

**Entrepreneurs' Organization**  
**Balance Sheet**  
**30-Jun-19**

	YTD		Variance	
	2019	2018	Amount	%
<b>Assets</b>				
Cash and Cash Equivalents	22,732,181	17,666,590	5,065,591	28.7%
Short-term Investment	20,218,451	38,408,336	(18,189,885)	(47.4%)
Long-term Investment	20,748,448	0	20,748,448	0.0%
Accounts Receivable	288,789	471,131	(182,342)	(38.7%)
Prepaid Expenses	500,598	754,792	(254,194)	(33.7%)
<b>Current Assets</b>	<b>64,488,467</b>	<b>57,300,848</b>	<b>7,187,619</b>	<b>12.5%</b>
Fixed Assets	3,197,220	1,685,413	1,511,807	89.7%
Accumulated Depreciation	(1,607,860)	(1,443,305)	(164,554)	11.4%
<b>Net Fixed Assets</b>	<b>1,589,360</b>	<b>242,107</b>	<b>1,347,253</b>	<b>556.5%</b>
Security Deposit	88,079	104,077	(15,998)	(15.4%)
<b>Total Assets</b>	<b>66,165,906</b>	<b>57,647,032</b>	<b>8,518,874</b>	<b>14.8%</b>
<b>Liabilities</b>				
Accounts Payable	6,381,382	614,374	5,767,008	938.7%
Chapter/Regional Payable	2,334,896	1,396,831	938,065	67.2%
Other Liabilities	5,691,080	11,441,517	(5,750,437)	(50.3%)
Deferred Revenue-Dues/Initiation	32,861,650	30,488,039	2,373,611	7.8%
Deferred Revenue-Global Events/Programs	3,367,255	3,035,067	332,188	10.9%
Deferred Rent	0	147,427	(147,427)	(100.0%)
<b>Total Liabilities</b>	<b>50,636,263</b>	<b>47,123,255</b>	<b>3,513,008</b>	<b>7.5%</b>
Net Assets	10,423,777	6,952,209	3,471,568	49.9%
Retained Earnings	100,000	100,000	0	0.0%
Profit (Loss) for Period	5,005,866	3,471,568	1,534,298	44.2%
Shareholder's Equity	15,529,644	10,523,777	5,005,866	47.6%
<b>Total Shareholder's Equity and Liabilities</b>	<b>66,165,906</b>	<b>57,647,032</b>	<b>8,518,874</b>	<b>14.8%</b>

**Entrepreneurs' Organization**  
**Income Statement - Actual vs Budget**  
**30-Jun-19**

	<u>Current Period-to-Date</u>			<u>Current Year-to-Date</u>		
	Actual	Budget	Variance	Actual	Budget	Variance
<b>Revenue</b>						
Dues	2,625,212	2,517,758	107,454	34,147,723	33,016,846	1,130,877
Initiation Fee	906,000	597,500	308,500	3,650,863	3,440,000	210,863
Chapter Revenue Services	465,121	265,000	200,121	2,834,102	2,575,000	259,102
Discount - Dues	0	0	0	(423,300)	(385,000)	(38,300)
Grants	73,789	21,000	52,789	231,445	250,000	(18,555)
Registration Fee	258,528	0	258,528	6,978,597	6,125,000	853,597
<b>Total Revenue</b>	<b>4,328,651</b>	<b>3,401,258</b>	<b>927,393</b>	<b>47,419,430</b>	<b>45,021,846</b>	<b>2,397,584</b>
<b>General Expenses</b>						
Salaries-Staff	997,638	860,000	(137,638)	9,047,689	9,261,262	213,573
Outsourced Labor	74,473	40,000	(34,473)	480,865	450,000	(30,865)
Outside Contractors(Temp help, Admin Support)	196,102	38,300	(157,802)	707,884	483,150	(224,734)
Retirement Plan	54,444	34,000	(20,444)	170,165	141,492	(28,673)
Payroll Taxes (SUI)	71,068	53,293	(17,775)	665,035	639,522	(25,513)
Health Insurance (Med, Dental, Vision,STD, LTD)	72,923	46,274	(26,649)	508,626	555,266	46,640
Recruiting Staff	3,956	3,000	(956)	97,684	50,000	(47,684)
Prof. Development	32,766	17,125	(15,641)	187,035	227,500	40,465
Prof. Fees( Consulting Fees)	305,891	230,510	(75,381)	1,578,833	1,414,500	(164,333)
Audit Fees(Include Internal & External Audit)	6,780	0	(6,780)	38,715	35,000	(3,715)
Internal Audit	3,500	7,000	3,500	38,500	40,000	1,500
Legal Fees	46,579	25,000	(21,579)	123,721	300,000	176,279
Shipping & Storage	42,587	11,525	(31,062)	126,740	141,750	15,010
Office Supplies	24,234	4,542	(19,692)	67,485	66,250	(1,235)
Office expenses ( Facilities, rent)	44,662	8,415	(36,247)	378,732	557,415	178,683
Phones & Internet	39,068	10,000	(29,068)	163,482	125,000	(38,482)
Tech Dev	28,170	25,550	(2,620)	69,533	307,000	237,467
Tech. Support	128,225	155,795	27,570	569,769	858,810	289,041
Dues & Subs.	1,567	8,875	7,308	16,031	109,500	93,469
Printing	24,812	3,665	(21,147)	53,912	45,375	(8,537)
Business Taxes	888	0	(888)	7,177	16,000	8,823
Office Maint.(Copier, Design & Rental Equipment)	3,860	1,000	(2,860)	35,188	26,000	(9,188)
Software Maint.	7,331	5,515	(1,816)	97,675	72,040	(25,635)
Hardware Maint.	5,857	1,000	(4,857)	100,757	70,000	(30,757)
Gift &Award	63,305	9,625	(53,680)	93,069	90,100	(2,969)
Fees (Merchant fees, & Bank Fees)	213,589	15,098	(198,491)	1,256,229	995,878	(260,351)
Sage Enhancement, Payroll fees & Concur, Paramount	24,376	3,500	(20,876)	153,967	145,000	(8,967)

