



DASHBOARD

For the Five Months Ended 28 February 2025

Snapshot	Actual	YTD Budget	Variance	Var. %	Prior YTD Actual	Variance	Var. %	Reforecast	Budget	Variance	Var. %
Revenue	93,325	115,438	(22,113)	-19.16%	266,419	(173,094)	-64.97%	219,600	643,175	(423,575)	-65.86%
Expenses	379,267	386,796	7,528	1.95%	209,383	(169,884)	-81.14%	902,486	991,134	88,648	8.94%
CEIR Operating Income	(285,943)	(271,358)	(14,585)	-5.37%	57,036	(342,979)	-601.34%	(682,887)	(347,959)	(334,927)	-96.25%
Unrealized Investment Gain(Loss)	(5,039)	-	(5,039)	-100.00%	103,404	(108,443)	-104.87%	(5,039)	-	(5,039)	-100.00%
Net Income	(290,981)	(271,358)	(19,623)	-7.23%	160,440	(451,421)	-281.36%	(687,925)	(347,959)	(339,966)	-97.70%

Program Operating Income	Actual	YTD Budget	Variance	Var. %	Actual	Variance	Var. %	Reforecast	Budget	Variance	Var. %
Administration	(41,658)	(49,455)	7,797	15.77%	24,974	(66,633)	-266.80%	(148,646)	(158,942)	10,297	6.48%
Fundraising - Unrestricted	(244,285)	(221,903)	(22,381)	-10.09%	24,564	(268,849)	-1094.48%	(534,241)	(195,017)	(339,224)	-173.95%
Fundraising - Restricted	-	-	-	0.00%	57,036	(57,036)	-100.00%	-	6,000	(6,000)	-100.00%
CEIR Operating Income	(285,943)	(271,358)	(14,585)	-5.37%	106,574	(392,517)	-368.30%	(682,887)	(347,959)	(334,927)	-96.25%

Fund Resources Available as of 2/28/2025	
Operations	\$ (414,830)
General Fund (Unrestricted)	\$ 1,610,245
Helen Brett Fund (Restricted)	\$ -
Bob Dallmeyer Fund (Restricted)	\$ -
DE&I Fund (Restricted)	\$ -
Total Funds Available	1,195,415
Unrestricted	1,195,415
Restricted	-

Updated Plan to Utilize Remaining Assets
1,171,000 CEIR Assets @ 04/22/25
(217,000) Salaries 2025 (03/25-12/25)
(153,000) Index 2025
(62,500) Management Fee (03/25-12/25)
(200,000) AMS - Estimate
(95,204) Remaining Net Expenses in FY25
(280,000) Currently Payables
(163,296) Transfer to IAEE @12/31/25**
- CEIR Assets @12/31/25
**Annual Ongoing cash needs beyond 12/31/25:
(253,000.00) Index

Approved thru 09/30/2025

Approved thru 09/30/2025

Approved thru 09/30/2025

Approved

Approved

Approved

Plan to Utilize Remaining Assets
1,155,893 CEIR Assets @ 04/09/25
(260,000) Salaries 2025
(253,000) Index 2025
(75,000) Management Fee
(200,000) AMS
(367,893) Transfer to IAEE @12/31/25**
- CEIR Assets @12/31/25
**Annual Ongoing cash needs beyond 12/31/25:
(253,000.00) Index

1,171,000

1,155,893

1,155,893

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1,155,893

The IAEE and CEIR boards approved a plan to combine IAEE and CEIR, in which CEIR would become a department of IAEE, in order to streamline operations and to align the sales effort for revenue items for both organizations.

To facilitate this, it is necessary to transfer operations, including transitioning elements of CEIR revenue to IAEE over the course of the year. The approved CEIR budget includes the remainder of a capital campaign (\$400,000) for new pledges to support CEIR research. As these pledges, both current and future, are properly classified as sponsorship opportunities rather than pure giving, this transition includes movement of revenue under the responsibility of IAEE's sales team to procure, as and such, is now included as reforecasted revenue to IAEE. This will enable the timely transfer of operations to occur by the planned date of December 31, 2025. These funds will be restricted to fund the CEIR Index and other research projects going forward.

Effective October 1, 2024, IAEE and CEIR entered into a new management agreement. The major financial elements, all of which are designed to facilitate the combining of the two organizations, include:

1. IAEE takes over the administration of restricted funds regarding the scholarship funds set up originally under CEIR, hence the decrease in the investment accounts year-over-year.
2. CEIR pays IAEE a management fee of \$75,000 per year to IAEE, for use of its support staff, resources, etc.
3. Responsibility for CEIR Predict conference transfers to IAEE (budgeted in IAEE).
4. CEIR pays for its dedicated staff (two employees).
5. CEIR to provide a \$100,000 grant to IAEE for educational speakers at Expo! Expo! 2024.
6. CEIR pays for half of the new Association Management System implementation and maintenance fees, currently in progress.

Financial Operations

Through five months of operations, CEIR is progressing per the above plan. Thus, the actual results of operations will fall short of budget as

transitions occur throughout the rest of this fiscal year. CEIR's operating loss was \$285,943 v. a budget of \$271,358, an 5% negative variance. Reforecasted net loss at year-end is estimated at \$682,887, a 96% negative variance.

