

Entrepreneurs' Organization
Balance Sheet
30-Jun-21

	YTD	
	2021	2020
Assets		
Cash and Cash Equivalents	26,135,478	6,546,043
Short-term Investment	9,900,906	14,561,936
Long-term Investment	24,314,635	22,089,642
Accounts Receivable	129,718	120,650
Prepaid Expenses	491,055	71,950
Current Assets	60,971,791	43,390,221
Fixed Assets	2,425,233	2,811,227
Accumulated Depreciation	(1,685,412)	(1,679,385)
Net Fixed Assets	739,821	1,131,841
Security Deposit	153,082	191,483
Total Assets	61,864,694	44,713,545
Liabilities		
Accounts Payable (ALL)	2,367,399	2,871,399
Other Liabilities	6,751,659	5,050,761
Deferred Revenue-Dues/Initiation	31,431,875	10,949,054
Deferred Revenue-Global Events/Programs	394,173	468,873
Total Liabilities	40,945,106	19,340,087
Net Assets	25,373,455	15,429,644
Retained Earnings	0	100,000
Profit (Loss) for Period	(4,453,867)	9,843,815
Shareholder's Equity	20,919,588	25,373,459
Total Shareholder's Equity and Liabilities	61,864,694	44,713,545

Entrepreneurs' Organization
Executive Summary
For the 12 periods ending June 30, 2021

	Period-to-Date			Year-to-Date		
	Actual	Budget	Variance	Current Year	Budget	Variance
Revenue						
Member Learning Experiences	118,017	0	118,017	559,821	550,000	9,821
Entrepreneur Ecosystem	236,746	131,979	104,767	2,308,121	1,477,174	830,947
Member Services	3,126,430	1,639,000	1,487,430	29,012,735	21,942,000	7,070,735
Chapter Services & Leadership Dev	0	0	0	76,167	0	76,167
Global Leadership	0	0	0	0	0	0
Support Center	121,965	20,000	101,965	1,870,429	300,000	1,570,429
Unspecified Program	0	0	0	0	0	0
Total Revenue	3,603,158	1,790,979	1,812,179	33,827,273	24,269,174	9,558,099
Expenses						
Member Learning Experiences	262,716	0	(262,716)	889,477	590,000	(299,477)
Entrepreneur Ecosystem	482,207	58,333	(423,874)	3,328,435	2,780,894	(547,542)
Member Services	1,401,649	227,000	(1,174,649)	6,189,071	5,106,930	(1,082,141)
Chapter Services & Leadership Dev	1,955,668	176,833	(1,778,835)	10,744,087	8,583,951	(2,160,136)
Global Leadership	795,759	336,667	(459,093)	2,534,149	3,858,330	1,324,181
Support Center	2,165,315	1,531,805	(633,510)	14,595,921	20,890,624	6,294,703
Unspecified Program	0	0	0	0	0	0
Total Other (Income)/Expense	7,063,316	2,330,639	(4,732,677)	38,281,140	41,810,728	3,529,588
Surplus/(Deficit)	(3,460,158)	(539,660)	2,920,498	(4,453,867)	(17,541,554)	(13,087,687)
Surplus/(Deficit) by Program						
Member Learning Experiences	(144,699)	0	144,699	(329,656)	(40,000)	289,656
Entrepreneur Ecosystem	(245,461)	73,646	319,107	(1,020,314)	(1,303,720)	(283,405)
Member Services	1,724,780	1,412,000	(312,780)	22,823,663	16,835,070	(5,988,593)
Chapter Services & Leadership Dev	(1,955,668)	(176,833)	1,778,835	(10,667,920)	(8,583,951)	2,083,969
Global Leadership	(795,759)	(336,667)	459,093	(2,534,149)	(3,858,330)	(1,324,181)
Support Center	(2,043,350)	(1,511,805)	531,544	(12,725,492)	(20,590,624)	(7,865,132)
Unspecified Program	0	0	0	0	0	0
	(3,460,158)	(539,660)	2,920,498	(4,453,867)	(17,541,554)	(13,087,687)