**Entrepreneurs' Organization**  
**Income Statement - Actual vs Budget**  
**30-Jun-19**

	<u>Current Period-to-Date</u>			<u>Current Year-to-Date</u>		
	Actual	Budget	Variance	Actual	Budget	Variance
Currency Exchange	276,609	0	(276,609)	281,215	0	(281,215)
Marketing/Advertising/PR	94,695	42,975	(51,720)	588,485	522,000	(66,485)
Insurance	5,429	1,000	(4,429)	62,585	59,000	(3,585)
Branding & Prom. (SWAG)	18,983	7,870	(11,113)	173,057	109,000	(64,057)
Content Development/Program	73,815	57,830	(15,985)	396,367	688,500	292,133
Production Support	21,832	18,065	(3,767)	112,116	231,500	119,384
Translation/Interpretation	137,926	3,750	(134,176)	201,142	150,000	(51,142)
Publication	0	5,000	5,000	6,509	60,000	53,491
Survey/Data Collection	11,667	4,930	(6,737)	52,456	69,250	16,794
Virtual Delivery(Podcast)	6,685	10,180	3,495	72,387	120,000	47,613
Budget	0	247,700	247,700	0	4,311,730	4,311,730
Member & Bus. Development	5,296	0	(5,296)	5,296	0	(5,296)
Bus.Develop Expense	14,638	0	(14,638)	14,638	0	(14,638)
Meeting-F&B	29,336	103,100	73,764	4,708,785	5,063,450	354,665
Meeting Space & Audio Visual	44,734	18,670	(26,064)	1,962,998	1,291,500	(671,498)
Meeting Faciliator Fees	825,241	226,800	(598,441)	3,609,102	2,756,500	(852,602)
Meeting Logistics Transactions	12,970	3,095	(9,875)	241,277	38,000	(203,277)
Meeting Misc.	1,315,530	210,030	(1,105,500)	2,700,760	838,000	(1,862,760)
Chapter Support	1,744,752	193,950	(1,550,802)	5,291,129	3,740,400	(1,550,729)
Travel-Staff-Air	218,981	43,150	(175,831)	838,829	593,800	(245,029)
Travel-Staff-Hotel	181,188	27,295	(153,893)	541,261	485,990	(55,271)
Travel-Staff-Misc.	76,157	6,941	(69,216)	311,953	106,485	(205,468)
Travel-Member- Air	301,912	50,500	(251,412)	990,576	544,925	(445,651)
Travel-Member-Hotel	216,729	32,700	(184,029)	583,011	386,229	(196,782)
Travel-Member-Misc.	181,600	8,200	(173,400)	528,544	310,800	(217,744)
Travel-Board-Misc.	73,051	55,000	(18,051)	437,825	648,000	210,175
Travel-Board-Hotel	29,303	40,750	11,447	135,192	244,000	108,808
Travel-Board-Misc.	120,338	44,000	(76,338)	218,071	462,000	243,929
Travel-Faciliator-Air	136,213	92,953	(43,260)	831,117	887,450	56,333
Travel-Faciliator-Hotel	96,464	25,368	(71,096)	353,969	305,976	(47,993)
Travel-Faciliator-Misc.	74,189	8,925	(65,264)	304,324	104,575	(199,749)
Other Travel-Air	1,044	0	(1,044)	36,533	75,000	38,467
Other Travel-Hotel	43,750	0	(43,750)	83,820	27,000	(56,820)
Other Travel-Misc.	0	0	0	13,006	0	(13,006)
Depreciation	164,554	100,000	(64,554)	164,554	100,000	(64,554)
<b>Total General Expenses</b>	<b>9,074,261</b>	<b>3,309,334</b>	<b>(5,764,927)</b>	<b>43,687,388</b>	<b>42,554,870</b>	<b>(1,132,518)</b>

**Entrepreneurs' Organization  
Income Statement - Actual vs Budget  
30-Jun-19**

	<u>Current Period-to-Date</u>			<u>Current Year-to-Date</u>		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
<b>Other (Income)/Expense</b>						
Interest Income	(51,610)	(15,000)	36,610	(732,326)	(175,000)	557,326
Realized (Gain) Loss	(112,902)	0	112,902	(513,760)	0	513,760
Miscellaneous Income	(176)	(1,250)	(1,074)	(27,738)	(5,000)	22,738
Total Other (Income)/Expense	(164,688)	(16,250)	148,438	(1,273,824)	(180,000)	1,093,824
			0			0
<b>Net Income (Loss)</b>	<b>(4,580,922)</b>	<b>108,174</b>	<b>4,689,096</b>	<b>5,005,866</b>	<b>2,646,976</b>	<b>(2,358,890)</b>

