

ACRP Consolidated Flash Report

Pre-close date

For the month ended December 31, 2019

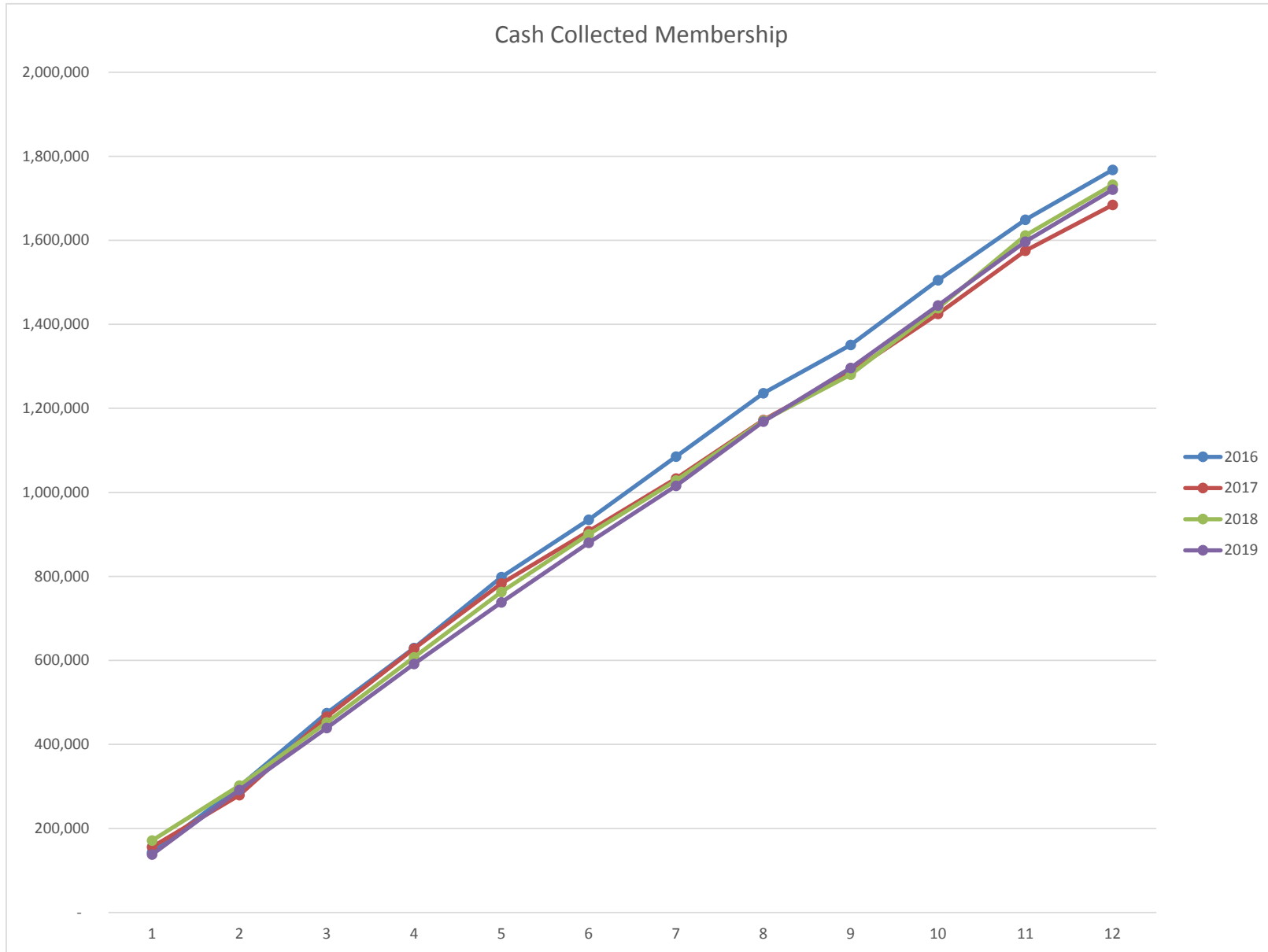
Assets	Dec 31, 2019	November 30, 2019	Difference
Cash	265,481	395,312	(129,831)
A/R	758,277	714,604	43,673
Investment Account Current Balance	3,437,817	3,387,817	50,000
Loans	1,614,897	1,609,797	5,100
Net Investment Account	5,052,714	4,997,614	55,100
A/P	(408,261)	(736,701)	328,440
Net "Quick" Working Capital	5,668,211	5,370,829	297,382

