Financial Update

Membership Meeting
June 18, 2015

Image courtesy of Custom-Bilt Metals
Financial History

Exhibit 6 - Annual Membership Meeting 2015
# 2014 Revenue

<table>
<thead>
<tr>
<th>Total</th>
<th>$1,105,017</th>
</tr>
</thead>
<tbody>
<tr>
<td>CRRC Product Rating Program</td>
<td>$1,013,061</td>
</tr>
<tr>
<td>Renewals</td>
<td>$935,873</td>
</tr>
<tr>
<td>New Products, Licensees, and Members</td>
<td>$77,188</td>
</tr>
<tr>
<td>Evaluation Services CRRC Program</td>
<td>$78,233</td>
</tr>
<tr>
<td>ES-CRRC Renewals</td>
<td>$69,113</td>
</tr>
<tr>
<td>ES-CRRC New Products</td>
<td>$9,120</td>
</tr>
<tr>
<td>ES-CRRC Verification Testing</td>
<td>-</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$13,723</td>
</tr>
<tr>
<td>Meeting Fees</td>
<td>$12,455</td>
</tr>
<tr>
<td>Bank Interest</td>
<td>$1,268</td>
</tr>
<tr>
<td>External funding</td>
<td>-</td>
</tr>
</tbody>
</table>
2014 Revenue & Expenditures

- **2014 Revenue**: $1,105,017
- **Total Approved Budget**: $980,829
- **Year-end Expenditures**: $905,549
2014 At-a-Glance

- Revenue $1,105,017
- Expenses $905,549
- Net $199,468
- Reserves balance $789,331
2014 Expenses by Task

**Administration:** CRRC Board and committee meetings, membership meeting, legal services

**Marketing:** Articles, tradeshows, conferences, presentations, newsletters, outreach

**Rating Program:** ES-CRRC, random testing, technical research, web development, lab training

**Finances:** Budget development and tracking, invoices, taxes

- **Task 4: Finances**
  - $69,912
  - 8%

- **Task 1: Admin**
  - $255,316
  - 28%

- **Task 3: Rating Program**
  - $510,441
  - 56%

- **Task 2: Marketing**
  - $69,880
  - 8%
## 2015 To-Date Revenue

Covers all income through May 2015

<table>
<thead>
<tr>
<th>Description</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>$929,652</td>
</tr>
<tr>
<td><strong>CRRC Product Rating Program</strong></td>
<td>$868,604</td>
</tr>
<tr>
<td>Renewals</td>
<td>$847,464</td>
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<tr>
<td>New Products, Licensees, and Members</td>
<td>$21,140</td>
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<tr>
<td><strong>Evaluation Services CRRC Program</strong></td>
<td>$31,993</td>
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<tr>
<td>ES-CRRC Renewals</td>
<td>10,000 ($68,000 estimated)</td>
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<tr>
<td>ES-CRRC New Products</td>
<td>$2,800</td>
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<tr>
<td>ES-CRRC Verification Testing</td>
<td>$19,193</td>
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<tr>
<td><strong>Miscellaneous</strong></td>
<td>$29,055</td>
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<tr>
<td>Meeting Fees</td>
<td>$28,537</td>
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<tr>
<td>Bank Interest</td>
<td>$518</td>
</tr>
</tbody>
</table>

Exhibit 6 - Annual Membership Meeting 2015
2015 YTD Expenses by Task

Task 1: 
Administration 
$89,646 
25%

Task 2: 
Marketing 
$19,882 
6%

Task 3: 
Rating Program 
$221,031 
61%

Task 4: 
Finances 
$29,550 
8%

Administration: CRRC Board and committee meetings, membership meeting, legal services

Marketing: Articles, tradeshows, conferences, presentations, newsletters, outreach

Rating Program: ES-CRRC, random testing, technical research, web development, lab training

Finances: Budget development and tracking, invoices, taxes
Comparing 2014 & 2015

2014

- Rating Program: 56%
- Finances: 8%
- Marketing: 8%
- Admin: 28%

2015 YTD

- Rating Program: 61%
- Finances: 8%
- Marketing: 6%
- Admin: 25%
2015 Revenue & Expenditures

- Total 2015 Budget: $1,111,068
- YTD Revenue: $929,652
- YTD Budget Avg: $462,945
- Expenditures to Date: $405,839

Graph showing the monthly revenue and expenditures for 2015, with a comparison to the budgeted amounts.
2015 Budget Total

- November, 2014 – Board approved annual operating budget of $1,019,568
- April, 2015 – Board approved $91,500 in additional funding to support Random Testing Program
Conclusion

- 2013 surplus of $185,000
- 2014 surplus of $199,000
- Maintaining healthy reserves
- Selectively using funds for program enhancements
Questions