**Entrepreneurs' Organization  
Corporate Travel Expenses - by Region  
30-Jun-19**

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

	All Regions	GLOB	APAC	CNDA	EURO	LAC1	MEPA	NA11	SA11	USCE	USEA	USWE
<b>Expenses-Staff</b>												
Air	838,829	684,768	25,360	11,082	12,790	28,997	25,998	0	10,438	11,756	13,118	14,522
Hotel	541,261	428,175	22,442	10,265	9,950	12,851	8,697	0	11,632	13,914	10,575	12,759
Miscellaeneous	311,953	227,230	16,116	9,745	12,606	6,890	7,072	0	8,627	7,662	9,181	6,824
	<b>1,692,044</b>	<b>1,340,174</b>	<b>63,919</b>	<b>31,092</b>	<b>35,345</b>	<b>48,738</b>	<b>41,767</b>	<b>0</b>	<b>30,698</b>	<b>33,331</b>	<b>32,874</b>	<b>34,105</b>
<b>Expenses-Member</b>												
Air	990,576	531,726	47,177	47,522	30,714	76,958	49,958	0	31,220	26,040	100,318	48,943
Hotel	583,011	239,007	31,928	50,371	40,722	19,649	43,534	0	16,017	33,995	53,891	53,898
Miscellaeneous	528,544	315,088	24,742	20,041	31,213	13,323	13,251	0	13,597	31,303	43,406	22,582
	<b>2,102,131</b>	<b>1,085,821</b>	<b>103,846</b>	<b>117,934</b>	<b>102,649</b>	<b>109,929</b>	<b>106,743</b>	<b>0</b>	<b>60,834</b>	<b>91,338</b>	<b>197,615</b>	<b>125,423</b>
<b>Expenses-Board</b>												
Air	437,825	437,825	0	0	0	0	0	0	0	0	0	0
Hotel	135,192	135,192	0	0	0	0	0	0	0	0	0	0
Miscellaeneous	218,071	218,071	0	0	0	0	0	0	0	0	0	0
	<b>791,087</b>	<b>791,087</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Expenses-Faciliator/Speaker</b>												
Air	831,117	723,366	32,757	14,853	4,338	27,828	6,852	0	9,320	3,186	6,057	2,562
Hotel	353,969	331,052	252	3,673	318	3,296	312	0	1,521	12,379	276	889
Miscellaeneous	304,324	275,782	5,851	1,203	4,504	1,483	5,304	0	4,511	2,267	1,452	1,967
	<b>1,489,411</b>	<b>1,330,199</b>	<b>38,860</b>	<b>19,729</b>	<b>9,160</b>	<b>32,607</b>	<b>12,468</b>	<b>0</b>	<b>15,352</b>	<b>17,832</b>	<b>7,785</b>	<b>5,418</b>
<b>Expenses-Other</b>												
Air	36,533	27,846	0	0	0	773	0	0	0	3,849	0	4,065
Hotel	83,820	45,130	0	0	0	5,999	0	0	0	7,563	2,283	22,845
Miscellaeneous	13,006	11,133	0	0	0	0	0	0	0	999	735	139
	<b>133,359</b>	<b>84,110</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6,772</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12,411</b>	<b>3,017</b>	<b>27,049</b>
<b>Total Corporate Travel Expenses</b>	<b>6,208,031</b>	<b>4,631,390</b>	<b>206,625</b>	<b>168,755</b>	<b>147,154</b>	<b>198,046</b>	<b>160,978</b>	<b>0</b>	<b>106,884</b>	<b>154,912</b>	<b>241,291</b>	<b>191,994</b>
<b>Corporate Travel Expenses, Sub-totals</b>												
Air	3,134,881	2,405,531	105,294	73,458	47,842	134,555	82,808	0	50,978	44,831	119,494	70,092
Hotel	1,697,253	1,178,556	54,623	64,308	50,990	41,795	52,543	0	29,171	67,850	67,024	90,392
Miscellaeneous	1,375,898	1,047,304	46,709	30,989	48,323	21,696	25,627	0	26,736	42,231	54,774	31,511
	<b>6,208,031</b>	<b>4,631,390</b>	<b>206,625</b>	<b>168,755</b>	<b>147,154</b>	<b>198,046</b>	<b>160,978</b>	<b>-</b>	<b>106,884</b>	<b>154,912</b>	<b>241,291</b>	<b>191,994</b>

**Entrepreneurs' Organization**  
**Program Revenue/Expense Accounts - YTD**  
**30-Jun-19**

	Member Learning Experiences	Eco System	Member Services	Chapter Services & Leadership Development	Global Leadership	Support Center	TOTAL
<b>REVENUE</b>							
Dues	-	2,482,148	31,665,575	-	-	-	34,147,723
Initiation Fee	-	-	3,650,863	-	-	-	3,650,863
Chapter Revenue Services	4,000	2,582	2,198,861	628,659	-	-	2,834,102
Discount - Dues	-	-	(423,300)	-	-	-	(423,300)
Donation (In Kind)	-	-	-	-	-	-	-
Grants	-	231,445	-	-	-	-	231,445
Registration Fee	6,530,720	46,135	22,200	379,542	-	-	6,978,597
Interest Income	-	-	-	-	-	732,326	732,326
Currency Exchange	-	-	-	-	-	-	-
Realized Gain (Loss)	-	-	-	-	-	513,760	513,760
Miscellaneous Income	-	-	-	-	-	27,738	27,738
Release from Restriction	-	-	-	-	-	-	-
	6,534,720	2,762,311	37,114,199	1,008,200	-	1,273,824	48,693,254
<b>EXPENSES</b>							
Staffing Expenses	353,477	554,934	1,069,955	3,050,459	283,250	6,552,909	11,864,984
Professional Fees	40,708	-	332,853	149,020	180,765	1,076,424	1,779,769
Shipping & Postage	8,368	6,746	29,856	66,703	666	14,400	126,740
Office Supplies	3,318	2,287	4,241	17,862	63	39,714	67,485
Office expenses-(Facilities,rent,)	-	-	-	-	-	378,732	378,732
Phones & Internet	-	101	-	-	122	163,260	163,482
Tech. Development	-	-	19,980	-	-	49,553	69,533
Tech. Support	-	13,874	1,149	51,584	4,899	498,264	569,769
Dues & Subs.	-	216	50	-	-	15,765	16,031
Printing	3,332	636	25,980	22,396	1,142	426	53,912
Business Taxes	-	-	-	-	-	7,177	7,177
Depreciation	-	-	-	-	-	164,554	164,554
Office Maint. ( Copier, Design & Rental Ec	-	-	-	-	-	35,188	35,188
Software Maint	-	10,558	1,544	414	-	85,159	97,675
Hardware Maint	-	-	-	-	-	100,757	100,757
Gift & Award	857	42,320	31,189	12,223	2,866	3,614	93,069
Fees( Merchant fees, & bank fees)	181,000	56,895	500	17,304	-	1,000,530	1,256,229
Sage Enhancement, Payroll fees & Concu	-	-	-	3,819	-	150,147	153,967
Currency Exchange	-	-	-	961	-	280,254	281,215
Marketing/Advertising/PR	2,639	47,026	20,673	261,935	3,623	252,590	588,485
Interest exp	-	-	-	-	-	-	-
Bad Debt exp.	-	-	-	-	-	-	-
Insurance	-	-	-	-	-	62,585	62,585
Realized Gain & (Loss)	-	-	-	-	-	-	-
Suspense	-	-	-	-	-	-	-