Entrepreneurs' Organization
Income Statement - Actual vs Budget
30-Jun-21

Budget set 02

	Current Period-to-Date			Current Year-to-Date		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenue						
Dues	2,315,753	1,925,004	390,749	26,965,545	23,700,000	3,265,545
Initiation Fee	946,500	488,000	458,500	4,411,000	3,030,000	1,381,000
Chapter Revenue Services	17,250	60,000	(42,750)	292,950	220,000	72,950
Discount - Dues	(19)	0	(19)	(503,914)	(400,000)	(103,914)
Grants	83,692	50,000	33,692	231,441	150,000	81,441
Registration Fee	0	219,000	(219,000)	441,804	1,226,000	(784,196)
Total Revenue	3,363,176	2,742,004	621,172	31,838,826	27,926,000	3,912,826
General Expenses						
Salaries-Staff	1,084,167	804,782	(279,385)	9,648,546	9,657,386	8,840
Outsourced Labor	148,232	48,333	(99,899)	663,606	580,000	(83,606)
Commissions/Bonus	105,000	16,667	(88,333)	467,964	200,000	(267,964)
Outside Contractors(Temp help, Admin Support)	(68,481)	4,333	72,815	1,153,794	1,137,580	(16,214)
Retirement Plan	46,063	20,967	(25,096)	275,687	251,600	(24,087)
Payroll Taxes (SUI)	106,271	58,333	(47,937)	759,296	700,000	(59,296)
Health Insurance (Med, Dental, Vision,STD, LTD)	26,008	59,300	33,292	671,720	711,600	39,880
Recruiting Staff	48,250	20,000	(28,250)	98,240	110,000	11,760
Prof. Development	53,116	16,667	(36,449)	123,110	230,688	107,578
Prof. Fees(Consulting Fees)	685,969	29,917	(656,052)	3,094,565	1,705,449	(1,389,116)
Audit Fees(Include Internal & External Audit)	0	0	0	41,620	73,000	31,380
Internal Audit	0	0	0	0	50,000	50,000
Legal Fees	59,307	12,500	(46,807)	208,915	225,000	16,085
Shipping & Storage	23,027	7,500	(15,527)	63,740	115,200	51,460
Office Supplies	4,540	4,167	(373)	29,428	74,200	44,772
Office expenses (Facilities, rent)	11,558	52,000	40,442	463,580	560,000	96,420
Phones & Internet	34,481	20,417	(14,064)	186,145	295,000	108,855
Tech Support- Development	5,383	0	(5,383)	38,733	244,320	205,587
Tech. Support- Innovation	(32,282)	0	32,282	719,155	41,200	(677,955)
Dues & Subs.	18,624	0	(18,624)	40,206	40,000	(206)
Printing	5,036	0	(5,036)	29,004	32,600	3,596
Business Taxes	0	0	0	7,010	7,000	(10)
Office Maint.(Copier, Design & Rental Equipment)	1,943	1,000	(943)	12,785	12,000	(785)
Software Licenses (Adobe,Dropbox)etc	459,935	0	(459,935)	1,204,734	1,331,977	127,243
Software Maint.	24,553	0	(24,553)	208,397	131,058	(77,339)
Infrastrucure Hardware	0	0	0	2,578	135,000	132,422
Hardware Maint.	31,525	0	(31,525)	68,019	133,000	64,981
Hardware Infrastructure Maint & Support	74,465	0	(74,465)	80,532	457,068	376,536
Gift &Award	56,601	0	(56,601)	565,531	171,040	(394,491)
Fees (Merchant fees, & Bank Fees)	71,957	36,000	(35,957)	811,889	959,000	147,111
Sage Enhancement, Payroll fees & Concur, Paramount	1,401	2,090	689	23,526	25,000	1,474
Currency Exchange	18,504	0	(18,504)	21,406	0	(21,406)
Marketing/Advertising/PR	360,627	0	(360,627)	924,797	517,800	(406,997)
Insurance	2,670	0	(2,670)	62,267	68,000	5,733
Suspense	4,727	0	(4,727)	4,727	0	(4,727)
Branding & Prom. (SWAG)	152,279	0	(152,279)	633,664	227,246	(406,418)
Content Development/Program	89,210	0	(89,210)	230,188	488,500	258,312

Entrepreneurs' Organization
Income Statement - Actual vs Budget
30-Jun-21

Budget set 02

	Current Period-to-Date			Current Year-to-Date		
	Actual	Budget	Variance	Actual	Budget	Variance
Production Support	24,466	0	(24,466)	317,546	147,200	(170,346)
Translation/Interpretation	127,853	0	(127,853)	414,333	219,904	(194,429)
Publication	13	0	(13)	13	0	(13)
Survey/Data Collection	375	0	(375)	375	41,500	41,125
Virtual Delivery(Podcast)	11,363	0	(11,363)	186,485	508,540	322,055
Budget	0	0	0	0	6,473,025	6,473,025
Bus.Develop Expense	0	0	0	59,785	90,000	30,215
Meeting-F&B	86,040	268,000	181,960	218,353	2,502,750	2,284,397
Meeting Space & Audio Visual	210,256	0	(210,256)	232,610	1,542,000	1,309,390
Meeting Faciliator Fees	1,162,389	77,000	(1,085,389)	5,154,140	3,167,660	(1,986,480)
Meeting Logistics Transactions	18,593	0	(18,593)	846,196	248,779	(597,417)
Meeting Misc.	(72,356)	0	72,356	564,727	686,700	121,973
Chapter Support	1,554,715	0	(1,554,715)	6,184,390	3,072,061	(3,112,329)
Travel-Staff-Air	23,691	0	(23,691)	33,742	95,900	62,158
Travel-Staff-Hotel	9,939	0	(9,939)	20,936	94,800	73,864
Travel-Staff-Food & Beverage	0	0	0	0	5,200	5,200
Travel-Staff-Misc.	15,336	0	(15,336)	24,827	26,230	1,403
Travel-Member- Air	26,287	0	(26,287)	65,348	163,981	98,633
Travel-Member-Hotel	26,830	0	(26,830)	82,866	81,500	(1,366)
Travel-Member-Food & Beverage	0	0	0	0	13,600	13,600
Travel-Member-Misc.	40,292	0	(40,292)	58,230	127,930	69,700
Travel-Board-Misc.	5,634	60,000	54,366	14,477	412,000	397,523
Travel-Board-Hotel	4,598	15,000	10,402	18,669	91,000	72,331
Travel-Board-Trans(Train, Taxi, Mileage,Tolls)	5,961	0	(5,961)	5,961	0	(5,961)
Travel-Board-Misc.	12,981	9,000	(3,981)	29,162	51,000	21,838
Travel-Faciliator-Air	19,976	0	(19,976)	40,756	268,350	227,594
Travel-Faciliator-Hotel	13,611	0	(13,611)	30,184	179,650	149,466
Travel-Faciliator-Food & Beverage	0	0	0	0	20,000	20,000
Travel-Faciliator-Misc.	13,781	0	(13,781)	34,248	169,900	135,652
Other Travel-Air	0	0	0	(2,351)	18,861	21,212
Other Travel-Hotel	0	0	0	0	8,000	8,000
Other Travel-Misc.	0	0	0	0	2,800	2,800
Depreciation	6,027	0	(6,027)	6,027	0	(6,027)
Total General Expenses	7,063,316	1,643,972	(5,419,344)	38,281,140	42,229,332	3,948,192
Other (Income)/Expense						
Interest Income	(203,877)	(20,000)	183,877	(891,965)	(300,000)	591,965
Unrealized (Gain) Loss	109,315	0	(109,315)	553,442	0	(553,442)
Realized (Gain) Loss	(27,370)	0	27,370	(130,346)	0	130,346
Gain on Extinguishment of Debt	0	0	0	(1,377,752)	0	1,377,752
Miscellaneous Income	(118,050)	0	118,050	(141,826)	0	141,826
Total Other (Income)/Expense	(239,982)	(20,000)	219,982	(1,988,446)	(300,000)	1,688,446
			0			0
Net Income (Loss)	(3,460,158)	1,118,032	4,578,190	(4,453,867)	(14,003,332)	(9,549,464)