Total funds available at February 28 were \$1.195M. Payables on this date totaled \$279,741, so the effective available resources were \$915,674. This will be further reduced as the expenses described above are incurred, together with the Index expenses (\$250,000). The remaining assets can then be moved over to IAEE, completing the process.

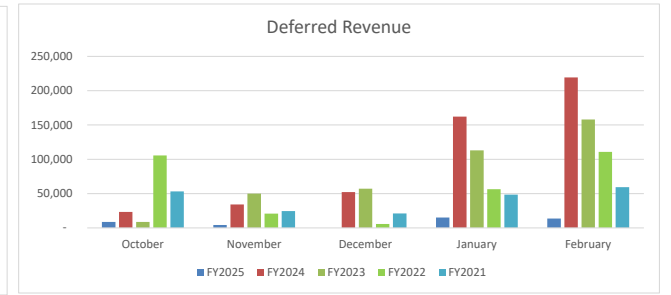
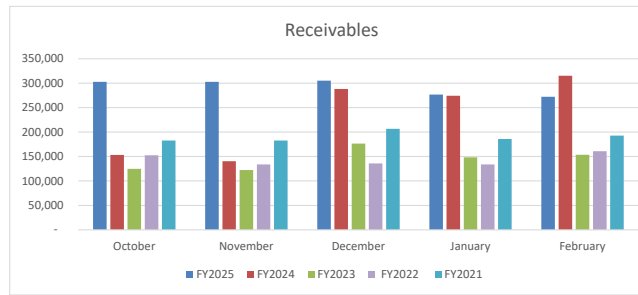
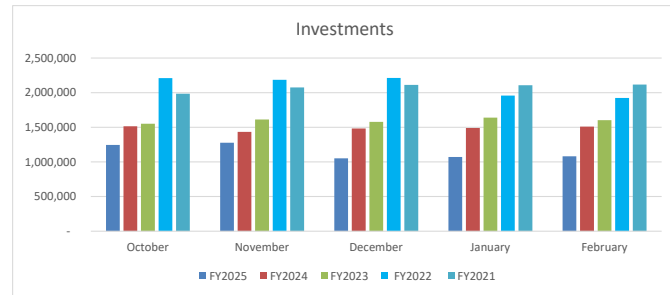
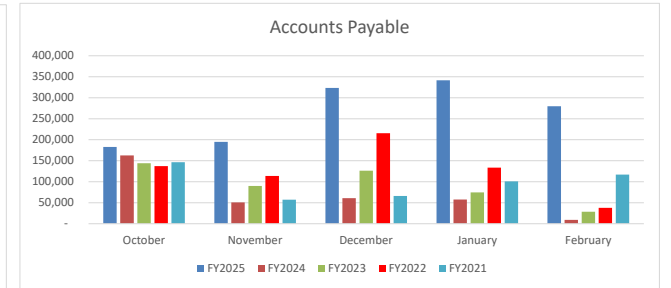
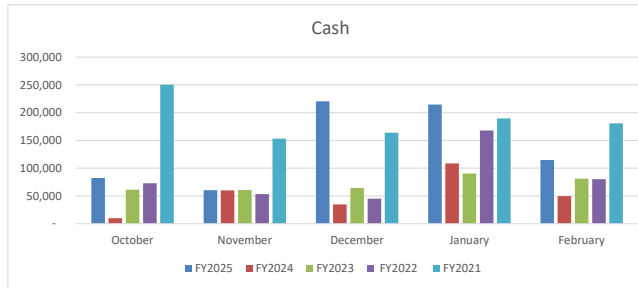
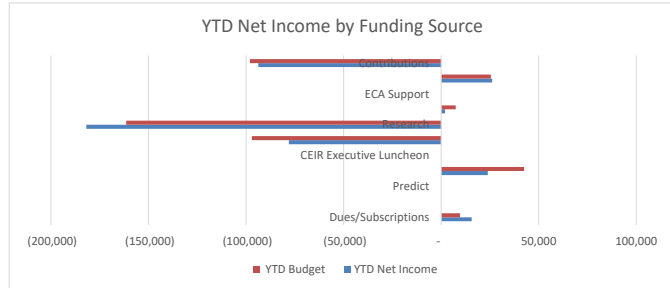
Carried investments through February were up by 1.68%, due to fluctuations in the financial market. The Major Indices (DJIA, S&P 500, NASDAQ) all posted gains of 3.99%, 4.30%, and 5.23%, respectively during the same period. CEIR utilizes a 40/60 investment mix between equities and fixed instruments. NOTE: As of April 8, 2025, the financial market has become extremely volatile and is currently trending downward, due to tariff concerns imposed by the federal government.