**Entrepreneurs' Organization**  
**Program Revenue/Expense Accounts - YTD**  
**30-Jun-19**

	Member Learning		Chapter Services & Leadership				TOTAL
	Experiences	Eco System	Member Services	Development	Global Leadership	Support Center	
Branding & Prom.(SWAG)	15,059	84,034	8,442	55,145	2,906	7,471	173,057
Content Development	-	120,600	58,438	13,175	1,154	202,999	396,367
Prod. Support	595	54,288	52,687	-	345	4,202	112,116
Translation/Interpretation	129	-	2,247	107,602	3,255	87,910	201,142
Publications	-	-	948	4,327	-	1,234	6,509
Survey/Data Collection	-	-	5,566	-	-	46,890	52,456
Virtual Delivery (Podcast)	7,700	9,020	49,016	-	-	6,650	72,387
Budget	-	-	-	-	-	-	-
Member & Bus.develop	-	-	4,296	1,000	-	-	5,296
Bus. Development Expenses	-	5,624	-	8,500	514	-	14,638
Meeting-F&B	2,534,335	47,556	418,628	1,058,867	644,572	4,827	4,708,785
Member Services	-	-	-	-	-	-	-
Meeting Space & Audio Visual	1,012,722	112,256	93,596	703,134	41,290	-	1,962,998
Meeting Faciliator Fees	875,720	442,665	1,602,782	609,831	74,604	3,500	3,609,102
Meeting Logistics	62,716	1,000	-	399	177,163	-	241,277
Meeting Misc.	1,267,908	156,688	204,936	727,212	333,666	10,351	2,700,760
Strategy Summits	39,416	1,353,702	1,580,679	2,127,715	117,273	72,343	5,291,129
Accrued Event Activity	-	-	-	-	-	-	-
Staff Travel Expenses	98,162	73,492	124,945	767,612	558,657	69,176	1,692,044
Member Travel Expenses	119,763	239,575	308,480	900,633	505,752	27,928	2,102,131
Board Travel Expenses	-	-	-	229,206	506,884	54,997	791,087
Faciliator Expenses	53,484	296,372	780,132	301,305	57,138	980	1,489,411
Other Travel Expense	118	83,991	-	49,249	-	-	133,359
<b>TOTAL EXPENSES</b>	<b>6,681,526</b>	<b>3,816,454</b>	<b>6,833,787</b>	<b>11,319,591</b>	<b>3,502,570</b>	<b>11,533,459</b>	<b>43,687,388</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(146,806)</b>	<b>(1,054,143)</b>	<b>30,280,412</b>	<b>(10,311,390)</b>	<b>(3,502,570)</b>	<b>(10,259,635)</b>	<b>5,005,866</b>

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**Entrepreneurs' Organization**  
**Program Revenue/Expense Accounts - YTD**  
**Member Learning Experiences - Global**  
**30-Jun-19**

	University-1 3001	University-2 3002	time Explorations (Kenya) 3005	Leadership Academy-Global 3010	Leadership Academy-Regional 3015	Exploration Cambodia Vietnam 3020	Virtual Learning 3050	Exec Education- EMP 3105	Exec Education-KEY 3110	Exec Education- Wharton 3120	Exec Education-LBS 3130	Exec Education-Keo International 3135	Exec Education- Harvard 3140	TOTAL
<b>REVENUE</b>														
Registration Fee	2,205,629	1,496,992	-	72,000	-	-	-	852,350	188,500	336,500	404,800	-	576,204	6,132,975
	2,205,629	1,496,992	-	72,000	-	-	-	852,350	188,500	336,500	404,800	-	576,204	6,132,975
<b>EXPENSES</b>														
Salaries-Staff	92,161	92,161	-	-	-	-	-	48,645	27,844	31,766	31,766	-	34,266	358,607
Outside Contractors (Temp help, Admin Support )	1,080	-	-	1,190	(7,400)	-	-	-	-	-	-	-	-	(5,130)
Prof. Fees (Consulting fees)	1,400	-	-	-	12,584	-	-	7,500	-	-	-	-	-	21,484
Shipping &Postage	1,661	5,700	-	-	-	-	-	22	818	14	154	-	-	8,368
Office Supplies	2,718	39	-	-	-	-	-	561	-	-	-	-	-	3,318
Printing	-	2,917	-	-	-	-	-	-	-	-	-	-	-	2,917
Gift & Award	367	-	-	-	489	-	-	-	-	-	-	-	-	857
Fees( Merchant fees, & bank fees)	65,000	45,000	-	2,000	-	-	-	25,000	5,000	10,000	12,000	-	17,000	181,000
Marketing/Advertising/PR	839	1,800	-	-	-	-	-	-	-	-	-	-	-	2,639
Branding & Prom.(SWAG)	3,839	-	-	-	5,104	-	-	-	-	-	-	-	5,187	14,129
Prod. Support	-	595	-	-	-	-	-	-	-	-	-	-	-	595
Translation/Interpretation	-	129	-	-	-	-	-	-	-	-	-	-	-	129
Virtual Delivery (Podcast)	4,100	3,600	-	-	-	-	-	-	-	-	-	-	-	7,700
Meeting-F&B	1,181,425	564,493	-	8,862	52,460	-	-	80,506	30,562	4,195	356,732	-	30,000	2,309,235
Meeting Space & Audio Visual	168,467	166,111	-	5,409	-	-	-	231,733	67,819	70,000	-	-	300,800	1,010,338
Meeting Faciliator Fees	333,500	69,625	-	43,493	35,419	-	-	166,500	35,800	1,500	-	-	150,000	835,837
Meeting Logistics Transactions	-	-	-	5,763	-	-	-	-	3,375	-	-	-	-	9,138
Meeting Misc.	231,703	466,186	-	4,437	7,488	-	-	128,108	9,140	241,626	52,193	-	401	1,141,282
Chapter Support	-	-	-	-	21,585	-	-	-	-	-	-	-	-	21,585
<b>Expenses-Staff</b>														
Travel-Staff-Air	11,824	26,992	-	-	1,298	-	-	3,506	2,282	-	709	-	280	46,891
Travel-Staff-Hotel	15,000	16,390	-	-	835	-	-	885	-	-	-	-	-	33,110
Travel-Staff-Misc.	6,470	3,827	-	1,345	819	-	-	1,382	986	499	660	-	-	15,987
<b>Expenses-Member</b>														
Travel-Member-Air	256	3,022	-	610	1,070	-	-	33,701	-	-	5,305	-	-	43,963
Travel-Member-Hotel	389	-	-	275	-	-	-	-	-	-	-	-	-	664
Travel-Member-Misc.	231	1,872	-	-	112	-	-	600	-	-	378	-	-	3,194
<b>Expenses-Faciliator/Speaker</b>														
Travel-Faciliator-Air	1,585	5,166	-	4,257	6,375	-	-	4,453	4,000	1,325	-	-	-	27,160
Travel-Faciliator-Hotel	144	-	-	-	301	-	-	-	-	-	-	-	-	445
Travel-Faciliator-Misc.	798	2,367	-	307	913	-	-	1,259	940	50	-	-	-	6,634
<b>Expenses-Other</b>														
Travel-Other-Misc.	118	-	-	-	118	-	-	-	-	-	-	-	-	118
<b>TOTAL EXPENSES</b>	<b>2,125,074</b>	<b>1,477,991</b>	<b>-</b>	<b>77,948</b>	<b>139,452</b>	<b>-</b>	<b>-</b>	<b>734,359</b>	<b>188,565</b>	<b>360,975</b>	<b>459,897</b>	<b>-</b>	<b>537,933</b>	<b>6,102,195</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>80,555</b>	<b>19,000</b>	<b>-</b>	<b>(5,948)</b>	<b>(139,452)</b>	<b>-</b>	<b>-</b>	<b>117,991</b>	<b>(65)</b>	<b>(24,475)</b>	<b>(55,097)</b>	<b>-</b>	<b>38,271</b>	<b>30,780</b>

