



DASHBOARD

For the Eight Months Ended 31 May 2025

Snapshot	Actual	YTD Budget	Variance	Var. %	Prior YTD Actual	Variance	Var. %	Reforecast	Budget	Variance	Var. %
Revenue	136,130	467,491	(331,361)	-70.88%	535,955	(399,825)	-74.60%	176,414	643,175	(466,761)	-72.57%
Expenses	548,464	666,198	117,734	17.67%	294,584	(253,879)	-86.18%	860,401	991,134	130,733	13.19%
CEIR Operating Income	(412,333)	(198,707)	(213,626)	-107.51%	241,371	(653,704)	-270.83%	(683,987)	(347,959)	(336,028)	-96.57%
Unrealized Investment Gain(Loss)	(20,175)	-	(20,175)	-100.00%	96,397	(116,573)	-120.93%	(20,175)	-	(20,175)	-100.00%
Net Income	(432,509)	(198,707)	(233,801)	-117.66%	337,768	(770,277)	-228.05%	(704,163)	(347,959)	(356,203)	-102.37%

Program Operating Income	Actual	YTD Budget	Variance	Var. %	Actual	Variance	Var. %	Reforecast	Budget	Variance	Var. %
Administration	(108,534)	(86,441)	(22,094)	-25.56%	16,183	(124,718)	-770.66%	(176,584)	(158,942)	(17,642)	-11.10%
Fundraising - Unrestricted	(303,899)	(112,267)	(191,633)	-170.69%	215,632	(519,531)	-240.93%	(507,404)	(189,017)	(318,387)	-168.44%
Fundraising - Restricted	-	-	-	0.00%	9,556	(9,556)	-100.00%	-	-	-	0.00%
CEIR Operating Income	(412,433)	(198,707)	(213,726)	-107.56%	241,371	(653,804)	-270.87%	(683,987)	(347,959)	(336,028)	-96.57%

Fund Resources Available as of 5/31/2025	
Operations	\$ (691,234)
General Fund (Unrestricted)	\$ 1,554,175
Helen Brett Fund (Restricted)	\$ -
Bob Dallmeyer Fund (Restricted)	\$ -
DE&I Fund (Restricted)	\$ -
Total Funds Available	862,941
Unrestricted	862,941
Restricted	-

Updated Plan to Utilize Remaining Assets	
936,018 CEIR Assets @ 05/29/25	
(195,000) Salaries 2025 (04/25-12/25)	Approved thru 09/30/2025
(153,000) Index 2025	Approved thru 09/30/2025
(56,250) Management Fee (04/25-12/25)	Approved thru 09/30/2025
(200,000) AMS - Estimate	Approved
(139,103) Remaining Net Expenses in FY25	Approved
- Current Payables @ 4/30/25	Approved
(192,665) Estimated Transfer to IAEE @12/31/25**	
0 CEIR Assets @12/31/25	
**Annual Ongoing cash needs beyond 12/31/25:	
(253,000.00) Index	

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. **Update: As of 4/30/2025, the IAEE reforecast has been reduced to \$200,000 from the original \$400,000.**

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

1171000
-151900
-153000
-41700
-200000
-95000
-100000
-227100

transitions occur throughout the rest of this fiscal year. CEIR's operating loss was \$412,333 v. a budgeted loss of \$198,707, a 108% negative variance. Reforecasted net loss at year-end is estimated at \$683,987, a 97% negative variance.

In April 2025, CEIR transferred \$500,000 from investments to operations for two reasons: 1) to clear the amount due to IAEE of \$354,900, and 2) to prepare to fund the impending CEIR index payment of \$150,000 (Partially paid in July).

Carried investments through April were up by only 0.09%, due to fluctuations in the financial market. The Major Indices (DJIA, S&P 500, NASDAQ) all posted losses of -3.33%, -1.83%, and -1.11%, respectively during the same period, mostly due to governmental actions concerning tariffs. CEIR utilizes a 40/60 investment mix between equities and fixed instruments.



Center for Exhibition Industry Research
GRAPHICAL DASHBOARD
For the Eight Months Ended 31 May 2025

Cash

	FY2025	FY2024	FY2023	FY2022	FY2021
October	82,299	9,829	61,242	72,903	250,513
November	60,493	60,057	60,523	53,332	153,144
December	220,381	34,644	64,316	44,988	163,829
January	214,579	108,614	90,383	168,039	189,620
February	114,616	49,819	81,095	80,250	180,866
March	136,857	124,894	100,000	96,187	116,618
April	652,996	131,251	122,860	76,909	110,133
May	291,531	164,595	73,380	167,248	176,963
June		142,333	162,853	78,780	171,310
July		133,154	30,740	56,210	149,922
August		136,914	42,000	48,028	150,815
September		141,311	57,859	207,318	57,189