Center for Exhibition Industry Research

GRAPHICAL DASHBOARD

For the Five Months Ended 28 February 2025



CEIR Foundation
Balance Sheet - Prior Year Comparison
As of 28 February 2025

		<u>28-Feb-25</u>	<u>29-Feb-24</u>	<u>Variance \$</u>	<u>Variance %</u>
ASSETS					
CURRENT ASSETS					
Cash:					
99-1101	Checking Account	102,210	24,842	77,368	311%
99-1104	PayPal Account	12,406	24,977	(12,571)	-50%
	Total Cash	<u>114,616</u>	<u>49,819</u>	<u>64,797</u>	<u>130%</u>
Receivables:					
99-1201	Accounts Receivable Trade	-	108,750	(108,750)	-100%
99-1202	Accounts Receivable Other	3,042	970	2,072	214%
99-1253	Pledges Receivable - General Fund	298,970	228,276	70,694	31%
99-1299	Allowance for Uncollectible Pledges - General Fund	<u>(29,897)</u>	<u>(22,828)</u>	<u>(7,069)</u>	<u>-31%</u>
	Total Receivables	<u>272,115</u>	<u>315,168</u>	<u>(43,053)</u>	<u>-14%</u>
Prepays:					
99-1301	Prepaid Licenses & Hosting	16,573	24,308	(7,736)	-32%
99-1303	Prepaid Predict Conference	-	14,070	(14,070)	-100%
99-1305	Prepaid AI MasterClass	-	33,500	(33,500)	-100%
99-1304	Prepaid Travel & Misc	<u>-</u>	<u>-</u>	<u>-</u>	<u>0%</u>
	Total Prepays	<u>16,573</u>	<u>71,878</u>	<u>(55,306)</u>	<u>-77%</u>

CEIR Foundation
Balance Sheet - Prior Year Comparison
As of 28 February 2025

	<u>28-Feb-25</u>	<u>29-Feb-24</u>	<u>Variance \$</u>	<u>Variance %</u>
Investments:				
99-1403 Investment Account - General/Dallmeyer/DE&I	487,168	687,168	(200,000)	-29%
99-1493 Investment Account Valuation - General/Dallmeyer/DE&I	593,631	472,479	121,151	26%
99-1405 Investment Account - Helen Brett	-	184,813	(184,813)	-100%
99-1495 Investment Account Valuation - Helen Brett	-	166,084	(166,084)	-100%
Total Investments	<u>1,080,799</u>	<u>1,510,545</u>	<u>(429,746)</u>	<u>-28%</u>
TOTAL CURRENT ASSETS	<u>1,484,103</u>	<u>1,947,411</u>	<u>(463,308)</u>	<u>-24%</u>
OTHER ASSETS				
99-1501 Websites	36,085	36,085	-	0%
99-1502 Survey Software	5,601	5,601	-	0%
99-1503 CEIR Census	100,000	100,000	-	0%
99-1599 Accumulated Depreciation	<u>(73,940)</u>	<u>(51,744)</u>	<u>(22,196)</u>	<u>-43%</u>
TOTAL OTHER ASSETS	<u>67,746</u>	<u>89,942</u>	<u>(22,196)</u>	<u>-25%</u>
TOTAL ASSETS	<u><u>1,551,849</u></u>	<u><u>2,037,353</u></u>	<u><u>(485,504)</u></u>	<u><u>-24%</u></u>
LIABILITIES & FUND BALANCES				
CURRENT LIABILITIES				
99-2101 Accounts Payable Trade	19,282	26,588	7,307	27%
99-2102 Accrued Liabilities	1,504	1,797	293	16%
99-2310 Intercompany - Due to IAEE	258,955	(4,502)	(263,457)	5852%
99-2501 Deferred CEIR Dues/Subscriptions	13,750	38,320	24,570	64%
99-2503 Deferred Predict & AI Masterclass Revenue	-	173,000	173,000	100%
99-2511 Deferred Research	-	-	-	0%
99-2512 Deferred Sponsorships/Advertising	<u>-</u>	<u>8,000</u>	<u>8,000</u>	<u>100%</u>
TOTAL CURRENT LIABILITIES	<u>293,491</u>	<u>243,203</u>	<u>(50,288)</u>	<u>-21%</u>

CEIR Foundation
Balance Sheet - Prior Year Comparison
As of 28 February 2025

		<u>28-Feb-25</u>	<u>29-Feb-24</u>	<u>Variance \$</u>	<u>Variance %</u>
FUND BALANCES					
99-3002	Net Assets - CEIR Operating Fund - Beginning Balance	(499,502)	(368,349)	(131,152)	-36%
	Net Assets - CEIR Operating Fund - Current Earnings	(121,458)	(20,699)	(100,759)	-487%
		<u>(620,960)</u>	<u>(389,048)</u>	<u>(231,912)</u>	<u>-60%</u>
99-3003	Net Assets - General/WSF Fund - Beginning Balance	2,048,841	1,678,367	370,474	22%
	Net Assets - General/WSF Fund - Current Earnings	(169,523)	140,436	(309,959)	-221%
		<u>1,879,318</u>	<u>1,818,803</u>	<u>60,515</u>	<u>3%</u>
99-3005	Net Assets - Helen Brett Fund - Beginning Balance	-	287,623	(287,623)	-100%
	Net Assets - Helen Brett Fund - Current Earnings	-	29,127	(29,127)	-100%
		<u>-</u>	<u>316,750</u>	<u>(316,750)</u>	<u>-100%</u>
99-3008	Net Assets - Dallmeyer Fund - Beginning Balance	-	34,307	(34,307)	-100%
	Net Assets - Dallmeyer Fund - Current Earnings	-	2,170	(2,170)	-100%
		<u>-</u>	<u>36,477</u>	<u>(36,477)</u>	<u>-100%</u>
99-3010	Net Assets - DE&I Fund - Beginning Balance	-	7,068	(7,068)	-100%
	Net Assets - DE&I Fund - Current Earnings	-	4,100	(4,100)	-100%
		<u>-</u>	<u>11,168</u>	<u>(11,168)</u>	<u>-100%</u>
	TOTAL FUND BALANCES	<u>1,258,358</u>	<u>1,794,150</u>	<u>(535,792)</u>	<u>-30%</u>
	TOTAL LIABILITIES & FUND BALANCES	<u><u>1,551,849</u></u>	<u><u>2,037,353</u></u>	<u><u>485,504</u></u>	<u><u>24%</u></u>

