



# CEMA Financial Report

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- 2018 Year Results
- 2019 Budget
- Assessments



# CEMA 2018

## Year End Unaudited Results

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|-------------------------|--------------------|
| ● Revenue               | <u>\$1,032,337</u> |
| ○ Dues Assessments      | 448,587            |
| ○ Belt Book             | 47,665             |
| ○ Unit Book             | 5,113              |
| ○ Safety Labels         | 192,839            |
| ○ Meetings              | 303,091            |
| ○ Miscellaneous         | 35,042             |
| ● Expenses              | <u>\$1,122,005</u> |
| ○ Publications          | 15,305             |
| ○ Safety Labels         | 96,200             |
| ○ Meetings              | 345,368            |
| ○ Office Expenses       | 146,082            |
| ○ General Op/Admin Exp. | 519,050            |
| ● Income (loss)         | <u>(\$88,789)</u>  |
| ○ Reserve Requests      | 879                |
| ○ Reserves Spent        | 0                  |
| ● Ending Fund Balance   | <u>\$613,316</u>   |



# 2019 Budget

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|--------------------------|--------------------|
| ● Revenue                | <u>\$1,063,900</u> |
| ○ Dues                   | 465,000            |
| ○ Publications           | 82,000             |
| ○ Safety Labels          | 210,000            |
| ○ Meetings               | 293,000            |
| ○ Miscellaneous          | 13,900             |
| ● Expenses               | <u>\$1,102,245</u> |
| ○ Publications           | 15,000             |
| ○ Safety Labels          | 100,000            |
| ○ Marketing              | 30,000             |
| ○ Meetings               | 318,000            |
| ○ Office Expenses        | 99,541             |
| ○ General Op/Admin Exp.  | 539,704            |
| ● Income (loss)          | <u>\$(38,345)</u>  |
| ● Projected Fund Balance | <u>\$574,971</u>   |



# 2019 Budget - Update

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- **Balance 2019 Budget!**
- Dues Rate Assessment increase to 44 cents per thousand from 42 cents per thousand of billed sales
- First increase since 2008
- Technical Members Dues increase of 5%
- Invest in CD's
  
- The above actions will balance the 2019 budget





# Assessments

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- Assessments
  - Effective 1/1/19 (July 1 invoice)
    - 44¢ per \$1000 of billed sales (2 yr. average)
    - Minimum Assessment < \$8.75 million in sales = \$3,850
    - Maximum Assessment > \$28.75 million in sales = \$12,650
  - Discounts
    - 25% for participating in monthly statistics program
    - 25% for participation in at least one meeting per year



Questions?

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