Investments

	FY2025	FY2024	FY2023	FY2022	FY2021
October	1,244,983	1,515,303	1,551,469	2,209,727	1,985,701
November	1,276,333	1,435,173	1,612,098	2,186,516	2,075,055
December	1,051,107	1,484,047	1,577,386	2,212,238	2,113,137
January	1,072,693	1,490,220	1,640,788	1,958,997	2,108,570
February	1,080,799	1,510,545	1,603,468	1,924,129	2,118,330
March	1,065,708	1,541,487	1,625,000	1,907,375	2,125,147
April	560,725	1,506,293	1,649,934	1,835,085	2,165,564
May	560,725	1,544,949	1,634,320	1,740,102	2,175,138
June		1,541,883	1,567,309	1,673,142	2,187,709
July		1,592,841	1,593,476	1,730,778	2,200,119
August		1,618,257	1,552,994	1,692,842	2,217,039
September		1,259,649	1,534,993	1,514,708	2,179,282

Receivables

	FY2025	FY2024	FY2023
October	302,760	153,321	124,908
November	302,714	140,301	122,208
December	305,146	288,190	176,465
January	276,615	274,298	148,365
February	272,115	315,168	153,676
March	251,073	250,218	150,000
April	245,673	342,363	137,976
May	254,923	410,627	117,969
June		375,646	120,469
July		349,256	163,893
August		307,428	164,571
September		316,743	164,571

Total Revenue

	FY2025	FY2024	FY2023	FY2022	FY2021
October	2,492	17,920	39,243	10,893	14,549
November	41,929	28,781	54,875	36,601	26,870
December	50,946	238,184	157,774	101,232	93,953
January	77,425	249,801	168,589	108,406	104,752
February	93,325	286,419	200,566	127,782	110,796
March	100,325	282,814	210,000	153,075	120,444
April	110,451	415,099	229,157	160,446	132,225
May	136,130	536,080	249,384	170,138	279,521
June		550,147	286,489	186,690	287,017
July		581,706	346,475	197,688	295,181
August		692,464	687,456	262,821	302,541
September		1,009,048	706,271	514,627	477,856

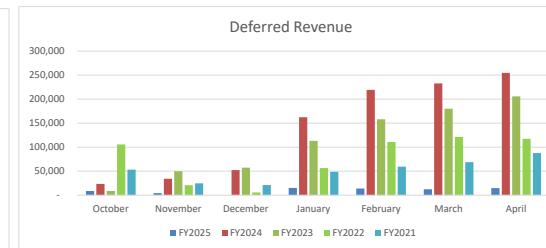
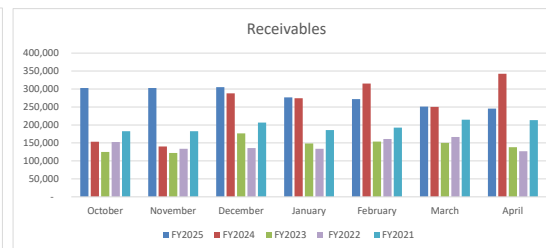
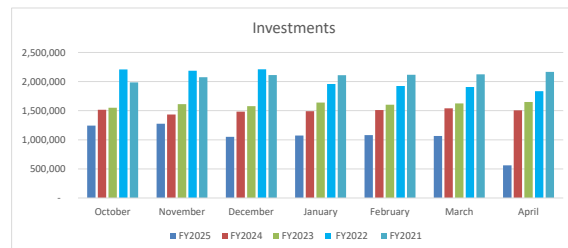
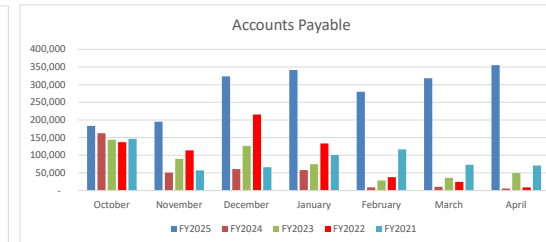
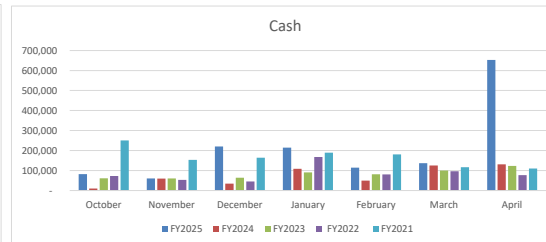
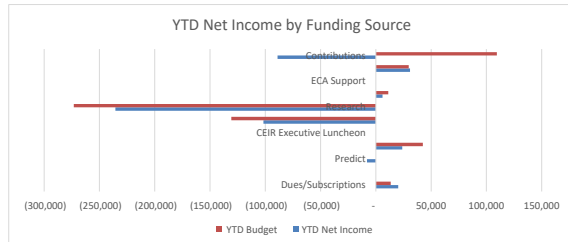
Total Expenses