CEIR Foundation
Income Statement - Actual vs. Budget By Department
For the Five Months Ended 28 February 2025

	<u>Actual</u>	<u>Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Prior Year</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Reforecast</u>	<u>Annual Budget</u>	<u>Variance \$</u>
REVENUE										
Dues & Operations:										
99-4101 Dues - IAE	7,500	-	7,500	100%	12,500	(5,000)	-40%	7,500	-	7,500
99-4111 Subscriptions	8,160	9,875	(1,715)	-17%	8,615	(455)	-5%	21,985	23,700	(1,715)
99-4121 Industry Relations	-	-	-	0%	-	-	0%	-	-	-
99-4190 CEIR Executive Luncheon at Expo! Expo!	-	-	-	0%	17,500	(17,500)	-100%	-	-	-
99-4150 Marketing Sponsorships	-	-	-	0%	4,375	(4,375)	-100%	-	-	-
99-4181 Trends Videos	-	-	-	0%	-	-	0%	-	-	-
	15,660	9,875	5,785	59%	42,990	(27,330)	-64%	29,485	23,700	5,785
Research Studies & Sales:										
99-4201 Research Studies - Sponsorships	-	-	-	0%	-	-	0%	-	-	-
99-4289 Custom Research Services	6,100	-	6,100	100%	-	6,100	100%	6,100	-	6,100
99-4290 CEIR Research & Webinar Sales	440	2,000	(1,560)	-78%	2,012	(1,572)	-78%	3,240	4,800	(1,560)
99-4291 Census Sales	2,280	5,000	(2,720)	-54%	1,080	1,200	111%	9,280	12,000	(2,720)
99-4292 Index Sales	11,525	14,063	(2,538)	-18%	12,188	(663)	-5%	33,750	33,750	-
99-4295 Web Advertising	2,000	3,500	(1,500)	-43%	4,000	(2,000)	-50%	7,250	8,750	(1,500)
99-4296 Newsletter Advertising	-	4,000	(4,000)	-100%	4,000	(4,000)	-100%	4,000	8,000	(4,000)
99-4297 Blog Advertising	-	-	-	0%	-	-	0%	-	-	-
99-4298 Webinar Sponsorship	-	-	-	0%	-	-	0%	-	-	-
	22,345	28,563	(6,218)	-22%	23,280	(935)	-4%	63,620	67,300	(3,680)
Fundraising Campaign:										
99-4313 Realized Gains - General Fund	29,347	30,000	(653)	-2%	21,062	8,285	39%	50,522	51,175	(653)
99-4315 Realized Gains - Helen Brett Fund	-	-	-	0%	4,785	(4,785)	-100%	-	-	-
99-4318 Realized Gains - Dallmeyer Fund	-	-	-	0%	205	(205)	-100%	-	-	-
99-4319 Realized Gains - DE&I Fund	-	-	-	0%	96	(96)	-100%	-	-	-
99-4323 Contributions - General Fund	1,942	2,000	(58)	-3%	134,397	(132,455)	-99%	1,942	400,000	(398,058)
99-4325 Contributions - Helen Brett Fund	-	-	-	0%	-	-	0%	-	-	-
99-4328 Contributions - Dallmeyer Fund	-	-	-	0%	125	(125)	-100%	-	3,000	(3,000)
99-4330 Contributions - DE&I Fund	-	-	-	0%	3,668	(3,668)	-100%	-	3,000	(3,000)
	31,289	32,000	(711)	-2%	164,337	(133,048)	-81%	52,464	457,175	(404,711)
Fundraising Events:										
99-4402 Fundraising Event	-	-	-	0%	-	-	0%	50,000	50,000	-
99-4531 Silent Auction	24,031	45,000	(20,969)	-47%	35,812	(11,781)	-33%	24,031	45,000	(20,969)
99-4441 AI Masterclass	-	-	-	0%	-	-	0%	-	-	-
99-4451 Predict Conference	-	-	-	0%	-	-	0%	-	-	-
	24,031	45,000	(20,969)	-47%	35,812	(11,781)	-33%	74,031	95,000	(20,969)
TOTAL REVENUE	93,325	115,438	(22,113)	-19%	266,419	(173,094)	-65%	219,600	643,175	(423,575)

CEIR Foundation
Income Statement - Actual vs. Budget By Department
For the Five Months Ended 28 February 2025