Revenue	Projected Dec 31, 2019	Budget Dec 31, 2019	Variance Dec 31, 2019	Projected YTD ended Dec 31, 2019	Actual YTD ended Dec 31, 2018	Budget YTD ended Dec 31, 2019	Variance YTD ended Dec 31, 2019
Certification	92,000	106,750	(14,750)	2,043,227	2,167,244	2,217,250	(174,023)
Professional Dev.	4,000	20,833	(16,833)	326,370	269,983	229,163	97,207
Business Development	40,000	66,511	(26,511)	660,288	579,941	712,006	(51,718)
Membership	145,000	148,150	(3,150)	1,750,215	1,695,179	1,676,112	74,103
Comm - Home Study	11,000	10,833	167	229,549	189,163	119,163	110,386
Advertising & Career Center	25,000	34,197	(9,197)	481,186	545,948	439,530	41,656
Meeting & Expo	-	-	-	2,230,358	1,624,654	1,903,000	327,358
Sponsorships	-	-	-	66,313	37,825	46,385	19,928
Finance & Admin/Discounts	-	-	-	-	4,838	-	-
Total Revenue	317,000	387,274	(70,274)	7,787,506	7,114,775	7,342,609	444,897

Expenses	Actual/Estimated Dec 31, 2019	Budget Dec 31, 2019	Variance Dec 31, 2019	Projected YTD ended Dec 31, 2019	Actual YTD ended Dec 31, 2018	Budget YTD ended Dec 31, 2019	Variance YTD ended Dec 31, 2019
Salaries & Wages (actual)	230,000	236,625	(6,625)	2,653,637	2,634,185	2,662,875	(9,238)
Operating Expenses (estimated)	250,000	210,000	40,000	4,655,664	4,667,957	4,383,691	271,973
Total Expenses	480,000	446,625	33,375	7,309,301	7,302,142	7,046,566	262,735
Estimated Net Operating Income	(163,000)	(59,351)	(103,649)	478,205	(187,367)	296,043	182,162
Net Gain (loss) in Investment Account	50,000	-	50,000	448,882	(126,440)	-	448,882
Estimated Other Income (Expenses)	-	-	-	-	-	-	-
Estimated Change in Net Assests	(113,000)	(59,351)	(53,649)	927,087	(313,807)	296,043	631,044

		2017				2016		
		Revenue	Cash Collected		YTD	Revenue	Cash Collected	YTD
Membership Count by Month:	2017	2,016	Recognized		Cash Collected	Recognized		Cash Collected
January	12,426	12,064	148,497	155,978	155,978	144,567	142,710	142,710
February	12,304	12,285	145,511	123,480	279,458	144,731	157,393	300,103
March	12,282	12,137	147,479	186,508	465,965	145,438	174,388	474,491
April	12,444	12,353	145,658	161,870	627,835	145,237	155,278	629,769
May	12,691	12,521	146,572	155,180	783,015	145,320	168,375	798,144
June	12,623	12,561	145,046	124,638	907,653	146,846	136,633	934,777
July	12,508	12,859	144,915	125,633	1,033,285	147,338	150,613	1,085,390
August	12,474	12,640	146,785	139,050	1,172,335	146,709	150,918	1,236,308
Sept	12,490	12,559	142,668	113,773	1,286,108	146,790	114,748	1,351,056
Oct	12,400	12,494	141,860	139,018	1,425,125	147,260	153,965	1,505,021
Nov	12,840	12,523	141,573	150,055	1,575,180	146,591	143,938	1,648,959
Dec	12,798	12,502	141,551	109,020	1,684,200	148,191	118,680	1,767,639
Membership Count by Month:	2018	2,019	2019			2018		
January	12,750	13,134	145,360	137,920	137,920	140,430	171,315	171,315
February	12,771	12,911	145,154	153,596	291,516	141,000	130,620	301,935
March	12,667	13,715	146,024	147,969	439,485	140,129	150,451	452,386
April	12,774	13,111	146,684	152,196	591,681	137,661	154,995	607,381
May	12,526	13,101	145,764	146,397	738,078	140,199	155,594	762,975
June	12,619	13,108	131,885	142,000	880,078	141,561	137,103	900,078
July	11,940	13,109	137,640	135,780	1,015,858	141,283	128,353	1,028,431
August	12,367	13,113	129,341	152,636	1,168,494	141,637	142,028	1,170,459
September	12,431	13,105	185,978	127,853	1,296,347	141,977	109,860	1,280,319
October	12,402	13,121	145,258	148,638	1,444,985	145,487	158,225	1,438,544
November	12,411	12,645	140,637	151,953	1,596,938	141,765	172,800	1,611,344
December	12,420	12,444	137,409	123,595	1,720,533	142,050	120,861	1,732,205

For the month ended October 31, 2019



For the month ended November 30, 2019