	FY2025	FY2024	FY2023	FY2022	FY2021
October	29,709	28,109	127,871	20,639	100,222
November	71,263	52,998	133,170	47,549	119,310
December	271,245	152,353	204,788	171,499	134,024
January	346,004	178,314	208,728	224,441	203,324
February	379,267	208,154	249,835	244,841	218,685
March	423,131	228,172	290,000	266,258	254,998
April	463,841	266,063	325,686	292,540	272,748
May	548,564	301,876	437,537	436,745	330,051
June		397,150	501,200	462,407	361,960
July		464,850	535,819	496,216	382,087
August		533,000	805,377	526,389	70,934
September		919,809	844,211	802,223	717,676

Current Month Summary

	YTD Net Income	YTD Budget
Dues/Subscriptions	20,243	13,500
Golf Tournament	-	-
Predict	(8,036)	-
Raffle/Silent Auction	23,898	42,500
CEIR Executive Luncheon	-	-
Other Administration	(101,630)	(130,755)
Research	(235,631)	(273,162)
Advertising/Sponsorships	6,000	11,250
ECA Support	-	29,715
Realized Gains/Losses	30,933	109,500
Contributions	(88,968)	-
	(353,190)	(197,452)

	Revenue	YTD Budget	Expenses	YTD Budget
	20,243	13,825	-	325
	-	-	-	-
	-	-	8,036	-
	24,031	45,000	132	2,500
	-	-	-	-
	-	-	101,630	130,755
	20,844	29,488	256,475	302,649
	6,000	11,250	-	-
	-	-	-	-
	35,201	36,050	4,268	6,335
	4,132	239,333	93,100	129,833
	110,451	374,946	463,641	572,398



CEIR Foundation
Balance Sheet - Prior Year Comparison
As of 31 May 2025

		<u>31-May-25</u>	<u>31-May-24</u>	<u>Variance \$</u>	<u>Variance %</u>
ASSETS					
CURRENT ASSETS					
Cash:					
99-1101	Checking Account	268,222	150,537	117,685	78%
99-1104	PayPal Account	23,309	14,058	9,250	66%
	Total Cash	<u>291,531</u>	<u>164,595</u>	<u>126,935</u>	<u>77%</u>
Receivables:					
99-1201	Accounts Receivable Trade	14,000	47,000	(33,000)	-70%
99-1202	Accounts Receivable Other	2,000	970	1,030	106%
99-1253	Pledges Receivable - General Fund	265,470	402,953	(137,483)	-34%
99-1299	Allowance for Uncollectible Pledges - General Fund	<u>(26,547)</u>	<u>(40,295)</u>	<u>13,748</u>	<u>34%</u>
	Total Receivables	<u>254,923</u>	<u>410,627</u>	<u>(155,704)</u>	<u>-38%</u>
Prepays:					
99-1301	Prepaid Licenses & Hosting	16,789	18,392	(1,603)	-9%
99-1303	Prepaid Predict Conference	-	23,729	(23,729)	-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>16,789</u>	<u>75,620</u>	<u>(58,831)</u>	<u>-78%</u>

CEIR Foundation
Balance Sheet - Prior Year Comparison
As of 31 May 2025

	<u>31-May-25</u>	<u>31-May-24</u>	<u>Variance \$</u>	<u>Variance %</u>
Investments:				
99-1403 Investment Account - General/Dallmeyer/DE&I	-	687,168	(687,168)	-100%
99-1493 Investment Account Valuation - General/Dallmeyer/DE&I	560,725	500,656	60,068	12%
99-1405 Investment Account - Helen Brett	-	184,813	(184,813)	-100%
99-1495 Investment Account Valuation - Helen Brett	-	172,312	(172,312)	-100%
Total Investments	<u>560,725</u>	<u>1,544,949</u>	<u>(984,225)</u>	<u>-64%</u>
TOTAL CURRENT ASSETS	<u>1,123,967</u>	<u>2,195,792</u>	<u>(1,071,825)</u>	<u>-49%</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>(79,489)</u>	<u>(57,293)</u>	<u>(22,196)</u>	<u>-39%</u>
TOTAL OTHER ASSETS	<u>62,197</u>	<u>84,393</u>	<u>(22,196)</u>	<u>-26%</u>
TOTAL ASSETS	<u>1,186,164</u>	<u>2,280,185</u>	<u>(1,094,022)</u>	<u>-48%</u>
LIABILITIES & FUND BALANCES				
CURRENT LIABILITIES				
99-2101 Accounts Payable Trade	36,300	3,625	(32,675)	-901%
99-2102 Accrued Liabilities	599	1,797	1,198	67%
99-2310 Intercompany - Due to IAEE	29,383	28,313	(1,069)	-4%
99-2501 Deferred CEIR Dues/Subscriptions	12,833	30,123	17,290	57%
99-2503 Deferred Predict & AI Masterclass Revenue	-	216,094	216,094	100%
99-2511 Deferred Research	-	-	-	0%
99-2512 Deferred Sponsorships/Advertising	<u>-</u>	<u>4,000</u>	<u>4,000</u>	<u>100%</u>
TOTAL CURRENT LIABILITIES	<u>79,115</u>	<u>283,953</u>	<u>204,838</u>	<u>72%</u>