	<u>Actual</u>	<u>Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Prior Year</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Reforecast</u>	<u>Annual Budget</u>	<u>Variance \$</u>
OPERATING EXPENSES										
Administration:										
99-5101 Board of Directors	-	-	-	0%	-	-	0%	10,000	10,000	-
99-5121 Industry Relations	-	-	-	0%	-	-	0%	-	-	-
99-5141 Dues & Subscriptions	-	241	241	100%	370	370	100%	296	537	241
99-5145 Outside Consulting	20,343	20,834	491	2%	-	(20,343)	-100%	49,509	50,000	491
99-5151 Web Hosting & Development	8,858	8,099	(759)	-9%	7,916	(942)	-12%	11,681	10,922	(759)
99-5161 Software Licenses & Support	3,706	3,591	(116)	-3%	8,432	4,726	56%	8,786	8,670	(116)
99-5111 CEIR Executive Luncheon at Expo! Expo!	-	-	-	0%	9,700	9,700	100%	-	-	-
99-5171 Marketing & Communications	12	20,899	20,887	100%	7,187	7,175	100%	30,909	51,796	20,887
99-5181 Trends Videos	-	-	-	0%	7,000	7,000	100%	-	-	-
	32,919	53,664	20,745	39%	40,604	7,685	19%	111,180	131,925	20,745
Research Studies & Sales:										
99-5201 Research Studies	150	7,500	7,350	98%	1,750	1,600	91%	22,650	30,000	7,350
99-5901 Salaries & Benefits - Research	96,765	108,283	11,517	11%	71,598	(25,168)	-35%	248,362	259,879	11,517
99-5241 Census Expense	8,333	8,333	(0)	0%	8,333	-	0%	20,000	20,000	(0)
99-5242 Index Expense	96,970	58,350	(38,620)	-66%	64,250	(32,720)	-51%	247,113	247,113	-
99-5296 Advertising Expense	-	-	-	0%	-	-	0%	-	-	-
99-5299 Webinars	-	-	-	0%	627	627	100%	-	-	-
	202,219	182,466	(19,753)	-11%	146,558	(55,661)	-38%	538,125	556,992	18,867
Fundraising Campaign:										
99-5311 Campaign Grants	100,000	100,000	-	0%	-	(100,000)	-100%	116,500	116,500	-
99-5315 Helen Brett Scholarships	-	-	-	0%	409	409	100%	-	-	-
99-5318 Dallmeyer Scholarships	-	-	-	0%	-	-	0%	-	-	-
99-5330 DE&I Scholarships	-	-	-	0%	-	-	0%	-	-	-
99-5393 Bad Debt Expense	(4,300)	-	4,300	100%	7,616	11,916	156%	(4,300)	40,000	44,300
	95,700	100,000	4,300	4%	8,025	(87,675)	-1092%	112,200	156,500	44,300
Fundraising Events & Auctions:										
99-5402 Fundraising Event	-	-	-	0%	-	-	0%	30,000	30,000	-
99-5531 Silent Auction	132	2,500	2,368	95%	-	(132)	-100%	1,501	3,869	2,368
99-5405 CEIR Raffle	-	-	-	0%	-	-	0%	-	-	-
99-5441 AI Masterclass	-	-	-	0%	-	-	0%	-	-	-
99-5451 Predict Conference	-	-	-	0%	-	-	0%	-	-	-
	132	2,500	2,368	95%	-	(132)	-100%	31,501	33,869	2,368
TOTAL OPERATING EXPENSES	330,970	338,630	7,660	2%	195,187	(135,783)	-70%	793,007	879,286	86,279
OPERATING INCOME	(237,646)	(223,192)	(14,453)	-6%	71,232	(308,877)	434%	(573,407)	(236,111)	(337,296)

CEIR Foundation
Income Statement - Actual vs. Budget By Department
For the Five Months Ended 28 February 2025

