

ACRP Consolidated Flash Report
Pre-close date
For the month ended January 31, 2020

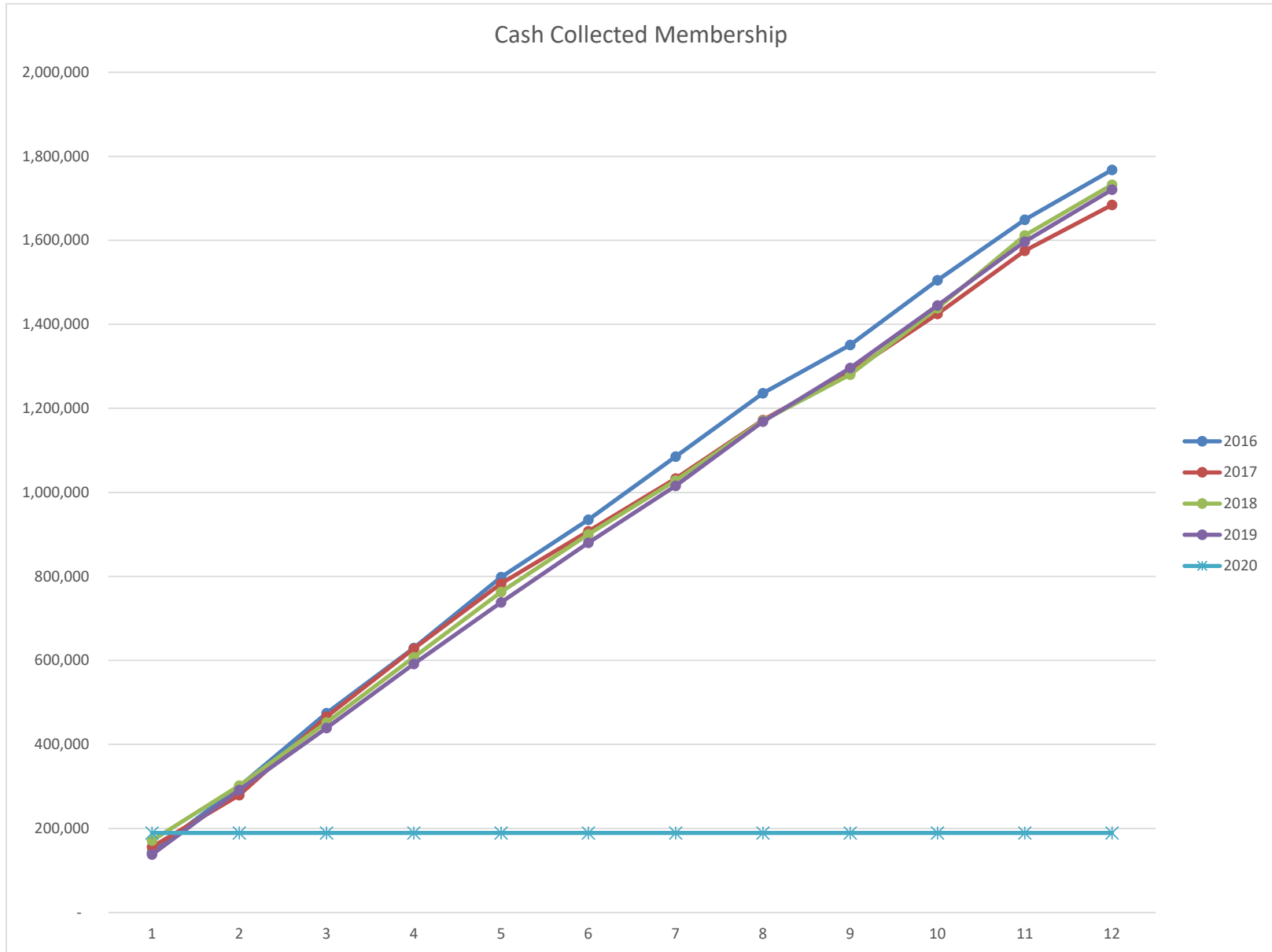
Assets	Jan 31, 2020	December 31, 2019	Difference
Cash	290,102	96,284	193,818
A/R	590,681	635,459	(44,778)
Investment Account Current Balance	3,426,392	3,452,632	(26,240)
Loans	(1,619,338)	(1,614,495)	(4,843)
Net Investment Account	1,807,054	1,838,137	(31,083)
A/P	(755,899)	(671,605)	(84,294)
Net "Quick" Working Capital	1,931,938	1,898,275	33,663

Revenue	Projected Jan 31, 2020	Budget Jan 31, 2020	Variance Jan 31, 2020	Projected YTD ended Jan 31, 2020	Actual YTD ended Jan 30, 2019	Budget YTD ended Jan 31, 2020	Variance YTD ended Jan 31, 2020
Certification	55,000	192,167	(137,167)	55,000	33,164	192,167	(137,167)
Professional Dev.	18,185	21,200	(3,015)	18,185	17,596	21,167	(2,982)
Business Development	65,000	88,860	(23,860)	65,000	43,055	88,858	(23,858)
Membership	145,691	148,484	(2,793)	145,691	145,573	148,375	(2,684)
Comm - Home Study	7,648	11,090	(3,442)	7,648	9,153	11,757	(4,109)
Advertising & Career Center	30,000	42,000	(12,000)	30,000	14,743	40,000	(10,000)
Meeting & Expo	15,000	15,000	-	15,000	-	-	15,000
Sponsorships	-	-	-	-	-	-	-
Finance & Admin/Discounts	-	-	-	-	175	16,200	(16,200)
Total Revenue	336,524	518,801	(182,277)	336,524	263,459	518,522	(181,998)

Expenses	Actual/Estimated Jan 31, 2020	Budget Jan 31, 2020	Variance Jan 31, 2020	Projected YTD ended Jan 31, 2020	Actual YTD ended Jan 30, 2019	Budget YTD ended Jan 31, 2020	Variance YTD ended Jan 31, 2020
Salaries & Wages (actual)	184,884	260,935	(76,051)	184,884	320,248	260,935	(76,051)
Operating Expenses (estimated)	275,000	421,262	(146,262)	275,000	139,615	421,262	(146,262)
Total Expenses	459,884	682,197	(222,313)	459,884	459,863	682,197	(222,313)
Estimated Net Operating Income	(123,360)	(163,396)	40,036	(123,360)	(196,404)	(163,674)	40,314
Net Gain (loss) in Investment Account	(26,240)	-	(26,240)	(26,240)	463,706	-	(26,240)
Estimated Other Income (Expenses)	-	-	-	-	-	-	-
Estimated Change in Net Assests	(149,600)	(163,396)	13,796	(149,600)	267,301	(163,674)	14,074

		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	
Membership Count by Month:		2019	2,020	2020		2019			
January	13,134	12,300	145,691	189,399	189,399	145,360	137,920	137,920	
February	12,771				189,399	145,154	153,596	291,516	
March	12,667				189,399	146,024	147,969	439,485	
April	12,774				189,399	146,684	152,196	591,681	
May	12,526				189,399	145,764	146,397	738,078	
June	12,619				189,399	131,885	142,000	880,078	
July	11,940				189,399	137,640	135,780	1,015,858	
August	12,367				189,399	129,341	152,636	1,168,494	
September	12,431				189,399	185,978	127,853	1,296,347	
October	12,402				189,399	145,258	148,638	1,444,985	
November	12,411				189,399	140,637	151,953	1,596,938	
December	12,420				189,399	137,409	123,595	1,720,533	

For the month ended January 31, 2020



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