**Entrepreneurs' Organization
Corporate Travel Expenses - by Region
30-Jun-21**

--- CURRENT YEAR-TO-DATE ACTUAL ---

	All Regions	GLOB	APAC	CNDA	EURO	LAC1	MEPA	NA11	SA11	USCE	USEA	USWE
Expenses-Staff												
Air	33,742	12,233	1,411	0	(2,060)	2,176	0	4,031	390	12,059	2,997	504
Hotel	20,936	5,259	2,431	0	0	272	0	2,427	2,651	7,064	171	661
Miscellaeneous	24,827	8,496	481	186	3,222	1,371	120	3,040	425	4,801	2,292	392
	79,505	25,988	4,323	186	1,162	3,819	120	9,498	3,465	23,924	5,461	1,557
Expenses-Member												
Air	65,348	4,095	2,182	414	0	13,470	3,693	4,018	2,863	19,559	9,936	5,117
Hotel	82,866	7,642	953	0	0	1,922	(694)	695	8,091	56,542	2,672	5,044
Miscellaeneous	58,230	11,230	2,159	0	956	2,509	3,285	402	97	4,954	22,548	10,090
	206,444	22,966	5,294	414	956	17,901	6,284	5,115	11,050	81,055	35,156	20,251
Expenses-Board												
Air	14,477	14,477	0	0	0	0	0	0	0	0	0	0
Hotel	18,669	18,669	0	0	0	0	0	0	0	0	0	0
Transportation (Train, Taxi, Mileage)	5,961	0	0	0	0	11	0	0	5,950	0	0	0
Miscellaeneous	29,162	29,162	0	0	0	0	0	0	0	0	0	0
	68,269	62,308	0	0	0	11	0	0	5,950	0	0	0
Expenses-Faciliator/Speaker												
Air	40,756	40,748	(286)	0	0	0	0	0	0	0	0	295
Hotel	30,184	29,635	0	0	0	0	0	0	343	0	0	206
Miscellaeneous	34,248	30,639	15	36	0	38	0	0	3,393	0	36	91
	105,188	101,021	(272)	36	0	38	0	0	3,736	0	36	592
Expenses-Other												
Air	(2,351)	(2,351)	0	0	0	0	0	0	0	0	0	0
	(2,351)	(2,351)	0	0	0	0	0	0	0	0	0	0
Total Corporate Travel Expenses	457,054	209,932	9,346	637	2,119	21,769	6,404	14,613	24,202	104,979	40,653	22,400
Corporate Travel Expenses, Sub-totals												
Air	151,972	69,202	3,307	414	(2,060)	15,646	3,693	8,049	3,253	31,618	12,933	5,916
Hotel	152,654	61,204	3,384	0	0	2,194	(694)	3,123	11,084	63,606	2,843	5,911
Transportation (Train, Taxi, Mileage)	5,961	0	0	0	0	11	0	0	5,950	0	0	0
Miscellaeneous	146,466	79,527	2,655	222	4,178	3,917	3,405	3,441	3,915	9,755	24,877	10,573
	457,054	209,932	9,346	637	2,119	21,769	6,404	14,613	24,202	104,979	40,653	22,400

Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
30-Jun-21

	Member Learning Experiences	Eco System	Member Services	Chapter Services & Leadership Development	Global Leadership	Support Center	TOTAL
REVENUE							
Dues	-	2,148,347	24,817,199	-	-	-	26,965,545
Initiation Fee	-	-	4,411,000	-	-	-	4,411,000
Chapter Revenue Services	-	-	288,450	4,500	-	-	292,950
Discount - Dues	-	-	(503,914)	-	-	-	(503,914)
Donation (In Kind)	-	-	-	-	-	-	-
Grants	-	159,774	-	71,667	-	-	231,441
Registration Fee	441,804	-	-	-	-	-	441,804
Interest Income	-	-	-	-	-	891,965	891,965
Currency Exchange	-	-	-	-	-	-	-
Realized Gain (Loss)	-	-	-	-	-	(553,442)	(553,442)
Miscellaneous Income	118,017	-	-	-	-	23,809	141,826
Release from Restriction	-	-	-	-	-	-	-
	<u>559,821</u>	<u>2,308,121</u>	<u>29,012,735</u>	<u>76,167</u>	<u>-</u>	<u>362,332</u>	<u>32,319,175</u>
EXPENSES							
Staffing Expenses	424,267	619,634	913,890	3,043,419	409,921	8,450,835	13,861,966
Professional Fees	43,190	41,001	395,415	264,345	877,109	1,724,042	3,345,100
Shipping & Postage	2,276	9,969	9,997	13,199	12,606	15,692	63,740
Office Supplies	-	1,906	421	5,938	870	20,294	29,428
Office expenses-(Facilities,rent,)	-	-	-	-	-	463,580	463,580
Phones & Internet	-	-	-	-	-	186,145	186,145
Tech. Development	-	-	-	-	-	38,733	38,733
Tech. Support	-	-	41,806	-	255	677,095	719,155
Dues & Subs.	-	81	-	15,582	20	24,522	40,206
Printing	118	1,287	5,387	12,296	2,698	7,219	29,004
Business Taxes	-	-	-	-	-	7,010	7,010
Depreciation	-	-	-	-	-	6,027	6,027
Office Maint. (Copier, Design & Rental Ex	-	-	-	-	-	12,785	12,785
Software License	-	-	360	3,862	-	1,200,513	1,204,734
Software Maint	-	120	16,124	6,193	-	185,961	208,397
Software Maint	-	-	-	-	-	2,578	2,578
Hardware Maint	-	-	-	-	-	68,019	68,019
Hardware Infrastructure Maint. & Support	-	-	-	-	-	80,532	80,532
Gift & Award	-	154,842	29,232	342,592	35,972	2,892	565,531
Fees(Merchant fees, & bank fees)	8,000	65,700	-	618	-	737,571	811,889
Sage Enhancement, Payroll fees & Concu	-	-	-	-	-	23,526	23,526
Currency Exchange	-	-	-	6	-	21,400	21,406
Marketing/Advertising/PR	-	214,623	26,694	479,420	100,989	103,072	924,797
Interest exp	-	-	-	-	-	-	-
Bad Debt exp.	-	-	-	-	-	-	-
Insurance	-	-	-	-	-	62,267	62,267
Realized Gain & (Loss)	-	-	-	-	-	-	-
Suspense	-	-	-	-	-	4,727	4,727

Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
30-Jun-21

	Member Learning		Chapter Services & Leadership				TOTAL
	Experiences	Eco System	Member Services	Development	Global Leadership	Support Center	
Branding & Prom.(SWAG)	4,006	45,550	14,030	504,199	40,044	25,836	633,664
Content Development	-	103,760	58,780	52,934	14,714	-	230,188
Prod. Support	19,181	-	61,043	235,225	665	1,433	317,546
Translation/Interpretation	24,769	30,745	66,252	140,116	30,440	122,011	414,333
Publications	-	-	-	-	-	13	13
Survey/Data Collection	-	-	375	-	-	-	375
Virtual Delivery (Podcast)	-	115,537	70,947	-	-	-	186,485
Budget	-	-	-	-	-	-	-
Member & Bus.develop	-	-	-	-	-	-	-
Bus. Development Expenses	-	33,120	5,000	21,665	-	-	59,785
Meeting-F&B	177	624	22,588	17,127	174,212	3,625	218,353
Member Services	-	-	-	-	-	-	-
Meeting Space & Audio Visual	146,000	-	42,421	20,545	23,644	-	232,610
Meeting Faciliator Fees	110,041	790,631	3,096,460	924,852	224,875	7,281	5,154,140
Meeting Logistics	-	-	-	790,109	56,087	-	846,196
Meeting Misc.	100,947	-	214,223	180,877	65,479	3,201	564,727
Strategy Summits	2,875	1,064,639	1,041,786	3,534,907	272,279	267,902	6,184,390
Accrued Event Activity	-	-	-	-	-	-	-
Staff Travel Expenses	3,628	31	2,457	53,997	15,148	4,242	79,505
Member Travel Expenses	-	1,550	20,836	46,149	134,664	3,245	206,444
Board Travel Expenses	-	-	-	2,167	36,625	29,477	68,269
Faciliator Expenses	-	35,438	32,549	31,749	4,834	618	105,188
Other Travel Expense	-	(2,351)	-	-	-	-	(2,351)
TOTAL EXPENSES	889,477	3,328,435	6,189,071	10,744,087	2,534,149	14,595,921	38,281,140
NET SURPLUS/(DEFICIT)	(329,656)	(1,020,314)	22,823,663	(10,667,920)	(2,534,149)	(14,233,589)	(5,961,965)

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**Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
Member Learning Experiences - Global
30-Jun-21**