**Entrepreneurs' Organization**  
**Program Revenue/Expense Accounts - YTD**  
**ECO System**  
**30-Jun-19**

	Accelerator 3302	GSEA 3310	External Relations 3320	Strategic Alliances 3325	TOTAL
<b>REVENUE</b>					
Dues	2,482,148	-	-	-	2,482,148
Chapter Revenue Services	-	2,582	-	-	2,582
Grants	-	5,000	-	226,445	231,445
Registration Fee	-	9,497	36,638	-	46,135
	2,482,148	17,079	36,638	226,445	2,762,311
<b>EXPENSES</b>					
Salaries-Staff	134,010	188,588	172,616	54,645	549,860
Outside Contractors (Temp help, Admin Support )	-	-	5,074	-	5,074
Shipping &Postage	851	2,773	3,049	73	6,746
Office Supplies	1,362	622	304	-	2,287
Phones & Internet	26	-	75	-	101
Tech. Support	5,624	8,250	-	-	13,874
Dues & Subs.	99	-	117	-	216
Printing	636	-	-	-	636
Software Maint	-	10,459	-	99	10,558
Gift & Award	-	40,820	-	1,500	42,320
Fees( Merchant fees, & bank fees)	55,000	-	1,895	-	56,895
Marketing/Advertising/PR	7,005	28,869	4,301	2,054	47,026
Branding & Prom.(SWAG)	1,628	30,207	6,004	46,196	84,034
Content Development	112,400	-	-	8,200	120,600
Prod. Support	1,494	-	-	52,795	54,288
Virtual Delivery (Podcast)	9,020	-	-	-	9,020
Bus. Development Expenses	-	-	-	5,624	5,624
Meeting-F&B	41,145	2,997	3,414	-	47,556
Meeting Space & Audio Visual	12,256	100,000	-	-	112,256
Meeting Faciliator Fees	439,665	1,500	-	1,500	442,665
Meeting Logistics	1,000	-	-	-	1,000
Meeting Misc.	37,631	4,971	86,410	27,676	156,688
Chapter Support	1,038,851	136,745	137,257	29,950	1,353,702

**Entrepreneurs' Organization**  
**Program Revenue/Expense Accounts - YTD**  
**ECO System**  
**30-Jun-19**

	Accelerator 3302	GSEA 3310	External Relations 3320	Strategic Alliances 3325	TOTAL
<b>Expenses-Staff</b>					
Travel-Staff-Air	16,306	8,708	9,706	3,475	38,195
Travel-Staff-Hotel	5,962	626	7,477	1,429	15,494
Travel-Staff-Misc.	8,491	3,604	4,585	3,124	19,803
<b>Expenses-Member</b>					
Travel-Member-Air	60,834	14,768	43,381	8,498	127,663
Travel-Member-Hotel	54,978	1,701	27,266	1,932	85,876
Travel-Member-Misc.	5,907	1,015	7,186	8,692	26,035
<b>Expenses-Faciliator/Speaker</b>					
Travel-Faciliator-Air	160,014	2,432	-	1,299	163,745
Travel-Faciliator-Hotel	74,015	-	-	944	74,960
Travel-Faciliator-Misc.	57,558	109	-	-	57,667
<b>Expenses-Other</b>					
Travel-Other-Air	-	27,846	-	-	27,846
Travel-Other-Hotel	-	45,130	-	-	45,130
Travel-Other-Misc.	-	11,015	-	-	11,015
<b>TOTAL EXPENSES</b>	<b>2,343,767</b>	<b>673,754</b>	<b>520,114</b>	<b>259,704</b>	<b>3,816,454</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>138,381</b>	<b>(656,674)</b>	<b>(483,476)</b>	<b>(33,259)</b>	<b>(1,054,143)</b>

