

**OEOSC Balance Statement (prepared on 2021 FEB 21)**  
2020 DEC 31

Assets

PrimaryChecking	\$59,863.34
Arcv Accounts Receivable	\$47,183.50
ANSI Dues Reserved Expense (Asset)	\$34,355.00
Paypal Escrow (Incoming Pool)	\$14,895.93
Allowance for Uncollectible Receivables	\$1,350.00
Pre-paid Insurance Travelers 9820PA204 (Asset)	\$101.50
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	\$157,749.27

Liabilities and Equity

APay Accounts Payable	\$ 39,580.69
TriptarCash	\$ 327.10
Starting Balances	\$ 60,421.59
Retained Earnings	\$ 57,419.89
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	\$ 157,749.27

**OEO SC P&L Statement (prepared 2021 FEB 21)**  
2020 Calendar Year

Income	
Income, _Dues (nonSponsors)	\$26,475.00
Income, _Dues (Sponsors)	\$20,000.00
Income, Services	\$10,634.00
Income, Training	\$7,250.60
Income, Sale of Standards, ANSI	\$1,701.00
Income, Sale of Standards, Training	\$900.00
Income, Sale of Standards, Direct	\$85.00
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	\$67,045.60
Expense	
ANSI Dues (400)	\$34,355.00
Executive Director Fees (101)	\$18,558.00
TAG Administrative Assistant (102)	\$7,350.00
Training Expenses (503)	\$3,371.06
Travel (ExecDir) (300)	\$500.00
Hosting ISO Meetings	\$500.00
ASCOP Administrative Assistant (104)	\$420.00
Credit Card Service Fees (502)	\$339.07
Website	\$327.10
Uncollectible Receivable (Expense)	\$325.00
Printing and Binding Standards (201)	\$145.20
Financial and Legal Services	\$125.00
General Administrative Expenses (200)	\$48.16
Insurance, Expense	\$58.00
Phone and Video Conferencing	\$47.65
Postage and Post Office	\$15.80
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	\$66,485.04
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<b>NET INCOME (LOSS)</b>	<b>\$560.56</b>

**OEOSC Profit and Loss Statement with Budgets**  
2020 actuals + 2020 through 2022 budgets (draft A)

	Actual 2020	Future Budgets		
		Past Budget 2020	2021	2022
<b>INCOME</b>				
Income, _Dues (nonSponsors)	\$ 26,475.00	\$ 25,000.00	\$ 25,000.00	\$ 25,000.00
Income, _Dues (Sponsors)	\$ 20,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00
Income, Services	\$ 10,634.00	\$ 13,800.00	\$ 13,000.00	\$ 13,000.00
Income, Training	\$ 7,250.60	\$ 10,000.00	\$ 20,500.00	\$ 10,000.00
Income, Sale of Standards, ANSI	\$ 1,701.00	\$ 3,000.00	\$ 4,000.00	\$ 3,000.00
Income, Sale of Standards, Training	\$ 900.00	\$ 1,000.00	\$ 2,500.00	\$ 1,000.00
Income, Sale of Standards, Direct	\$ 85.00	\$ 100.00	\$ 100.00	\$ 100.00
Income, CD Interest	\$ -	\$ -	\$ -	\$ -
Income, Misc	\$ -	\$ -	\$ -	\$ -
Income, Savings Interest	\$ -	\$ -	\$ -	\$ -
<b>Total Income</b>	<b>\$ 67,045.60</b>	<b>\$ 82,900.00</b>	<b>\$ 95,100.00</b>	<b>\$ 82,100.00</b>
<b>EXPENSES</b>				
ANSI Dues (400)	\$ 34,355.00	\$ 35,500.00	\$ 36,500.00	\$ 36,500.00
Executive Director Fees (101)	\$ 18,558.00	\$ 18,558.00	\$ 18,558.00	\$ 18,558.00
TAG Administrative Assistant (102)	\$ 7,350.00	\$ 7,400.00	\$ 7,400.00	\$ 7,400.00
Training Expenses (503)	\$ 3,371.06	\$ 5,000.00	\$ 9,000.00	\$ 9,000.00
Hosting ISO Meetings	\$ 500.00	\$ -	\$ -	\$ -
Travel (ExecDir) (300)	\$ 500.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
ASCOP Admin Assistant	\$ 420.00	\$ 2,200.00	\$ 2,200.00	\$ 2,200.00
Credit Card Service Fees (502)	\$ 339.07	\$ 500.00	\$ 250.00	\$ 250.00
Website	\$ 327.10	\$ 320.00	\$ 50.00	\$ 320.00
Uncollectible Receivable (Expense)	\$ 325.00	\$ -	\$ -	\$ -
Printing and Binding Standards (201)	\$ 145.20	\$ 200.00	\$ 200.00	\$ 200.00
Financial and Legal Services	\$ 125.00	\$ 200.00	\$ 200.00	\$ 200.00
General Administrative Expenses (200)	\$ 48.16	\$ 185.00	\$ 185.00	\$ 185.00
Phone and Video Conferencing	\$ 47.65	\$ 50.00	\$ 50.00	\$ 50.00
Insurance, Expense	\$ 58.00	\$ 54.67	\$ 54.67	\$ 54.67
Postage and Post Office	\$ 15.80	\$ 50.00	\$ 50.00	\$ 50.00
Meeting Room Charges (Refresh/Room) (501)	\$ -	\$ 110.00	\$ 110.00	\$ 110.00
ISO Trip Support Expenses (301)	\$ -	\$ -	\$ 3,500.00	\$ 3,500.00
<b>Total Expenses</b>	<b>\$ 66,485.04</b>	<b>\$ 71,327.67</b>	<b>\$ 75,807.67</b>	<b>\$ 76,077.67</b>
<b>NET Profit (Loss)</b>	<b>\$ 560.56</b>	<b>\$ 11,572.33</b>	<b>\$ 19,292.33</b>	<b>\$ 6,022.33</b>

Yellow indicates possible dependency upon physical meetings in 2021.