CEIR Foundation
Balance Sheet - Prior Year Comparison
As of 31 May 2025

		<u>31-May-25</u>	<u>31-May-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	<u>(176,861)</u>	<u>(10,980)</u>	<u>(165,882)</u>	<u>-1511%</u>
		(676,363)	(379,329)	(297,034)	-78%
99-3003	Net Assets - General/WSF Fund - Beginning Balance	2,048,841	1,673,111	375,730	22%
	Net Assets - General/WSF Fund - Current Earnings	<u>(255,743)</u>	<u>331,101</u>	<u>(586,845)</u>	<u>-177%</u>
		1,793,098	2,004,213	(211,115)	-11%
99-3005	Net Assets - Helen Brett Fund - Beginning Balance	-	287,623	(287,623)	-100%
	Net Assets - Helen Brett Fund - Current Earnings	<u>-</u>	<u>35,354</u>	<u>(35,354)</u>	<u>-100%</u>
		-	322,977	(322,977)	-100%
99-3008	Net Assets - Dallmeyer Fund - Beginning Balance	-	34,307	(34,307)	-100%
	Net Assets - Dallmeyer Fund - Current Earnings	<u>-</u>	<u>2,770</u>	<u>(2,770)</u>	<u>-100%</u>
		-	37,077	(37,077)	-100%
99-3010	Net Assets - DE&I Fund - Beginning Balance	-	7,068	(7,068)	-100%
	Net Assets - DE&I Fund - Current Earnings	<u>-</u>	<u>4,227</u>	<u>(4,227)</u>	<u>-100%</u>
		-	11,295	(11,295)	-100%
	TOTAL FUND BALANCES	<u>1,116,735</u>	<u>1,996,233</u>	<u>(879,498)</u>	<u>-44%</u>
	TOTAL LIABILITIES & FUND BALANCES	<u><u>1,195,850</u></u>	<u><u>2,280,185</u></u>	<u><u>1,084,336</u></u>	<u><u>48%</u></u>

CEIR Foundation
Income Statement - Actual vs. Budget By Department
For the Eight Months Ended 31 May 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 - IAEE	7,500	-	7,500	100%	20,000	(12,500)	-63%	7,500	-	7,500
99-4111 Subscriptions	14,577	15,800	(1,223)	-8%	14,968	(391)	-3%	21,910	23,700	(1,790)
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%	6,925	(6,925)	-100%	-	-	-
99-4181 Trends Videos	-	-	-	0%	-	-	0%	-	-	-
	22,077	15,800	6,277	40%	59,393	(37,316)	-63%	29,410	23,700	5,710
Research Studies & Sales:										
99-4201 Research Studies - Sponsorships	10,000	-	10,000	100%	-	10,000	100%	10,000	-	10,000
99-4289 Custom Research Services	6,600	-	6,600	100%	-	6,600	100%	6,600	-	6,600
99-4290 CEIR Research & Webinar Sales	440	3,200	(2,760)	-86%	2,514	(2,074)	-82%	2,040	4,800	(2,760)
99-4291 Census Sales	3,480	8,000	(4,520)	-57%	3,240	240	7%	7,480	12,000	(4,520)
99-4292 Index Sales	18,170	22,500	(4,330)	-19%	28,475	(10,305)	-36%	29,420	33,750	(4,330)
99-4295 Web Advertising	6,000	5,250	750	14%	6,000	-	0%	8,000	8,750	(750)
99-4296 Newsletter Advertising	6,000	6,000	-	0%	6,000	-	0%	8,000	8,000	-
99-4297 Blog Advertising	-	-	-	0%	-	-	0%	-	-	-
99-4298 Webinar Sponsorship	-	-	-	0%	-	-	0%	-	-	-
	50,690	44,950	5,740	13%	46,229	4,461	10%	71,540	67,300	4,240
Fundraising Campaign:										
99-4313 Realized Gains - General Fund	35,201	39,075	(3,874)	-10%	29,409	5,792	20%	47,301	51,175	(3,874)
99-4315 Realized Gains - Helen Brett Fund	-	-	-	0%	7,092	(7,092)	-100%	-	-	-
99-4318 Realized Gains - Dallmeyer Fund	-	-	-	0%	643	(643)	-100%	-	-	-
99-4319 Realized Gains - DE&I Fund	-	-	-	0%	136	(136)	-100%	-	-	-
99-4323 Contributions - General Fund	4,132	272,666	(268,534)	-98%	353,573	(349,441)	-99%	4,132	406,000	(401,868)
99-4325 Contributions - Helen Brett Fund	-	-	-	0%	-	-	0%	-	-	-
99-4328 Contributions - Dallmeyer Fund	-	-	-	0%	-	-	0%	-	-	-
99-4330 Contributions - DE&I Fund	-	-	-	0%	3,668	(3,668)	-100%	-	-	-
	39,333	311,741	(272,408)	-87%	394,522	(355,189)	-90%	51,433	457,175	(405,742)
Fundraising Events:										
99-4402 Fundraising Event	-	50,000	(50,000)	-100%	-	-	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	95,000	(70,969)	-75%	35,812	(11,781)	-33%	24,031	95,000	(70,969)
TOTAL REVENUE	136,130	467,491	(331,361)	-71%	535,955	(399,825)	-75%	176,414	643,175	(466,761)