	<u>Actual</u>	<u>Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Prior Year</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Reforecast</u>	<u>Annual Budget</u>	<u>Variance \$</u>
OVERHEAD EXPENSES										
99-6199 Management Fee	31,250	31,250	-	0%	-	(31,250)	-100%	75,000	75,000	-
99-6201 Employee Recruitment	-	-	-	0%	-	-	0%	-	-	-
99-6203 Staff Travel	4,084	5,000	916	18%	3,232	(852)	-26%	11,084	12,000	916
99-6301 Bank Fees	905	1,750	845	48%	1,917	1,013	53%	4,155	5,000	845
99-6303 Investment Fees - General Fund	3,158	4,525	1,367	30%	3,028	(130)	-4%	9,493	10,860	1,367
99-6305 Investment Fees - Helen Brett Fund	-	-	-	0%	892	892	100%	-	-	-
99-6308 Investment Fees - Dallmeyer Fund	-	-	-	0%	66	66	100%	-	-	-
99-6309 Investment Fees - DE&I Fund	-	-	-	0%	14	14	100%	-	-	-
99-6321 Office Supplies	-	200	200	100%	81	81	100%	280	480	200
99-6331 Printing	-	125	125	100%	-	-	0%	125	250	125
99-6341 Postage	-	-	-	0%	-	-	0%	-	-	-
99-6501 Accounting Services	6,050	5,000	(1,050)	-21%	4,050	(2,000)	-49%	6,050	7,500	1,450
99-6503 Legal Fees	1,935	-	(1,935)	-100%	-	(1,935)	-100%	1,935	-	(1,935)
99-6511 Website Depreciation	915	316	(599)	-190%	915	-	0%	1,358	758	(599)
TOTAL OVERHEAD EXPENSES	48,297	48,166	(131)	0%	14,196	(34,101)	-240%	109,479	111,848	2,369
TOTAL EXPENSES	379,267	386,796	7,528	2%	209,383	(169,884)	-81%	902,486	991,134	88,648
OPERATING NET INCOME	(285,943)	(271,358)	(14,585)	-5%	57,036	(342,979)	-601%	(682,887)	(347,959)	(334,927)
99-7003 Unrealized Gain/Loss - General Fund	(5,039)	-	(5,039)	-100%	75,755	(80,793)	-107%	(5,039)	-	(5,039)
99-7005 Unrealized Gain/Loss - Helen Brett Fund	-	-	-	0%	25,643	(25,643)	-100%	-	-	-
99-7008 Unrealized Gain/Loss - Dallmeyer Fund	-	-	-	0%	1,656	(1,656)	-100%	-	-	-
99-7009 Unrealized Gain/Loss - DE&I Fund	-	-	-	0%	350	(350)	-100%	-	-	-
NET INCOME	(290,981)	(271,358)	(19,623)	7%	160,440	(451,421)	281%	(687,925)	(347,959)	(339,966)

CEIR Foundation
Income Statement - Actual vs. Budget By Funding Source
For the Five Months Ended 28 February 2025

	<u>Actual</u>	<u>Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Prior Year</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Reforecast</u>	<u>Annual Budget</u>	<u>Variance \$</u>
Administration										
99-4101 Dues - IAEE	7,500	-	7,500	100%	12,500	(5,000)	-40%	7,500	-	7,500
99-4111 Subscriptions	8,160	9,875	(1,715)	-17%	8,615	(455)	-5%	21,985	23,700	(1,715)
99-4121 Industry Relations	-	-	-	0%	-	-	0%	-	-	-
99-4150 Marketing Sponsorships	-	-	-	0%	4,375	(4,375)	-100%	-	-	-
99-4181 Trends Videos	-	-	-	0%	-	-	0%	-	-	-
99-4190 CEIR Executive Luncheon at Expo! Expo!	-	-	-	0%	17,500	(17,500)	-100%	-	-	-
99-4402 Fundraising Event	-	-	-	0%	-	-	0%	50,000	50,000	-
99-4531 Silent Auction	24,031	45,000	(20,969)	-47%	35,812	(11,781)	-33%	24,031	45,000	(20,969)
99-4441 AI Masterclass	-	-	-	0%	-	-	0%	-	-	-
99-4451 Predict Conference	-	-	-	0%	-	-	0%	-	-	-
Administration Revenue	39,691	54,875	(15,184)	-28%	78,802	(39,111)	-50%	103,516	118,700	(15,184)
99-5111 CEIR Executive Luncheon at Expo! Expo!	-	-	-	0%	9,700	9,700	100%	-	-	-
99-5101 Board of Directors	-	-	-	0%	-	-	0%	10,000	10,000	-
99-5121 Industry Relations	-	-	-	0%	-	-	0%	-	-	-
99-5141 Dues & Subscriptions	-	241	241	100%	370	370	100%	296	537	241
99-5145 Outside Consulting	20,343	20,834	491	2%	-	(20,343)	-100%	49,509	50,000	491
99-5151 Web Hosting & Development	8,858	8,099	(759)	-9%	7,916	(942)	-12%	11,681	10,922	(759)
99-5161 Software Licenses & Support	3,706	3,591	(116)	-3%	8,432	4,726	56%	8,786	8,670	(116)
99-5171 Marketing & Communications	12	20,899	20,887	100%	7,187	7,175	100%	30,909	51,796	20,887
99-5181 Trends Videos	-	-	-	0%	7,000	7,000	100%	-	-	-
99-5402 Fundraising Event	-	-	-	0%	-	-	0%	30,000	30,000	-
99-5531 Silent Auction	132	2,500	2,368	95%	-	(132)	-100%	1,501	3,869	2,368
99-5405 CEIR Raffle	-	-	-	0%	-	-	0%	-	-	-
99-5441 AI Masterclass	-	-	-	0%	-	-	0%	-	-	-
99-5451 Predict Conference	-	-	-	0%	-	-	0%	-	-	-
99-6199 Management Fee	31,250	31,250	-	0%	-	(31,250)	-100%	75,000	75,000	-
99-6201 Employee Recruitment	-	-	-	0%	-	-	0%	-	-	-
99-6203 Staff Travel	4,084	5,000	916	18%	3,232	(852)	-26%	11,084	12,000	916
99-6301 Bank Fees	905	1,750	845	48%	1,917	1,013	53%	4,155	5,000	845
99-6303 Investment Fees - General Fund	3,158	4,525	1,367	30%	3,028	(130)	-4%	9,493	10,860	1,367
99-6321 Office Supplies	-	200	200	100%	81	81	100%	280	480	200
99-6331 Printing	-	125	125	100%	-	-	0%	125	250	125
99-6341 Postage	-	-	-	0%	-	-	0%	-	-	-
99-6501 Accounting Services	6,050	5,000	(1,050)	-21%	4,050	(2,000)	-49%	6,050	7,500	1,450
99-6503 Legal Fees	1,935	-	(1,935)	-100%	-	(1,935)	-100%	1,935	-	(1,935)
99-6511 Website Depreciation	915	316	(599)	-190%	915	-	0%	1,358	758	(599)
Administration Expenses	81,349	104,330	22,981	22%	53,828	(27,521)	-51%	252,161	277,642	25,481
Administration Net Income	(41,658)	(49,455)	7,797	16%	24,974	(66,633)	267%	(148,646)	(158,942)	10,297