	University-1 3001	University-2 3002	Once in a Life time Explorations (Kenya) 3005	Once in a Life Time Exporations(Vietnam/Camb 3006	Leadership Academy-Global 3010	Leadership Academy-Regional 3015	Speakers Academy 3020	Revitalizing your finance 3050	Exec Education- EMP 3105	Exec Education-KEY 3110	Exec Education- Wharton 3120	Exec Education-LBS 3130	Exec Education-Keop International 3135	Exec Education- Harvard 3140	TOTAL
REVENUE															
Registration Fee	-	-	-	-	-	-	152,900	49,100	-	-	-	83,904	-	155,900	441,804
Miscellaneous Income	118,017	-	-	-	-	-	-	-	-	-	-	-	-	-	118,017
	118,017	-	-	-	-	-	152,900	49,100	-	-	-	83,904	-	155,900	559,821
EXPENSES															
Salaries-Staff	122,000	-	89,000	-	-	-	62,134	17,134	67,000	-	-	-	-	67,000	424,267
Prof. Fees (Consulting fees)	-	-	-	-	-	-	-	5,615	-	-	-	-	-	-	5,615
Shipping & Postage	-	-	-	-	-	-	2,276	-	-	-	-	-	-	-	2,276
Printing	-	-	-	-	-	-	118	-	-	-	-	-	-	-	118
Fees(Merchant fees, & bank fees)	-	-	-	-	-	-	4,500	1,000	-	-	-	2,500	-	-	8,000
Branding & Prom.(SWAG)	-	-	-	-	-	-	4,006	-	-	-	-	-	-	-	4,006
Prod. Support	-	-	-	-	-	-	-	19,181	-	-	-	-	-	-	19,181
Translation/Interpretation	-	-	-	-	-	-	-	20,715	-	-	-	-	-	-	20,715
Meeting-F&B	-	-	-	-	-	-	177	-	-	-	-	-	-	-	177
Meeting Space & Audio Visual	-	-	-	-	-	-	-	-	-	-	-	-	-	146,000	146,000
Meeting Faciliator Fees	-	-	-	-	-	-	-	7,750	-	-	-	28,366	-	-	36,116
Meeting Misc.	-	-	-	-	-	-	44,202	2,500	-	-	-	54,246	-	-	100,947
Expenses-Staff	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Travel-Staff-Air	-	-	-	-	-	-	2,767	-	-	-	-	-	-	-	2,767
Travel-Staff-Misc.	-	-	-	-	-	-	861	-	-	-	-	-	-	-	861
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL EXPENSES	122,000	-	89,000	-	-	-	121,041	73,895	67,000	-	-	85,112	-	213,000	771,048
NET SURPLUS/(DEFICIT)	(3,983)	-	(89,000)	-	-	-	31,859	(24,795)	(67,000)	-	-	(1,208)	-	(57,100)	(211,227)

Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
ECO System
30-Jun-21

	Accelerator 3302	GSEA 3310	External Relations 3320	Strategic Alliances 3325	TOTAL
REVENUE					
Dues	2,148,347	-	-	-	2,148,347
Grants	-	-	-	159,774	159,774
	2,148,347	-	-	159,774	2,308,121
EXPENSES					
Salaries-Staff	154,082	160,933	187,026	102,037	604,078
Outside Contractors (Temp help, Admin Support)	15,556	-	-	-	15,556
Prof. Fees (Consulting fees)	1,609	3,022	5,649	30,000	40,280
Legal Fees	-	-	721	-	721
Shipping & Postage	6,103	3,840	-	26	9,969
Office Supplies	1,885	-	21	-	1,906
Dues & Subs.	61	20	-	-	81
Printing	-	244	-	1,042	1,287
Software Maint	-	-	-	120	120
Gift & Award	2,241	151,848	90	663	154,842
Fees(Merchant fees, & bank fees)	65,700	-	-	-	65,700
Marketing/Advertising/PR	15,764	125,016	71,342	2,500	214,623
Branding & Prom.(SWAG)	9,122	1,928	34,500	-	45,550
Content Development	103,760	-	-	-	103,760
Translation/Interpretation	900	29,845	-	-	30,745
Virtual Delivery (Podcast)	-	115,537	-	-	115,537
Bus. Development Expenses	-	30,000	3,120	-	33,120
Meeting-F&B	-	-	-	624	624
Meeting Faciliator Fees	762,429	24,498	3,705	-	790,631
Chapter Support	898,943	157,131	7,315	1,250	1,064,639

**Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
ECO System
30-Jun-21**

	Accelerator 3302	GSEA 3310	External Relations 3320	Strategic Alliances 3325	TOTAL
Expenses-Staff					
Travel-Staff-Misc.	-	31	-	-	31
Expenses-Member					
Travel-Member-Air	-	-	-	2,000	2,000
Travel-Member-Misc.	-	(450)	-	-	(450)
Expenses-Faciliator/Speaker					
Travel-Faciliator-Air	15,403	-	-	-	15,403
Travel-Faciliator-Hotel	8,802	-	-	-	8,802
Travel-Faciliator-Misc.	11,232	-	-	-	11,232
Expenses-Other					
Travel-Other-Air	-	(2,351)	-	-	(2,351)
TOTAL EXPENSES	2,073,591	801,092	313,490	140,262	3,328,435
NET SURPLUS/(DEFICIT)	74,755	(801,092)	(313,490)	19,512	(1,020,314)

**Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
Member Services
30-Jun-21**

	Member Learning 4402	Member Services 4404	Mentorship 4406	MYEO 4410	Forum Workshop (Formally known AFS) 4420	Forum Next Level 4423	Forum-MTP 4425	Forum-FTP 4430	Forum Program Develop. 4435	Moderator Summits 4437	Forum Bridge Program 4440	TOTAL
REVENUE												
Dues	-	24,817,199	-	-	-	-	-	-	-	-	-	24,817,199
Initiation Fee	-	3,408,000	-	-	-	-	-	1,003,000	-	-	-	4,411,000
Chapter Revenue Services	-	-	8,250	-	267,700	1,500	-	11,000	-	-	-	288,450
Discount - Dues	-	(503,914)	-	-	-	-	-	-	-	-	-	(503,914)
	-	27,721,284	8,250	-	267,700	1,500	-	1,014,000	-	-	-	29,012,735
EXPENSES												
Salaries-Staff	405,776	114,583	84,898	116,892	-	-	-	-	190,703	-	-	912,852
Outside Contractors (Temp help, Admin Support)	-	-	-	-	-	-	-	-	(5,088)	-	-	(5,088)
Prof. Development	6,126	-	-	-	-	-	-	-	-	-	-	6,126
Prof. Fees (Consulting fees)	81,765	297,500	-	-	9,650	-	3,750	2,750	-	-	-	395,415
Shipping &Postage	1,877	-	1,859	2,173	-	-	-	-	4,089	-	-	9,997
Office Supplies	297	-	-	124	-	-	-	-	-	-	-	421
Tech. Support	22,866	-	12,000	6,760	-	-	-	-	180	-	-	41,806
Printing	4,989	-	-	-	252	-	70	76	-	-	-	5,387
Software Maint	9,955	-	-	6,169	-	-	-	-	-	-	-	16,124
Gift & Award	7,340	-	4,166	12,949	-	-	-	-	2,959	1,819	-	29,232
Marketing/Advertising/PR	3,350	-	-	23,344	-	-	-	-	-	-	-	26,694
Branding & Prom.(SWAG)	4,759	-	5,271	4,000	-	-	-	-	-	-	-	14,030
Content Development	8,340	-	-	2,180	660	-	-	-	47,600	-	-	58,780
Prod. Support	52,924	-	-	119	-	-	-	-	8,000	-	-	61,043
Translation/Interpretation	47,866	-	1,235	15,391	-	-	-	-	467	1,293	-	66,252
Survey/Data Collection	-	-	-	-	-	-	-	-	375	-	-	375
Virtual Delivery (Podcast)	70,947	-	-	-	-	-	-	-	-	-	-	70,947
Bus. Development Expenses	-	-	-	5,000	-	-	-	-	-	-	-	5,000
Meeting-F&B	-	-	-	18,080	-	-	3,500	1,858	(850)	-	-	22,588
Meeting Space & Audio Visual	42,421	-	-	-	-	-	-	-	-	-	-	42,421
Meeting Faciliator Fees	1,429,454	-	44,038	28,854	297,831	(4,500)	292,475	498,633	373,952	135,723	-	3,096,460
Meeting Misc.	207,054	-	-	1,241	2,292	-	-	1,822	1,814	-	-	214,223
Chapter Support	787,957	-	10,127	75,016	(27,000)	-	-	6,749	131,937	52,000	5,000	1,041,786

**Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
Member Services
30-Jun-21**

	Member Learning 4402	Member Services 4404	Mentorship 4406	MYEO 4410	Forum Workshop (Formally known AFS) 4420	Forum Next Level 4423	Forum-MTP 4425	Forum-FTP 4430	Forum Program Develop. 4435	Moderator Summits 4437	Forum Bridge Program 4440	TOTAL
Expenses-Staff												
Travel-Staff-Air	(374)	-	-	-	-	-	-	-	-	-	-	(374)
Travel-Staff-Hotel	1,843	-	-	-	-	-	-	-	-	-	-	1,843
Travel-Staff-Misc.	917	-	-	71	-	-	-	-	-	-	-	988
Expenses-Member												
Travel-Member-Air	2,066	-	-	-	-	-	-	-	767	-	-	2,833
Travel-Member-Hotel	1,207	-	-	-	-	-	-	-	321	103	-	1,631
Travel-Member-Misc.	8,495	-	-	-	-	-	-	-	7,837	41	-	16,372
Expenses-Faciliator/Speaker												
Travel-Faciliator-Air	(286)	-	344	-	4,383	-	2,405	3,388	-	-	-	10,233
Travel-Faciliator-Hotel	-	-	-	-	4,083	-	1,556	5,033	-	-	-	10,672
Travel-Faciliator-Misc.	-	-	1,142	-	3,424	-	3,420	2,945	603	110	-	11,644
TOTAL EXPENSES	3,209,927	412,083	165,079	318,363	295,576	(4,500)	307,176	523,253	765,664	191,090	5,000	6,188,711
NET SURPLUS/(DEFICIT)	(3,209,927)	27,309,201	(156,829)	(318,363)	(27,876)	6,000	(307,176)	490,747	(765,664)	(191,090)	(5,000)	22,824,023

**Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
Chapter Services & Leader Development
30-Jun-21**

	Chapter Support 5502	Chapter Health 5505	Chapter Growth 5507	PEAK 5510	Strategy Summits 5520	Global Leadership Conf.(GLC) 5530	TOTAL
REVENUE							
Chapter Revenue Services	-	-	-	-	4,500	-	4,500
Grants	-	-	-	-	-	71,667	71,667
	-	-	-	-	4,500	71,667	76,167
EXPENSES							
Salaries-Staff	2,204,365	158,626	393,539	26,323	199,687	26,181	3,008,722
Outside Contractors (Temp help, Admin Support)	13,358	844	20,195	-	-	300	34,697
Prof. Fees (Consulting fees)	122,905	54,255	33,564	-	-	53,621	264,345
Shipping &Postage	4,439	-	63	-	4,446	4,251	13,199
Office Supplies	693	125	-	-	4,763	358	5,938
Dues & Subs.	15,582	-	-	-	-	-	15,582
Printing	11,742	-	-	-	360	194	12,296
Software Maint	-	-	3,800	-	2,393	-	6,193
Gift & Award	8,505	14,115	269	300,000	-	19,703	342,592
Fees(Merchant fees, & bank fees)	618	-	-	-	-	-	618
Currency Exchange	6	-	-	-	-	-	6
Marketing/Advertising/PR	141,904	1,984	282,098	-	-	53,434	479,420
Branding & Prom.(SWAG)	35,119	100,000	23,221	-	-	345,859	504,199
Content Development	837	-	2,183	-	15,912	34,002	52,934
Prod. Support	2,260	520	-	-	-	232,445	235,225
Translation/Interpretation	11,914	20,301	57,584	-	-	50,317	140,116
Bus. Development Expenses	6,665	-	15,000	-	-	-	21,665
Meeting-F&B	(1,369)	2,740	15,572	-	-	185	17,127
Meeting Space & Audio Visual	226	-	15,000	-	-	5,319	20,545
Meeting Faciliator Fees	14,845	4,500	21,660	-	294,913	588,935	924,852
Meeting Logistics	-	-	-	-	-	790,109	790,109
Meeting Misc.	10,941	19,151	19,688	-	109	130,988	180,877
Chapter Support	1,609,569	147,678	1,583,709	-	79,202	114,750	3,534,907

**Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
Chapter Services & Leader Development
30-Jun-21**

	Chapter Support 5502	Chapter Health 5505	Chapter Growth 5507	PEAK 5510	Strategy Summits 5520	Global Leadership Conf.(GLC) 5530	TOTAL
Expenses-Staff							
Travel-Staff-Air	6,045	1,221	-	-	10,724	3,837	21,827
Travel-Staff-Hotel	5,079	693	-	-	6,461	1,104	13,337
Travel-Staff-Misc.	12,530	507	48	-	3,699	2,049	18,834
Expenses-Member							
Travel-Member-Air	-	2,206	2,723	-	8,515	2,742	16,186
Travel-Member-Hotel	(556)	6,422	983	-	10,300	57	17,205
Travel-Member-Misc.	993	3,788	547	-	6,948	482	12,758
Expenses-Board							
Travel-Board-Hotel	694	-	-	-	-	-	694
Travel-Board-Misc.	-	-	-	-	-	1,473	1,473
Expenses-Faciliator/Speaker							
Travel-Faciliator-Air	-	-	-	-	14,327	-	14,327
Travel-Faciliator-Hotel	-	-	-	-	9,952	-	9,952
Travel-Faciliator-Misc.	-	-	-	-	7,420	50	7,470
TOTAL EXPENSES	4,239,909	539,675	2,491,444	326,323	680,130	2,462,744	10,740,226
NET SURPLUS/(DEFICIT)	(4,239,909)	(539,675)	(2,491,444)	(326,323)	(675,630)	(2,391,077)	(10,664,059)

Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
Global Leadership
30-Jun-21

	Strategy Planning 6602	Presidents Meetings 6603	Org. Governance- Board Meeting 6605	Org. Governance- Mgmt. Meeting 6608	Leadership/POL 6620	TOTAL
REVENUE	-	-	-	-	-	-
EXPENSES						
Salaries-Staff	86,182	-	86,182	-	156,839	329,202
Outside Contractors (Temp help, Admin Support)	80,719	-	-	-	-	80,719
Prof. Fees (Consulting fees)	798,960	17,520	52,362	-	8,267	877,109
Shipping &Postage	4,288	540	6,175	-	1,603	12,606
Office Supplies	338	286	-	-	246	870
Tech. Support	-	-	-	-	255	255
Dues & Subs.	20	-	-	-	-	20
Printing	2,698	-	-	-	-	2,698
Gift & Award	11,143	437	13,099	-	11,293	35,972
Marketing/Advertising/PR	100,926	-	-	-	63	100,989
Branding & Prom.(SWAG)	17,354	20,287	-	-	2,403	40,044
Content Development	120	-	-	-	14,594	14,714
Prod. Support	-	-	665	-	-	665
Translation/Interpretation	4,306	17,907	-	-	8,226	30,440
Meeting-F&B	144,992	20,581	6,472	2,166	-	174,212
Meeting Space & Audio Visual	12,151	4,660	-	2,333	4,500	23,644
Meeting Faciliator Fees	55,753	10,104	-	-	159,018	224,875
Meeting Logistics	21,762	34,325	-	-	-	56,087
Meeting Misc.	25,056	29,373	2,551	8,498	-	65,479
Chapter Support	138,048	45,646	-	-	88,585	272,279
Expenses-Staff						
Travel-Staff-Air	4,382	1,437	1,061	2,133	-	9,012
Travel-Staff-Hotel	574	2,751	962	-	-	4,288
Travel-Staff-Misc.	1,433	895	67	(547)	-	1,848

Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
Global Leadership
30-Jun-21