CEIR Foundation
Income Statement - Actual vs. Budget By Department
For the Eight Months Ended 31 May 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	2,548	5,000	2,452	49%	504	(2,044)	-405%	7,548	10,000	2,452
99-5121 Industry Relations	-	-	-	0%	-	-	0%	-	-	-
99-5141 Dues & Subscriptions	-	368	368	100%	370	370	100%	169	537	368
99-5145 Outside Consulting	52,669	66,800	14,131	21%	2,000	(50,669)	-2533%	80,670	100,000	19,330
99-5151 Web Hosting & Development	10,985	9,118	(1,867)	-20%	12,522	1,537	12%	12,789	10,922	(1,867)
99-5161 Software Licenses & Support	9,441	5,767	(3,674)	-64%	10,695	1,254	12%	12,344	8,670	(3,674)
99-5111 CEIR Executive Luncheon at Expo! Expo!	-	-	-	0%	9,700	9,700	100%	-	-	-
99-5171 Marketing & Communications	3,997	1,497	(2,500)	-167%	10,565	8,827	62%	3,997	1,796	(2,201)
99-5181 Trends Videos	-	-	-	0%	7,000	7,000	100%	-	-	-
	79,639	88,550	8,911	10%	53,355	(26,284)	-49%	117,516	131,925	14,409
Research Studies & Sales:										
99-5201 Research Studies	19,330	24,000	4,670	19%	1,770	(17,560)	-992%	25,330	30,000	4,670
99-5901 Salaries & Benefits - Research	158,957	173,253	14,295	8%	116,607	(42,351)	-36%	245,584	259,879	14,295
99-5241 Census Expense	13,333	13,333	(0)	0%	13,333	-	0%	20,000	20,000	-
99-5242 Index Expense	109,952	128,539	18,587	14%	64,250	(45,702)	-71%	247,113	247,113	-
99-5296 Advertising Expense	-	-	-	0%	-	-	0%	-	-	-
99-5299 Webinars	-	-	-	0%	627	627	100%	-	-	-
	301,572	339,125	37,552	11%	196,587	(104,985)	-53%	538,027	556,992	18,965
Fundraising Campaign:										
99-5311 Campaign Grants	100,000	106,500	6,500	6%	-	(100,000)	-100%	100,000	116,500	16,500
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	(7,650)	23,333	30,983	133%	16,993	24,643	145%	(7,650)	40,000	47,650
	92,350	129,833	37,483	29%	17,402	(74,948)	-431%	92,350	156,500	64,150
Fundraising Events & Auctions:										
99-5402 Fundraising Event	-	30,000	30,000	100%	-	-	0%	-	30,000	30,000
99-5531 Silent Auction	132	2,500	2,368	95%	689	557	81%	1,501	3,869	2,368
99-5405 CEIR Raffle	-	-	-	0%	-	-	0%	-	-	-
99-5441 AI Masterclass	-	-	-	0%	-	-	0%	-	-	-
99-5451 Predict Conference	4,870	-	(4,870)	-100%	-	(4,870)	-100%	4,870	-	(4,870)
	5,002	32,500	27,498	85%	689	(4,313)	-626%	6,371	33,869	27,498
TOTAL OPERATING EXPENSES	478,564	590,008	111,444	19%	268,033	(210,531)	-79%	754,264	879,286	125,022
OPERATING INCOME	(342,434)	(122,517)	(219,917)	-179%	267,922	(610,355)	-228%	(577,851)	(236,111)	(341,740)

