsor	0.00	0.00	0.00	0.00	6,000.00	0.0%
<b>Total 4560200 · Sponsors</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>76,000.00</b>	<b>0.0%</b>
4560300 · Pre-Conference Seminar	0.00	0.00	0.00	0.00	2,500.00	0.0%
4560000 · Annual Conference - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4560000 · Annual Conference</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>140,500.00</b>	<b>0.0%</b>
<b>Total 4500000 · Program services</b>	<b>210.00</b>	<b>2,020.00</b>	<b>27,933.00</b>	<b>-25,913.00</b>	<b>198,875.00</b>	<b>14.05%</b>
4600000 · Division Income	0.00	445.00	4,000.00	-3,555.00	12,000.00	33.33%
4980000 · Interest	28.24	53.79	64.30	-10.51	130.00	49.46%
4999998 · Refunds	0.00	0.00	0.00	0.00	0.00	
<b>Total Income</b>	<b>18,128.24</b>	<b>61,023.79</b>	<b>95,452.30</b>	<b>-34,428.51</b>	<b>281,245.00</b>	<b>33.94%</b>
<b>Gross Profit</b>	<b>18,128.24</b>	<b>61,023.79</b>	<b>95,452.30</b>	<b>-34,428.51</b>	<b>281,245.00</b>	<b>33.94%</b>

**CMTA**  
**Profit & Loss Budget Performance**  
October 2014

Expense	Oct 14	Jul - Oct 14	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
<b>5010000 · Management and general</b>						
5010100 · Audit	0.00	0.00	6,900.00	-6,900.00	6,900.00	100.0%
5010200 · Board meetings	0.00	0.00	2,250.00	-2,250.00	9,000.00	25.0%
5010300 · In House Printing	60.85	64.12	76.96	-12.84	250.00	30.78%
5010310 · Storage	15.58	46.87	83.36	-36.49	250.00	33.34%
<b>5010400 · Contract Services</b>						
5010420 · Website update and maintenance	0.00	2,708.33	2,750.00	-41.67	5,500.00	50.0%
5010430 · SMA - AMC	5,872.72	23,409.80	22,833.32	576.48	68,499.96	33.33%
<b>Total 5010400 · Contract Services</b>	<b>5,872.72</b>	<b>26,118.13</b>	<b>25,583.32</b>	<b>534.81</b>	<b>73,999.96</b>	<b>34.57%</b>
5010600 · Insurance	0.00	416.67	4,170.00	-3,753.33	6,253.00	66.69%
<b>5010700 · Travel</b>						
5010720 · Legislative	0.00	0.00	0.00	0.00	600.00	0.0%
5010730 · Staff	0.00	0.00	0.00	0.00	885.00	0.0%
<b>Total 5010700 · Travel</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,485.00</b>	<b>0.0%</b>
5010800 · Taxes and Filings	0.00	0.00	0.00	0.00	810.00	0.0%
5010900 · Postage	151.29	291.78	1,156.69	-864.91	1,600.00	72.29%
<b>5011200 · Telecommunications</b>						
5011210 · Internet services	-24.00	0.00	96.00	-96.00	288.00	33.33%
5011220 · Telephone	191.25	397.33	400.00	-2.67	1,200.00	33.33%
<b>Total 5011200 · Telecommunications</b>	<b>167.25</b>	<b>397.33</b>	<b>496.00</b>	<b>-98.67</b>	<b>1,488.00</b>	<b>33.33%</b>
5011300 · Supplies	0.00	0.00	175.00	-175.00	300.00	58.33%
5011410 · President's fund	0.00	0.00	0.00	0.00	250.00	0.0%
<b>5011500 · Bank and Merchant Fees</b>						
5011510 · Bank Fees	9.52	40.83	0.00	40.83	0.00	
5011520 · Merchant Fees	330.67	1,012.27	849.19	163.08	3,100.00	27.39%
5011500 · Bank and Merchant Fees - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 5011500 · Bank and Merchant Fees</b>	<b>340.19</b>	<b>1,053.10</b>	<b>849.19</b>	<b>203.91</b>	<b>3,100.00</b>	<b>27.39%</b>
<b>Total 5010000 · Management and general</b>	<b>6,607.88</b>	<b>28,388.00</b>	<b>41,740.52</b>	<b>-13,352.52</b>	<b>105,685.96</b>	<b>39.49%</b>
<b>5050000 · Program services expenses</b>						
<b>5051000 · Certification</b>						
5051100 · Investment Policy Application	0.00	0.00	0.00	0.00	450.00	0.0%
<b>Total 5051000 · Certification</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>450.00</b>	<b>0.0%</b>
5052000 · Division support	0.00	0.00			0.00	
<b>5053000 · Education</b>						
5520200 · Educational Support Expenses	225.21	225.21	4,000.00	-3,774.79	4,000.00	100.0%
5520300 · Essential Workshop Expenses	0.00	0.00	561.53	-561.53	14,750.00	3.81%
5520400 · Advanced Workshop Expenses	0.00	0.00	0.00	0.00	10,450.00	0.0%
552200 · Work Shops/ Division Meetings	0.00	0.00	750.00	-750.00	3,000.00	25.0%
5053000 · Education - Other	0.00	0.00	0.00	0.00	4,925.00	0.0%
<b>Total 5053000 · Education</b>	<b>225.21</b>	<b>225.21</b>	<b>5,311.53</b>	<b>-5,086.32</b>	<b>37,125.00</b>	<b>14.31%</b>
<b>5054000 · Publications</b>						
5054200 · Newsletter	0.00	0.00	500.00	-500.00	2,000.00	25.0%
5054300 · Printing - General	0.00	0.00	200.00	-200.00	800.00	25.0%
5054400 · Roster	0.00	0.00	4,255.00	-4,255.00	4,255.00	100.0%
5054500 · League Advertising	0.00	0.00	0.00	0.00	900.00	0.0%
<b>Total 5054000 · Publications</b>	<b>0.00</b>	<b>0.00</b>	<b>4,955.00</b>	<b>-4,955.00</b>	<b>7,955.00</b>	<b>62.29%</b>