CEIR Foundation
Income Statement - Actual vs. Budget By Funding Source
For the Five Months Ended 28 February 2025

	<u>Actual</u>	<u>Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Prior Year</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Reforecast</u>	<u>Annual Budget</u>	<u>Variance \$</u>
<u>Fundraising - Unrestricted</u>										
99-4201 Research Studies - Sponsorships	-	-	-	0%	-	-	0%	-	-	-
99-4289 Custom Research Services	6,100	-	6,100	100%	-	6,100	100%	6,100	-	6,100
99-4290 CEIR Research & Webinar Sales	440	2,000	(1,560)	-78%	2,012	(1,572)	-78%	3,240	4,800	(1,560)
99-4291 Census Sales	2,280	5,000	(2,720)	-54%	1,080	1,200	111%	9,280	12,000	(2,720)
99-4292 Index Sales	11,525	14,063	(2,538)	-18%	12,188	(663)	-5%	33,750	33,750	-
99-4295 Web Advertising	2,000	3,500	(1,500)	-43%	4,000	(2,000)	-50%	7,250	8,750	(1,500)
99-4296 Newsletter Advertising	-	4,000	(4,000)	-100%	4,000	(4,000)	-100%	4,000	8,000	(4,000)
99-4297 Blog Advertising	-	-	-	0%	-	-	0%	-	-	-
99-4298 Webinar Sponsorship	-	-	-	0%	-	-	0%	-	-	-
99-4313 Realized Gains - General Fund	29,347	30,000	(653)	-2%	21,062	8,285	39%	50,522	51,175	(653)
99-4323 Contributions - General Fund	1,942	2,000	(58)	-3%	134,397	(132,455)	-99%	1,942	400,000	(398,058)
Fundraising Revenue - Unrestricted	53,634	60,563	(6,929)	-11%	178,738	(125,105)	-70%	116,084	518,475	(402,391)
99-5201 Research Studies	150	7,500	7,350	98%	1,750	1,600	91%	22,650	30,000	7,350
99-5241 Census Expense	8,333	8,333	(0)	0%	8,333	-	0%	20,000	20,000	(0)
99-5242 Index Expense	96,970	58,350	(38,620)	-66%	64,250	(32,720)	-51%	247,113	247,113	-
99-5296 Advertising Expense	-	-	-	0%	-	-	0%	-	-	-
99-5299 Webinars	-	-	-	0%	627	627	100%	-	-	-
99-5311 Campaign Grants	100,000	100,000	-	0%	-	(100,000)	-100%	116,500	116,500	-
99-5393 Bad Debt Expense	(4,300)	-	4,300	100%	7,616	11,916	156%	(4,300)	40,000	44,300
99-5901 Salaries & Benefits - Research	96,765	108,283	11,517	11%	71,598	(25,168)	-35%	248,362	259,879	11,517
Fundraising Expenses - Unrestricted	297,919	282,466	(15,453)	-5%	154,174	(143,744)	-93%	650,325	713,492	63,167
Fundraising Income - Unrestricted	(244,285)	(221,903)	(22,381)	-10%	24,564	(268,849)	1094%	(534,241)	(195,017)	(339,224)
<u>Fundraising - Restricted</u>										
99-4315 Realized Gains - Helen Brett Fund	-	-	-	0%	4,785	(4,785)	-100%	-	-	-
99-4318 Realized Gains - Dallmeyer Fund	-	-	-	0%	205	(205)	-100%	-	-	-
99-4319 Realized Gains - DE&I Fund	-	-	-	0%	96	(96)	-100%	-	-	-
99-4325 Contributions - Helen Brett Fund	-	-	-	0%	-	-	0%	-	-	-
99-4328 Contributions - Dallmeyer Fund	-	-	-	0%	125	(125)	-100%	-	3,000	(3,000)
99-4330 Contributions - DE&I Fund	-	-	-	0%	3,668	(3,668)	-100%	-	3,000	(3,000)
Fundraising Revenue - Restricted	-	-	-	0%	8,878	(8,878)	-100%	-	6,000	(6,000)
99-5315 Helen Brett Scholarships	-	-	-	0%	409	409	100%	-	-	-
99-5318 Dallmeyer Scholarships	-	-	-	0%	-	-	0%	-	-	-
99-5330 DE&I Scholarships	-	-	-	0%	-	-	0%	-	-	-
99-6305 Investment Fees - Helen Brett Fund	-	-	-	0%	892	892	100%	-	-	-
99-6308 Investment Fees - Dallmeyer Fund	-	-	-	0%	66	66	100%	-	-	-
99-6309 Investment Fees - DE&I Fund	-	-	-	0%	14	14	100%	-	-	-
Fundraising Expenses - Restricted	-	-	-	0%	1,381	1,381	100%	-	-	-