**Entrepreneurs' Organization**  
**Program Revenue/Expense Accounts - YTD**  
**Member Services**  
**30-Jun-19**

	Member Learning 4402	Member Services 4404	Mentorship 4406	MYEO 4410	Forum-AFS 4420	Forum-MTP 4425	Forum-FTP 4430	Forum Program Develop. 4435	Moderator Summits 4437	Forum Bridge Program 4440	TOTAL
<b>REVENUE</b>											
Dues	-	31,665,575	-	-	-	-	-	-	-	-	31,665,575
Initiation Fee	400,000	3,194,863	-	-	-	-	56,000	-	-	-	3,650,863
Chapter Revenue Services	1,650	-	49,350	-	637,566	321,423	1,093,622	-	95,250	-	2,198,861
Discount - Dues	-	(423,300)	-	-	-	-	-	-	-	-	(423,300)
Registration Fee	17,700	-	-	-	4,500	-	-	-	-	-	22,200
	419,350	34,437,138	49,350	-	642,066	321,423	1,149,622	-	95,250	-	37,114,199
<b>EXPENSES</b>											
Salaries-Staff	413,329	-	112,980	124,946	-	-	-	364,376	-	-	1,015,631
Outside Contractors (Temp help, Admin Support )	-	-	-	10,514	-	-	-	38,144	3,828	838	53,324
Prof. Development	1,000	-	-	-	-	-	-	-	-	-	1,000
Prof. Fees (Consulting fees)	32,309	290,000	3,551	6,992	-	-	-	-	-	-	332,853
Shipping &Postage	3,606	-	2,274	2,147	175	5,522	12,497	2,873	763	-	29,856
Office Supplies	686	-	-	3,253	104	38	84	-	76	-	4,241
Tech. Development	-	-	10,000	9,980	-	-	-	-	-	-	19,980
Tech. Support	1,149	-	-	-	-	-	-	-	-	-	1,149
Dues & Subs.	50	-	-	-	-	-	-	-	-	-	50
Printing	100	-	-	-	3,334	3,526	11,336	7,653	31	-	25,980
Software Maint	1,147	-	-	-	-	-	-	397	-	-	1,544
Gift & Award	5,305	-	43	24,288	-	-	-	-	1,553	-	31,189
Fees( Merchant fees, & bank fees)	-	-	-	-	-	-	500	-	-	-	500
Marketing/Advertising/PR	1,407	-	-	19,091	-	174	-	-	-	-	20,673
Branding & Prom.(SWAG)	510	-	6,106	1,826	-	-	-	-	-	-	8,442
Content Development	10,172	-	5,944	2,929	22,500	-	-	16,893	-	-	58,438
Prod. Support	52,218	-	469	-	-	-	-	-	-	-	52,687
Translation/Interpretation	240	-	-	1,007	-	-	-	-	-	1,000	2,247
Publications	-	-	-	-	-	-	948	-	-	-	948
Survey/Data Collection	-	-	-	-	-	-	-	5,566	-	-	5,566
Virtual Delivery (Podcast)	16,016	-	33,000	-	-	-	-	-	-	-	49,016
Member & Bus.develop	4,296	-	-	-	-	-	-	-	-	-	4,296
Meeting-F&B	97,487	-	3,000	25,440	3,819	18,398	112,630	42,439	108,436	6,979	418,628
Meeting Space & Audio Visual	10,614	-	-	28,711	-	5,811	28,951	19,510	-	-	93,596
Meeting Faciliator Fees	102,414	-	61,725	4,000	392,392	305,074	640,397	29,734	64,046	3,000	1,602,782
Meeting Misc.	19,676	-	1,022	36,366	-	45,774	54,475	9,658	37,963	0	204,936
Chapter Support	1,014,723	-	50,222	190,260	32,900	1,758	8,000	282,557	24,169	(23,909)	1,580,679

**Entrepreneurs' Organization  
Program Revenue/Expense Accounts - YTD  
Member Services  
30-Jun-19**

	<b>Member Learning 4402</b>	<b>Member Services 4404</b>	<b>Mentorship 4406</b>	<b>MYEO 4410</b>	<b>Forum-AFS 4420</b>	<b>Forum-MTP 4425</b>	<b>Forum-FTP 4430</b>	<b>Forum Program Develop. 4435</b>	<b>Moderator Summits 4437</b>	<b>Forum Bridge Program 4440</b>	<b>TOTAL</b>
<b>Expenses-Staff</b>											
Travel-Staff-Air	24,766	-	1,154	11,921	-	1,172	-	10,168	10,661	446	60,287
Travel-Staff-Hotel	13,467	-	3,080	7,305	-	-	-	4,354	6,073	-	34,280
Travel-Staff-Misc.	10,543	-	1,408	8,217	-	-	-	3,932	6,149	128	30,378
<b>Expenses-Member</b>											
Travel-Member-Air	48,110	-	3,916	28,735	-	241	3,129	51,336	10,622	-	146,090
Travel-Member-Hotel	17,126	-	4,009	5,825	-	152	1,739	29,186	10,150	-	68,187
Travel-Member-Misc.	32,528	-	6,150	5,537	-	-	214	29,738	5,308	14,728	94,203
<b>Expenses-Faciliator/Speaker</b>											
Travel-Faciliator-Air	28,124	-	20,695	2,471	73,874	85,181	151,613	1,602	16,361	296	380,218
Travel-Faciliator-Hotel	8,684	-	16,115	-	43,168	42,238	93,467	2,311	7,247	609	213,837
Travel-Faciliator-Misc.	249	-	10,982	259	41,424	33,307	85,227	2,086	12,311	232	186,077
<b>TOTAL EXPENSES</b>	<b>1,972,051</b>	<b>290,000</b>	<b>357,846</b>	<b>562,020</b>	<b>613,690</b>	<b>548,366</b>	<b>1,205,206</b>	<b>954,514</b>	<b>325,746</b>	<b>4,347</b>	<b>6,833,787</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(1,552,701)</b>	<b>34,147,138</b>	<b>(308,496)</b>	<b>(562,020)</b>	<b>28,375</b>	<b>(226,943)</b>	<b>(55,584)</b>	<b>(954,514)</b>	<b>(230,496)</b>	<b>(4,347)</b>	<b>30,280,412</b>

**Entrepreneurs' Organization**  
**Program Revenue/Expense Accounts - YTD**  
**Chapter Services & Leader Development**  
**30-Jun-19**