**CMTA**  
**Profit & Loss Budget Performance**  
October 2014

	Oct 14	Jul - Oct 14	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
<b>5055000 · Woodward Memorial Scholarship</b>						
5055100 · Woodward memorial	0.00	0.00	1,100.00	-1,100.00	2,200.00	50.0%
<b>Total 5055000 · Woodward Memorial Scholarship</b>	0.00	0.00	1,100.00	-1,100.00	2,200.00	50.0%
<b>5056000 · Annual Conference</b>						
5056100 · Annual conference planning	0.00	0.00	0.00	0.00	3,800.00	0.0%
5056200 · Audio Video	0.00	0.00	0.00	0.00	16,000.00	0.0%
5056250 · Banquet - Entertainment, Decor.	0.00	0.00			12,000.00	0.0%
<b>5056300 · Gifts &amp; Mementos</b>						
5056305 · Attendee	0.00	0.00	0.00	0.00	2,000.00	0.0%
5056310 · Speaker, Sponsor, Board	0.00	0.00	0.00	0.00	6,000.00	0.0%
5056315 · Awards	0.00	0.00	0.00	0.00	1,000.00	0.0%
<b>Total 5056300 · Gifts &amp; Mementos</b>	0.00	0.00	0.00	0.00	9,000.00	0.0%
5056400 · Food and Beverage - Hotel	0.00	0.00	0.00	0.00	63,000.00	0.0%
5056525 · Lodging/Travel	0.00	0.00			6,500.00	0.0%
<b>5056550 · Professional Services</b>						
5056555 · Conference Contract Services	0.00	0.00	0.00	0.00	0.00	
<b>Total 5056550 · Professional Services</b>	0.00	0.00	0.00	0.00	0.00	
5056650 · Postage	0.00	0.00	0.00	0.00	700.00	0.0%
5056700 · Printing	0.00	0.00	0.00	0.00	3,300.00	0.0%
5056750 · Speaker Expense	0.00	0.00	0.00	0.00	2,750.00	0.0%
5056800 · Supplies	0.00	0.00	0.00	0.00	800.00	0.0%
5056950 · Pre-Conference Education Exp.	0.00	0.00			1,500.00	0.0%
5056970 · Vince Amado Scholarship Expense	0.00	0.00	0.00	0.00	0.00	
<b>Total 5056000 · Annual Conference</b>	0.00	0.00	0.00	0.00	119,350.00	0.0%
<b>Total 5050000 · Program services expenses</b>	225.21	225.21	11,366.53	-11,141.32	167,080.00	6.8%
5060000 · Prior Year Expenses	0.00	0.00	0.00	0.00	0.00	
5100000 · Division Expense	0.00	0.00	4,000.00	-4,000.00	12,000.00	33.33%
<b>Total Expense</b>	6,833.09	28,613.21	57,107.05	-28,493.84	284,765.96	20.05%
<b>Net Income</b>	<b>11,295.15</b>	<b>32,410.58</b>	<b>38,345.25</b>	<b>-5,934.67</b>	<b>-3,520.96</b>	<b>-1,089.06%</b>