

# Income Statement (Profit and Loss)

UMU IGBO UNITE

For the year ended December 31, 2020

Account	2020	2019	2018
<b>Income</b>			
Annual Convention	11,566.57	109,115.94	136,896.32
Membership Dues	35,661.50	1,254.05	1,195.00
Refunds	0.00	(290.00)	(358.19)
Sponsorship Revenue	5,850.00	15,585.00	164,436.48
UIU Cares Donation Revenue	5,000.00	15,678.89	3,240.00
UIU Cares Event	0.00	770.46	0.00
UIU Connects	0.00	0.00	2,000.00
UIU Donations	12,410.54	14,432.49	1,870.00
UIU Event Revenue	(150.62)	0.00	0.00
<b>Total Income</b>	<b>70,337.99</b>	<b>156,546.83</b>	<b>309,279.61</b>
<b>Gross Profit</b>	<b>70,337.99</b>	<b>156,546.83</b>	<b>309,279.61</b>
<b>Operating Expenses</b>			
Annual Convention Event	0.00	4,165.83	12,103.68
Food/Catering	874.22	14,479.26	10,945.00
Advertising	1,995.03	5,090.18	12,860.61
Entertainer/Guest Performer	0.00	10,940.06	43,853.05
Annual Conference Expense	635.00	6,573.33	12,594.13
Scholarship & Awards	3,108.97	11,800.00	11,653.00
Accounting	569.00	1,365.00	1,460.00
Bank Service Charges	20.00	54.00	255.43
Business License & Fees	90.00	30.00	30.00
Charitable Contributions	1,100.00	0.00	0.00
ClubExpress Fees	4,278.83	3,188.00	0.00
Conference Calls (Uber Conference)	100.00	120.00	128.53
Credit Card Membership Fees	95.00	95.00	0.00
Death Benefit Payment	100.00	0.00	0.00
G Suite Subscription Fee	120.00	0.00	0.00
Gift Incentives	0.00	1,018.49	789.14
Graphic Designs	0.00	622.50	452.00
Hotel/Venue	(1,500.00)	73,726.12	106,078.71
Insurance	0.00	1,851.69	2,018.24
Interest Expense	3,487.03	5,587.39	845.06
Management Technology	2,030.18	4,442.75	3,730.93
Merchant Processing Fees	919.17	1,565.15	895.12
Miscellaneous	580.39	(116.72)	649.72
Postage & Delivery	62.99	0.00	0.00
Printing	0.00	3,564.00	7,597.96
Storage	100.00	0.00	0.00
Supplies	230.91	410.81	5,352.67
Team Retreat	5,029.80	2,453.59	5,812.50
Transportation	1,160.00	749.98	15,055.06
T-Shirts	2,836.35	690.26	3,387.00
UIU Magazine	0.00	4,224.65	3,512.00
UIU Sponsorship Expense	0.00	0.00	29,850.00
UIUCares	1,500.00	1,100.00	1,929.38
Videographer & Photographer	0.00	6,254.00	50,794.64
<b>Total Operating Expenses</b>	<b>29,522.87</b>	<b>166,045.32</b>	<b>344,633.56</b>
<b>Operating Income</b>	<b>40,815.12</b>	<b>(9,498.49)</b>	<b>(35,353.95)</b>
<b>Net Income</b>	<b>40,815.12</b>	<b>(9,498.49)</b>	<b>(35,353.95)</b>

# Statement of Cash Flows

UMU IGBO UNITE

For the year ended December 31, 2020

Account	2020	2019	2018
<b>Operating Activities</b>			
Receipts from customers	70,337.99	156,546.83	309,279.61
Payments to suppliers and employees	(29,522.87)	(166,045.32)	(344,633.56)
<b>Net Cash Flows from Operating Activities</b>	<b>40,815.12</b>	<b>(9,498.49)</b>	<b>(35,353.95)</b>
<b>Financing Activities</b>			
Other cash items from financing activities	63,190.30	29,441.78	15,024.71
<b>Net Cash Flows from Financing Activities</b>	<b>63,190.30</b>	<b>29,441.78</b>	<b>15,024.71</b>
<b>Net Cash Flows</b>	<b>104,005.42</b>	<b>19,943.29</b>	<b>(20,329.24)</b>
<b>Cash and Cash Equivalents</b>			
Cash and cash equivalents at beginning of period	26,431.60	6,488.31	26,817.55
Net cash flows	104,005.42	19,943.29	(20,329.24)
Cash and cash equivalents at end of period	130,437.02	26,431.60	6,488.31
<b>Net change in cash for period</b>	<b>104,005.42</b>	<b>19,943.29</b>	<b>(20,329.24)</b>

# Balance Sheet

UMU IGBO UNITE

As of December 31, 2020

Account	Dec 31, 2020	Dec 31, 2019
<b>Assets</b>		
<b>Current Assets</b>		
Cash and Cash Equivalents	132,855.59	26,431.60
<b>Total Current Assets</b>	<b>132,855.59</b>	<b>26,431.60</b>
<b>Total Assets</b>	<b>132,855.59</b>	<b>26,431.60</b>
<b>Liabilities and Equity</b>		
<b>Liabilities</b>		
Current Liabilities	2,237.78	39,254.33
<b>Long Term Liabilities</b>		
US Treasury Loan	82,000.00	0.00
<b>Total Long Term Liabilities</b>	<b>82,000.00</b>	<b>0.00</b>
<b>Total Liabilities</b>	<b>84,237.78</b>	<b>39,254.33</b>
<b>Equity</b>		
Chapter Bank Accounts	21,033.42	408.00
Current Year Earnings	40,815.12	(9,498.49)
Owner's Capital	18,524.74	18,524.74
Retained Earnings	(31,755.47)	(22,256.98)
<b>Total Equity</b>	<b>48,617.81</b>	<b>(12,822.73)</b>
<b>Total Liabilities and Equity</b>	<b>132,855.59</b>	<b>26,431.60</b>