CEIR Foundation
Income Statement - Actual vs. Budget By Department
For the Eight Months Ended 31 May 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	50,000	50,000	-	0%	-	(50,000)	-100%	75,000	75,000	-
99-6201 Employee Recruitment	-	-	-	0%	-	-	0%	-	-	-
99-6203 Staff Travel	4,685	8,000	3,315	41%	9,906	5,221	53%	8,685	12,000	3,315
99-6301 Bank Fees	1,598	2,500	902	36%	3,022	1,424	47%	4,098	5,000	902
99-6303 Investment Fees - General Fund	4,268	7,240	2,972	41%	4,818	550	11%	7,888	10,860	2,972
99-6305 Investment Fees - Helen Brett Fund	-	-	-	0%	1,447	1,447	100%	-	-	-
99-6308 Investment Fees - Dallmeyer Fund	-	-	-	0%	105	105	100%	-	-	-
99-6309 Investment Fees - DE&I Fund	-	-	-	0%	22	22	100%	-	-	-
99-6321 Office Supplies	-	320	320	100%	81	81	100%	160	480	320
99-6331 Printing	-	125	125	100%	-	-	0%	125	250	125
99-6341 Postage	-	-	-	0%	-	-	0%	-	-	-
99-6501 Accounting Services	6,050	7,500	1,450	19%	5,686	(364)	-6%	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	1,464	506	(959)	-190%	1,464	-	0%	2,196	758	(1,438)
TOTAL OVERHEAD EXPENSES	70,000	76,191	6,191	8%	26,551	(43,449)	-164%	106,137	111,848	5,711
TOTAL EXPENSES	548,564	666,198	117,634	18%	294,584	(253,979)	-86%	860,401	991,134	130,733
OPERATING NET INCOME	(412,433)	(198,707)	(213,726)	-108%	241,371	(653,804)	-271%	(683,987)	(347,959)	(336,028)
99-7003 Unrealized Gain/Loss - General Fund	(20,171)	-	(20,171)	-100%	96,397	(116,569)	-121%	(20,171)	-	(20,171)
99-7005 Unrealized Gain/Loss - Helen Brett Fund	-	-	-	0%	30,118	(30,118)	-100%	-	-	-
99-7008 Unrealized Gain/Loss - Dallmeyer Fund	-	-	-	0%	2,108	(2,108)	-100%	-	-	-
99-7009 Unrealized Gain/Loss - DE&I Fund	-	-	-	0%	445	(445)	-100%	-	-	-
NET INCOME	(432,605)	(198,707)	(233,897)	-118%	370,439	(803,043)	-217%	(704,159)	(347,959)	(356,199)

CEIR Foundation
Income Statement - Actual vs. Budget By Funding Source
For the Eight Months Ended 31 May 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%	20,000	(12,500)	-63%	7,500	-	7,500
99-4111 Subscriptions	14,577	15,800	(1,223)	-8%	14,968	(391)	-3%	21,910	23,700	(1,790)
99-4121 Industry Relations	-	-	-	0%	-	-	0%	-	-	-
99-4150 Marketing Sponsorships	-	-	-	0%	6,925	(6,925)	-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	-	50,000	(50,000)	-100%	-	-	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	46,107	110,800	(64,693)	-58%	95,205	(49,097)	-52%	53,441	118,700	(65,259)
99-5111 CEIR Executive Luncheon at Expo! Expo!	-	-	-	0%	9,700	9,700	100%	-	-	-
99-5101 Board of Directors	2,548	5,000	2,452	49%	504	(2,044)	-405%	7,548	10,000	2,452
99-5121 Industry Relations	-	-	-	0%	-	-	0%	-	-	-
99-5141 Dues & Subscriptions	-	368	368	100%	370	370	100%	169	537	368
99-5145 Outside Consulting	52,669	66,800	14,131	21%	2,000	(50,669)	-2533%	80,670	100,000	19,330
99-5151 Web Hosting & Development	10,985	9,118	(1,867)	-20%	12,522	1,537	12%	12,789	10,922	(1,867)
99-5161 Software Licenses & Support	9,441	5,767	(3,674)	-64%	10,695	1,254	12%	12,344	8,670	(3,674)
99-5171 Marketing & Communications	3,997	1,497	(2,500)	-167%	10,565	8,827	62%	3,997	1,796	(2,201)
99-5181 Trends Videos	-	-	-	0%	7,000	7,000	100%	-	-	-
99-5402 Fundraising Event	-	30,000	30,000	100%	-	-	0%	-	30,000	30,000
99-5531 Silent Auction	132	2,500	2,368	95%	689	557	81%	1,501	3,869	2,368
99-5405 CEIR Raffle	-	-	-	0%	-	-	0%	-	-	-
99-5441 AI Masterclass	-	-	-	0%	-	-	0%	-	-	-
99-5451 Predict Conference	4,870	-	(4,870)	-100%	-	(4,870)	-100%	4,870	-	(4,870)
99-6199 Management Fee	50,000	50,000	-	0%	-	(50,000)	-100%	75,000	75,000	-
99-6201 Employee Recruitment	-	-	-	0%	-	-	0%	-	-	-
99-6203 Staff Travel	4,685	8,000	3,315	41%	9,906	5,221	53%	8,685	12,000	3,315
99-6301 Bank Fees	1,598	2,500	902	36%	3,022	1,424	47%	4,098	5,000	902
99-6303 Investment Fees - General Fund	4,268	7,240	2,972	41%	4,818	550	11%	7,888	10,860	2,972
99-6321 Office Supplies	-	320	320	100%	81	81	100%	160	480	320
99-6331 Printing	-	125	125	100%	-	-	0%	125	250	125
99-6341 Postage	-	-	-	0%	-	-	0%	-	-	-
99-6501 Accounting Services	6,050	7,500	1,450	19%	5,686	(364)	-6%	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	1,464	506	(959)	-190%	1,464	-	0%	2,196	758	(1,438)
Administration Expenses	154,642	197,241	42,599	22%	79,021	(75,620)	-96%	230,025	277,642	47,618
Administration Net Income	(108,534)	(86,441)	(22,094)	-26%	16,183	(124,718)	771%	(176,584)	(158,942)	(17,642)