	Chapter Support 5502	Chapter Health 5505	Chapter Growth 5507	PEAK 5510	Strategy Summits 5520	Global Leadership Conf.(GLC) 5530	TOTAL
<b>REVENUE</b>							
Chapter Revenue Services	47,819	-	-	-	330,139	250,700	628,659
Registration Fee	-	-	-	-	-	379,542	379,542
	47,819	-	-	-	330,139	630,242	1,008,200
<b>EXPENSES</b>							
Salaries-Staff	2,396,086	167,979	170,172	73,499	87,976	106,363	3,002,074
Outside Contractors (Temp help, Admin Support )	12,996	4,200	11,382	19,808	-	-	48,385
Prof. Fees (Consulting fees)	16,072	92,750	32,736	-	-	5,301	146,858
Legal Fees	2,161	-	-	-	-	-	2,161
Shipping &Postage	6,255	4,261	9,806	-	21,414	24,967	66,703
Office Supplies	489	-	-	-	17,350	22	17,862
Tech. Support	10,966	500	39,300	818	-	-	51,584
Printing	190	-	762	-	13,011	8,433	22,396
Software Maint	141	-	-	-	273	-	414
Gift & Award	10,105	-	1,008	-	-	1,110	12,223
Fees( Merchant fees, & bank fees)	17,234	25	30	-	-	15	17,304
Sage Enhancement, Payroll fees & Concur,Paramount	-	-	-	-	-	3,819	3,819
Currency Exchange	961	-	-	-	-	-	961
Marketing/Advertising/PR	3,041	1,662	257,232	-	-	-	261,935
Branding & Prom.(SWAG)	4,746	7,119	6,356	-	-	36,924	55,145
Content Development	13,175	-	-	-	-	-	13,175
Translation/Interpretation	19,835	-	-	-	1,392	86,374	107,602
Publications	1,908	-	2,419	-	-	-	4,327
Member & Bus.develop	-	-	1,000	-	-	-	1,000
Bus. Development Expenses	-	-	8,500	-	-	-	8,500
Meeting-F&B	125,644	1,060	74,387	-	5,529	852,248	1,058,867
Meeting Space & Audio Visual	1,689	2,365	6,665	-	-	692,415	703,134
Meeting Faciliator Fees	53,429	6,100	19,903	-	269,709	260,690	609,831
Meeting Logistics	338	-	-	-	-	61	399
Meeting Misc.	152,556	4,949	59,287	-	379	510,041	727,212
Chapter Support	453,502	177,624	1,125,442	215,000	114,330	41,817	2,127,715

**Entrepreneurs' Organization**  
**Program Revenue/Expense Accounts - YTD**  
**Chapter Services & Leader Development**  
**30-Jun-19**

	Chapter Support 5502	Chapter Health 5505	Chapter Growth 5507	PEAK 5510	Strategy Summits 5520	Global Leadership Conf.(GLC) 5530	TOTAL
<b>Expenses-Staff</b>							
Travel-Staff-Air	189,808	4,057	38,169	-	60,062	63,377	355,473
Travel-Staff-Hotel	111,027	-	21,197	-	62,865	73,248	268,336
Travel-Staff-Misc.	93,803	1,545	8,882	-	30,318	9,254	143,803
<b>Expenses-Member</b>							
Travel-Member-Air	72,960	30,842	57,341	-	82,039	104,141	347,323
Travel-Member-Hotel	34,603	13,814	10,720	-	39,879	109,452	208,467
Travel-Member-Misc.	192,601	8,224	18,307	-	15,630	110,080	344,842
<b>Expenses-Board</b>							
Travel-Board-Misc.	69,779	-	-	-	-	-	69,779
Travel-Board-Hotel	39,810	-	-	-	-	-	39,810
Travel-Board-Misc.	103,866	-	-	-	-	15,750	119,616
<b>Expenses-Faciliator/Speaker</b>							
Travel-Faciliator-Air	10,556	-	9,500	-	135,431	44,414	199,901
Travel-Faciliator-Hotel	761	500	-	-	53,945	601	55,807
Travel-Faciliator-Misc.	6,454	1,341	-	-	33,461	4,342	45,598
<b>Expenses-Other</b>							
Travel-Other-Air	8,686	-	-	-	-	-	8,686
Travel-Other-Hotel	38,544	-	146	-	-	-	38,690
Travel-Other-Misc.	1,734	-	139	-	-	-	1,873
<b>TOTAL EXPENSES</b>	4,278,512	530,914	1,990,787	309,125	1,044,992	3,165,261	11,319,591
<b>NET SURPLUS/(DEFICIT)</b>	<b>(4,230,693)</b>	<b>(530,914)</b>	<b>(1,990,787)</b>	<b>(309,125)</b>	<b>(714,853)</b>	<b>(2,535,019)</b>	<b>(10,311,390)</b>

**Entrepreneurs' Organization**  
**Program Revenue/Expense Accounts - YTD**  
**Global Leadership**  
**30-Jun-19**

	Strategy Planning 6602	Presidents Meetings 6603	Org. Governance- Board Meeting 6605	Org. Governance- Mgmt. Meeting 6608	Leadership/POL 6620	TOTAL
<b>REVENUE</b>	-	-	-	-	-	-
<b>EXPENSES</b>						
Salaries-Staff	35,995	-	35,995	-	200,420	272,410
Outside Contractors (Temp help, Admin Support )	-	-	-	-	10,840	10,840
Prof. Fees (Consulting fees)	41,580	-	139,185	-	-	180,765
Shipping &Postage	564	102	-	-	-	666
Office Supplies	-	63	-	-	-	63
Phones & Internet	-	24	98	-	-	122
Tech. Support	-	-	-	-	4,899	4,899
Printing	604	409	-	-	130	1,142
Gift & Award	145	497	-	-	2,223	2,866
Marketing/Advertising/PR	3,623	-	-	-	-	3,623
Branding & Prom.(SWAG)	-	1,475	-	-	1,431	2,906
Content Development	734	-	-	-	420	1,154
Prod. Support	-	-	345	-	-	345
Translation/Interpretation	-	3,255	-	-	-	3,255
Bus. Development Expenses	514	-	-	-	-	514
Meeting-F&B	226,069	217,281	133,701	3,722	63,800	644,572
Meeting Space & Audio Visual	14,329	230	12,806	13,925	-	41,290
Meeting Faciliator Fees	22,089	12,041	-	-	40,474	74,604
Meeting Logistics	162,192	-	2,000	12,970	-	177,163
Meeting Misc.	87,706	120,124	92,121	1,440	32,275	333,666
Chapter Support	4,391	13,382	2,500	-	97,000	117,273
<b>Expenses-Staff</b>						
Travel-Staff-Air	133,029	6,560	103,829	55,600	6,293	305,312
Travel-Staff-Hotel	100,436	15,959	13,594	40,534	2,021	172,544
Travel-Staff-Misc.	38,996	6,210	7,235	23,206	5,154	80,801