CEIR Foundation
Income Statement - Actual vs. Budget By Funding Source
For the Five Months Ended 28 February 2025

	<u>Actual</u>	<u>Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Prior Year</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Reforecast</u>	<u>Annual Budget</u>	<u>Variance \$</u>
Fundraising Income - Restricted	-	-	-	0%	7,497	(7,497)	100%	-	6,000	(6,000)

CEIR Foundation
Income Statement - Actual vs. Budget By Funding Source
For the Five Months Ended 28 February 2025

	<u>Actual</u>	<u>Budget</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Prior Year</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>Reforecast</u>	<u>Annual Budget</u>	<u>Variance \$</u>
Operating Income	(285,943)	(271,358)	(14,585)	-5%	57,036	(342,979)	601%	(682,887)	(347,959)	(334,927)
99-7003 Unrealized Gain/Loss - General Fund	(5,039)	-	(5,039)	-100%	75,755	(80,793)	-107%	(5,039)	-	(5,039)
99-7005 Unrealized Gain/Loss - Helen Brett Fund	-	-	-	0%	25,643	(25,643)	-100%	-	-	-
99-7008 Unrealized Gain/Loss - Dallmeyer Fund	-	-	-	0%	1,656	(1,656)	-100%	-	-	-
99-7009 Unrealized Gain/Loss - DE&I Fund	-	-	-	0%	350	(350)	-100%	-	-	-
NET INCOME	(290,981)	(271,358)	(19,623)	-7%	160,440	(451,421)	281%	(687,925)	(347,959)	(339,966)

CEIR Foundation
Statement of Funds Financial Position
For the Five Months Ended 28 February 2025

	CEIR Operating Fund	General Unrestricted Fund	TOTAL
Beginning Fund Balance	(499,502)	2,048,841	1,549,339
Fund Transfers	-	-	-
Revenue:			
CEIR Subscriptions & Administration	15,660	-	15,660
Research Studies & Sales	22,345	-	22,345
Fundraising Campaign	-	1,942	1,942
Fundraising Events	24,031	-	24,031
	62,036	1,942	63,978
Expenses:			
Administration	(32,919)	-	(32,919)
Research Studies & Sales	(105,303)	(96,915)	(202,219)
Fundraising Campaign	-	(95,700)	(95,700)
Fundraising Events	(132)	-	(132)
Account Fees	(905)	(3,158)	(4,063)
Overhead	(44,234)	-	(44,234)
	(183,494)	(195,773)	(379,267)
Net Change in Investments	-	24,308	24,308
Ending Fund Balance YTD	(620,960)	1,879,318	1,258,358
Less Pledges Receivable	-	(269,073)	(269,073)
Less Accounts Receivable	(3,042)	-	(3,042)
Less Prepaid Expenses	(16,573)	-	(16,573)
Less Net Fixed Assets	(67,746)	-	(67,746)
Add Accounts Payable	279,741	-	279,741
Add Deferred Revenue	13,750	-	13,750
Fund Cash Available	(414,830)	1,610,245	1,195,415
Cash In Bank			114,616
Cash From Investments			1,080,799
			1,195,415

**CEIR Foundation
Investment Statement**

Fund & Advisor	Type	31-Jan-25	Deposits/WD	Account Fees	Change In Value*	28-Feb-25
General Fund	Cash/Fixed	\$ 629,436	\$ -	\$ (583)	583	\$ 629,436
Chase Investment Services	Equities/Alt	451,873	-	-	(510)	451,363
		<u>\$ 1,081,309</u>	<u>\$ -</u>	<u>\$ (583)</u>	<u>\$ 73</u>	<u>\$ 1,080,799</u>

Total Long-Term Investments Portfolio Allocation		
	<u>28-Feb-25</u>	<u>Actual</u>
Cash & Fixed Income	\$ 629,436	58%
Equities & Alternative	\$ 451,363	42%
	<u>\$ 1,080,799</u>	

* The Change In Value includes dividends, unrealized valuation changes and reallocations between types of investments.

** Adjusted for withdrawal amount.

Total Investment Historical YTD Return**		
Ending Date	Total Valuation	YTD % Chg.
30-Sep-24	\$ 1,259,649	0.00%
31-Oct-24	\$ 1,244,983	-1.16%
30-Nov-24	\$ 1,276,333	1.32%
31-Dec-24	\$ 1,051,107 **	-0.68%
31-Jan-25	\$ 1,081,309	1.72%
28-Feb-25	\$ 1,080,799	1.68%

Financial Benchmark Performance YTD		
	Valuation Date	YTD % Chg
Dow Jones	28-Feb-25	3.99%
S&P 500	28-Feb-25	4.30%
NASDAQ	28-Feb-25	5.23%
Source: www.cnbc.com		