CEIR Foundation
Income Statement - Actual vs. Budget By Funding Source
For the Eight Months Ended 31 May 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	10,000	-	10,000	100%	-	10,000	100%	10,000	-	10,000
99-4289 Custom Research Services	6,600	-	6,600	100%	-	6,600	100%	6,600	-	6,600
99-4290 CEIR Research & Webinar Sales	440	3,200	(2,760)	-86%	2,514	(2,074)	-82%	2,040	4,800	(2,760)
99-4291 Census Sales	3,480	8,000	(4,520)	-57%	3,240	240	7%	7,480	12,000	(4,520)
99-4292 Index Sales	18,170	22,500	(4,330)	-19%	28,475	(10,305)	-36%	29,420	33,750	(4,330)
99-4295 Web Advertising	6,000	5,250	750	14%	6,000	-	0%	8,000	8,750	(750)
99-4296 Newsletter Advertising	6,000	6,000	-	0%	6,000	-	0%	8,000	8,000	-
99-4297 Blog Advertising	-	-	-	0%	-	-	0%	-	-	-
99-4298 Webinar Sponsorship	-	-	-	0%	-	-	0%	-	-	-
99-4313 Realized Gains - General Fund	35,201	39,075	(3,874)	-10%	29,409	5,792	20%	47,301	51,175	(3,874)
99-4323 Contributions - General Fund	4,132	272,666	(268,534)	-98%	353,573	(349,441)	-99%	4,132	406,000	(401,868)
Fundraising Revenue - Unrestricted	90,023	356,691	(266,668)	-75%	429,212	(339,189)	-79%	122,973	524,475	(401,502)
99-5201 Research Studies	19,330	24,000	4,670	19%	1,770	(17,560)	-992%	25,330	30,000	4,670
99-5241 Census Expense	13,333	13,333	(0)	0%	13,333	-	0%	20,000	20,000	-
99-5242 Index Expense	109,952	128,539	18,587	14%	64,250	(45,702)	-71%	247,113	247,113	-
99-5296 Advertising Expense	-	-	-	0%	-	-	0%	-	-	-
99-5299 Webinars	-	-	-	0%	627	627	100%	-	-	-
99-5311 Campaign Grants	100,000	106,500	6,500	6%	-	(100,000)	-100%	100,000	116,500	16,500
99-5393 Bad Debt Expense	(7,650)	23,333	30,983	133%	16,993	24,643	145%	(7,650)	40,000	47,650
99-5901 Salaries & Benefits - Research	158,957	173,253	14,295	8%	116,607	(42,351)	-36%	245,584	259,879	14,295
Fundraising Expenses - Unrestricted	393,922	468,958	75,035	16%	213,580	(180,342)	-84%	630,377	713,492	83,115
Fundraising Income - Unrestricted	(303,899)	(112,267)	(191,633)	-171%	215,632	(519,531)	241%	(507,404)	(189,017)	(318,387)
<u>Fundraising - Restricted</u>										
99-4315 Realized Gains - Helen Brett Fund	-	-	-	0%	7,092	(7,092)	-100%	-	-	-
99-4318 Realized Gains - Dallmeyer Fund	-	-	-	0%	643	(643)	-100%	-	-	-
99-4319 Realized Gains - DE&I Fund	-	-	-	0%	136	(136)	-100%	-	-	-
99-4325 Contributions - Helen Brett Fund	-	-	-	0%	-	-	0%	-	-	-
99-4328 Contributions - Dallmeyer Fund	-	-	-	0%	-	-	0%	-	-	-
99-4330 Contributions - DE&I Fund	-	-	-	0%	3,668	(3,668)	-100%	-	-	-
Fundraising Revenue - Restricted	-	-	-	0%	11,539	(11,539)	-100%	-	-	-
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%	1,447	1,447	100%	-	-	-
99-6308 Investment Fees - Dallmeyer Fund	-	-	-	0%	105	105	100%	-	-	-
99-6309 Investment Fees - DE&I Fund	-	-	-	0%	22	22	100%	-	-	-
Fundraising Expenses - Restricted	-	-	-	0%	1,983	1,983	100%	-	-	-