**Entrepreneurs' Organization  
Program Revenue/Expense Accounts - YTD  
Global Leadership  
30-Jun-19**

	Strategy Planning 6602	Presidents Meetings 6603	Org. Governance- Board Meeting 6605	Org. Governance- Mgmt. Meeting 6608	Leadership/POL 6620	TOTAL
<b>Expenses-Member</b>						
Travel-Member-Air	172,506	65,520	-	-	34,665	272,692
Travel-Member-Hotel	83,594	83,514	-	-	12,198	179,305
Travel-Member-Misc.	43,408	3,811	1,982	-	4,554	53,755
<b>Expenses-Board</b>						
Travel-Board-Misc.	15,659	-	315,572	-	1,406	332,637
Travel-Board-Hotel	18,022	-	75,108	-	-	93,130
Travel-Board-Misc.	-	-	81,117	-	-	81,117
<b>Expenses-Faciliator/Speaker</b>						
Travel-Faciliator-Air	13,729	7,296	3,148	-	16,006	40,178
Travel-Faciliator-Hotel	7,918	-	257	-	596	8,770
Travel-Faciliator-Misc.	2,975	4,600	586	-	30	8,190
<b>TOTAL EXPENSES</b>	<b>1,230,807</b>	<b>562,355</b>	<b>1,021,177</b>	<b>151,397</b>	<b>536,835</b>	<b>3,502,570</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(1,230,807)</b>	<b>(562,355)</b>	<b>(1,021,177)</b>	<b>(151,397)</b>	<b>(536,835)</b>	<b>(3,502,570)</b>

**Entrepreneurs' Organization**  
**Program Revenue/Expense Accounts - YTD**  
**Support Center**  
**30-Jun-19**

	Global Resources (Finance, HR & IT)	Corporate Technology	Infrastructure	Corporate Communications	TOTAL
	9001	9005	9010	9020	
<b>REVENUE</b>					
Interest Income	732,326	0	0	0	732,326
Realized Gain (Loss)	513,760	0	0	0	513,760
Miscellaneous Income	27,738	0	0	0	27,738
	1,273,824	0	0	0	1,273,824
<b>EXPENSES</b>					
Salaries-Staff	2,449,906	422,931	0	976,271	3,849,108
Outsourced Labor	480,865	0	0	0	480,865
Outside Contractors (Temp help, Admin Support )	125,422	121,242	0	348,727	595,390
Retirement Plan	170,165	0	0	0	170,165
Payroll Taxes( SUI)	665,035	0	0	0	665,035
Health Insurance ( Med, Dental, Vision,STD, LTD)	508,626	0	0	0	508,626
Recruiting Staff	97,684	0	0	0	97,684
Prof. Development	185,866	169	0	0	186,035
Prof. Fees (Consulting fees)	588,235	214,740	0	74,673	877,649
Audit fees	38,715	0	0	0	38,715
Internal Audit	38,500	0	0	0	38,500
Legal Fees	121,560	0	0	0	121,560
Shipping &Postage	11,792	101	0	2,506	14,400
Office Supplies	39,714	0	0	0	39,714
Office expenses-(Facilities,rent,)	378,732	0	0	0	378,732
Phones & Internet	163,260	0	0	0	163,260
Tech. Development	0	49,553	0	0	49,553
Tech. Support	32,653	465,611	0	0	498,264
Dues & Subs.	3,015	0	0	12,750	15,765
Printing	191	0	0	235	426
Business Taxes	7,177	0	0	0	7,177
Depreciation	164,554	0	0	0	164,554
office Maint. (Copier, Design & Rental Equipment)	35,188	0	0	0	35,188
Software Maint	8,515	60,911	0	15,734	85,159
Hardware Maint	16,774	83,982	0	0	100,757
Gift & Award	2,881	0	0	733	3,614
Fees( Merchant fees, & bank fees)	1,000,530	0	0	0	1,000,530
Sage Enhancement, Payroll fees & Concur,Paramoun	150,147	0	0	0	150,147
Currency Exchange	280,254	0	0	0	280,254
Marketing/Advertising/PR	291	0	0	252,299	252,590
Insurance	62,585	0	0	0	62,585

**Entrepreneurs' Organization**  
**Program Revenue/Expense Accounts - YTD**  
**Support Center**  
**30-Jun-19**

	Global Resources (Finance, HR & IT) 9001	Corporate Technology 9005	Infrastructure 9010	Corporate Communications 9020	TOTAL
Branding & Prom.(SWAG)	1,411	0	0	6,060	7,471
Content Development	186,593	900	0	15,506	202,999
Prod. Support	0	0	0	4,202	4,202
Translation/Interpretation	0	0	0	87,910	87,910
Publications	1,234	0	0	0	1,234
Survey/Data Collection	37	11,667	0	35,186	46,890
Virtual Delivery (Podcast)	0	0	0	6,650	6,650
Meeting-F&B	4,360	0	0	467	4,827
Meeting Faciliator Fees	0	0	0	3,500	3,500
Meeting Misc.	3,021	0	0	7,330	10,351
Chapter Support	0	0	0	72,343	72,343
<b>Expenses-Staff</b>					
Travel-Staff-Air	13,005	555	0	17,761	31,321
Travel-Staff-Hotel	9,824	522	0	7,152	17,497
Travel-Staff-Misc.	9,954	98	0	10,306	20,358
<b>Expenses-Member</b>					
Travel-Member-Air	2,035	0	0	16,051	18,087
Travel-Member-Hotel	2,486	0	0	3,864	6,351
Travel-Member-Misc.	419	0	0	3,072	3,491
<b>Expenses-Board</b>					
Travel-Board-Misc.	35,408	0	0	0	35,408
Travel-Board-Hotel	2,251	0	0	0	2,251
Travel-Board-Misc.	17,338	0	0	0	17,338
<b>Expenses-Faciliator/Speaker</b>					
Travel-Faciliator-Air	0	0	0	773	773
Travel-Faciliator-Hotel	0	0	0	150	150
Travel-Faciliator-Misc.	0	0	0	57	57
<b>TOTAL EXPENSES</b>	<b>8,118,210</b>	<b>1,432,981</b>	<b>0</b>	<b>1,982,268</b>	<b>11,533,459</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(6,844,386)</b>	<b>(1,432,981)</b>	<b>0</b>	<b>(1,982,268)</b>	<b>(10,259,635)</b>