

OPERATING STATEMENT AND BALANCE SHEET

AUPresses Operating Statement
Fiscal Year Ended March 31, 2020
(Unaudited)

	FY2020	FY2019
Operating Income:		
Membership Services	\$ 485,812	\$ 478,563
Marketing Programs	\$ 142,267	\$ 181,656
Total Operating Income	\$ 628,079	\$ 660,219
Operating Expenses:		
Membership Services	\$ 326,365	\$ 453,862
Marketing Programs	\$ 116,108	\$ 147,958
Total Operating Expenses	\$ 442,473	\$ 601,820
Operating Gross Margin/(Deficit):		
Membership Services	\$ 159,446	\$ 24,701
Marketing Programs	\$ 26,159	\$ 33,697
Total Gross Margin/(Deficit)	\$ 185,605	\$ 58,399
Dues Income	\$ 1,026,891	\$ 1,017,084
Gross Operating Income	\$ 1,212,496	\$ 1,075,482
Communications Expenses	\$ 80,394	\$ 31,747
Administrative Expenses	\$ 1,173,529	\$ 1,135,447
Total Admin/Comm Expenses	\$ 1,253,923	\$ 1,167,194
Operating Income/(Deficit)	\$ (41,427)	\$ (91,712)
Strategic Investments Income(Expenses)		
Investment Income/(Deficit)	\$ (46,182)	\$ 14,022
Net income/(Loss)	\$ (87,609)	\$ (77,689)
 Unrestricted Net Assets - April 1, 2019	 \$ 1,438,722	 \$ 1,516,411
Unrestricted Net Assets - March 31, 2020	\$ 1,351,113	\$ 1,438,722