CEIR Foundation
Income Statement - Actual vs. Budget By Funding Source
For the Eight Months Ended 31 May 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%	9,556	(9,556)	100%	-	-	-

CEIR Foundation
Income Statement - Actual vs. Budget By Funding Source
For the Eight Months Ended 31 May 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	(412,433)	(198,707)	(213,726)	-108%	241,371	(653,804)	271%	(683,987)	(347,959)	(336,028)
99-7003 Unrealized Gain/Loss - General Fund	(20,171)	-	(20,171)	-100%	96,397	(116,569)	-121%	(20,171)	-	(20,171)
99-7005 Unrealized Gain/Loss - Helen Brett Fund	-	-	-	0%	30,118	(30,118)	-100%	-	-	-
99-7008 Unrealized Gain/Loss - Dallmeyer Fund	-	-	-	0%	2,108	(2,108)	-100%	-	-	-
99-7009 Unrealized Gain/Loss - DE&I Fund	-	-	-	0%	445	(445)	-100%	-	-	-
NET INCOME	(432,605)	(198,707)	(233,897)	-118%	370,439	(803,043)	217%	(704,159)	(347,959)	(356,199)

CEIR Foundation
Statement of Funds Financial Position
For the Eight Months Ended 31 May 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	22,077	-	22,077
Research Studies & Sales	50,690	-	50,690
Fundraising Campaign	-	4,132	4,132
Fundraising Events	24,031	-	24,031
	96,797	4,132	100,929
Expenses:			
Administration	(79,639)	-	(79,639)
Research Studies & Sales	(123,285)	(178,287)	(301,572)
Fundraising Campaign	-	(92,350)	(92,350)
Fundraising Events	(5,002)	-	(5,002)
Account Fees	(1,598)	(4,268)	(5,866)
Overhead	(64,134)	-	(64,134)
	(273,659)	(274,905)	(548,564)
Net Change in Investments	-	15,030	15,030
Ending Fund Balance YTD	(676,363)	1,793,098	1,116,734
Less Pledges Receivable	-	(238,923)	(238,923)
Less Accounts Receivable	(16,000)	-	(16,000)
Less Prepaid Expenses	(16,789)	-	(16,789)
Less Net Fixed Assets	(62,197)	-	(62,197)
Add Accounts Payable	66,282	-	66,282
Add Deferred Revenue	12,833	-	12,833
Fund Cash Available	(692,234)	1,554,175	861,941
Cash In Bank			291,531
Cash From Investments			560,725
			852,255

**CEIR Foundation
Investment Statement**

Fund & Advisor	Type	30-Apr-25	Deposits/WD	Account Fees	Change In Value*	31-May-25
General Fund	Cash/Fixed	\$ 322,961	\$ (300,000)	\$ (579)	300,579	\$ 322,961
Chase Investment Services	Equities/Alt	237,764	(200,000)	-	200,000	237,764
		<u>\$ 560,725</u>	<u>\$ (500,000)</u>	<u>\$ (579)</u>	<u>\$ 500,579</u>	<u>\$ 560,725</u>

Total Long-Term Investments Portfolio Allocation		
	<u>31-May-25</u>	<u>Actual</u>
Cash & Fixed Income	\$ 322,961	58%
Equities & Alternative	\$ 237,764	42%
	<u>\$ 560,725</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%
31-Mar-25	\$ 1,065,708	0.48%
30-Apr-25	\$ 560,725 **	0.09%

Financial Benchmark Performance YTD		
	Valuation Date	YTD % Chg
Dow Jones	31-May-25	-3.33%
S&P 500	31-May-25	-1.83%
NASDAQ	31-May-25	-1.11%
Source: www.cnbc.com		