	Strategy Planning 6602	Presidents Meetings 6603	Org. Governance- Board Meeting 6605	Org. Governance- Mgmt. Meeting 6608	Leadership/POL 6620	TOTAL
Expenses-Member						
Travel-Member-Air	23,176	17,888	-	-	1,170	42,235
Travel-Member-Hotel	56,184	7,751	-	-	94	64,029
Travel-Member-Misc.	17,959	1,450	-	37	8,955	28,400
Expenses-Board						
Travel-Board-Misc.	-	-	4,970	-	-	4,970
Travel-Board-Hotel	-	-	11,632	-	-	11,632
Travel-Board-Trans(Train, Taxi, Mileage,Tolls)	5,961	-	-	-	-	5,961
Travel-Board-Misc.	-	-	14,061	-	-	14,061
Expenses-Faciliator/Speaker						
Travel-Faciliator-Air	295	-	-	-	-	295
Travel-Faciliator-Hotel	549	-	-	-	208	757
Travel-Faciliator-Misc.	106	3,393	-	-	282	3,782
TOTAL EXPENSES	1,615,434	237,232	200,260	14,620	466,603	2,534,149
NET SURPLUS/(DEFICIT)	(1,615,434)	(237,232)	(200,260)	(14,620)	(466,603)	(2,534,149)

Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
Support Center

30-Jun-21

	Global Resources (Finance, HR & IT) 9001	Corporate Technology 9005	Infrastructure 9010	Corporate Communications 9020	TOTAL
REVENUE					
Interest Income	891,965	0	0	0	891,965
Realized Gain (Loss)	(553,442)	0	0	0	(553,442)
Miscellaneous Income	23,809	0	0	0	23,809
	<u>362,332</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>362,332</u>
EXPENSES					
Salaries-Staff	2,667,850	942,940	0	758,635	4,369,425
Outsourced Labor	663,606	0	0	0	663,606
Commissions/Bonus	467,964	0	0	0	467,964
Outside Contractors (Temp help, Admin Support)	287,686	106,652	409,788	223,784	1,027,911
Retirement Plan	275,687	0	0	0	275,687
Payroll Taxes(SUI)	759,296	0	0	0	759,296
Health Insurance (Med, Dental, Vision,STD, LTD)	671,720	0	0	0	671,720
Recruiting Staff	81,990	16,250	0	0	98,240
Prof. Development	116,862	123	0	0	116,985
Prof. Fees (Consulting fees)	537,087	3,288	747,283	186,570	1,474,228
Audit fees	41,620	0	0	0	41,620
Legal Fees	208,194	0	0	0	208,194
Shipping &Postage	13,812	593	0	1,287	15,692
Office Supplies	20,294	0	0	0	20,294
Office expenses-(Facilities,rent,)	463,222	358	0	0	463,580
Phones & Internet	183,636	2,509	0	0	186,145
Tech. Development	0	38,733	0	0	38,733
Tech. Support	11,795	397,840	264,059	3,400	677,095
Dues & Subs.	9,315	3,334	0	11,873	24,522
Printing	6,455	0	0	764	7,219
Business Taxes	7,010	0	0	0	7,010
Depreciation	6,027	0	0	0	6,027
office Maint. (Copier, Design & Rental Equipment)	12,785	0	0	0	12,785
Software Licenses	2,000	588,394	609,899	220	1,200,513
Software Maint	6,326	177,508	2,000	127	185,961
Software Maint	0	2,578	0	0	2,578
Hardware Maint	774	67,245	0	0	68,019
Hardware Infrastrucrture Maint. & Support	0	80,532	0	0	80,532
Gift & Award	2,892	0	0	0	2,892
Fees(Merchant fees, & bank fees)	737,571	0	0	0	737,571
Sage Enhancement, Payroll fees & Concur,Paramoun	23,526	0	0	0	23,526
Currency Exchange	21,400	0	0	0	21,400
Marketing/Advertising/PR	7	0	0	103,066	103,072
Insurance	62,267	0	0	0	62,267
Suspense	4,727	0	0	0	4,727

**Entrepreneurs' Organization
Program Revenue/Expense Accounts - YTD
Support Center**

30-Jun-21

	Global Resources (Finance, HR & IT) 9001	Corporate Technology 9005	Infrastructure 9010	Corporate Communications 9020	TOTAL
Branding & Prom.(SWAG)	1,993	0	0	23,843	25,836
Prod. Support	0	0	0	1,433	1,433
Translation/Interpretation	0	0	0	122,011	122,011
Publications	13	0	0	0	13
Meeting-F&B	1,657	0	0	1,968	3,625
Meeting Faciliator Fees	0	0	0	7,281	7,281
Meeting Misc.	3,134	0	0	67	3,201
Chapter Support	0	0	0	267,902	267,902
Expenses-Staff					
Travel-Staff-Air	(1,172)	1,681	0	0	509
Travel-Staff-Hotel	0	1,469	0	0	1,469
Travel-Staff-Misc.	1,463	704	0	96	2,264
Expenses-Member					
Travel-Member-Air	0	0	0	2,095	2,095
Travel-Member-Misc.	193	0	0	957	1,150
Expenses-Board					
Travel-Board-Misc.	9,507	0	0	0	9,507
Travel-Board-Hotel	6,342	0	0	0	6,342
Travel-Board-Misc.	13,627	0	0	0	13,627
Expenses-Faciliator/Speaker					
Travel-Faciliator-Air	0	0	0	498	498
Travel-Faciliator-Misc.	0	0	0	121	121
TOTAL EXPENSES	8,412,162	2,432,732	2,033,029	1,717,997	14,595,921
NET SURPLUS/(DEFICIT)	(8,049,830)	(2,432,732)	(2,033,029)	(1,717,997)	(14,233,589)