

CURRENT YEAR

PRIOR YEAR

CURRENT ASSETS**CASH**

CHECKING- FUNB CAP	58,384	165,351
CHECKING - SUNTRUST	6,573	3,526
ROBERT THOMAS SECURITIES/MORGAN STANLEY	167,375	241,578
ROBERT THOMAS CASH/MORGAN STANLEY	48,606	36,168
CERTIFICATES OF DEPOSIT	118,000	141,000

TOTAL CASH	398,938	587,623
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OTHER CURRENT ASSETS

ACCOUNTS RECEIVABLE - NISO PRESS	4,777	4,006
ACCOUNTS RECEIVABLE - OTHER	84,150	93,260
ALLOWANCE FOR BAD DEBT	-500	-500
INVENTORY	7,555	8,856
RESERVE FOR BAD INVENTORY	-2,000	-1,600
TOTAL OTHER CURRENT ASSETS	93,982	104,022

FIXED ASSETS

OFFICE EQUIPMENT	29,249	71,320
ACCUM DEPR OFFICE EQUIPMENT	-34,296	-74,615
FURNITURE AND FIXTURES	7,103	7,103
EXHIBIT	1,456	1,456
ACCUM DEPR EXHIBIT	-1,456	-1,456
TOTAL FIXED ASSETS	2,055	3,808

OTHER ASSETS

SECURITY DEPOSITS	2,683	1,416
PREPAID EXPENSES	210	2,278
ADVANCES	0	0
INTEREST RECEIVABLE	4,117	5,678
TOTAL OTHER ASSETS	7,010	9,372

TOTAL ASSETS	501,985	704,825
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LIABILITIES

ACCOUNTS PAYABLE	0	0
ACCRUED SALARIES	0	0
ACCRUED RETIREMENT	0	0
ACCRUED VACATION	8,814	5,055
DEFERRED GRANT REVENUE	10,000	12,500
ADVANCE FEE INCOME	113,683	126,466
SECURITIES - ADJ TO MARKET VALUE		0
TOTAL CURRENT LIABILITIES	132,498	144,021

FUND BALANCE

FUND BALANCE - UNRESTRICTED	307,592	421,633
FUND BALANCE - RESTRICTED	0	0
CURRENT YEAR EARNINGS	61,896	139,171

TOTAL FUND BALANCE	369,488	560,804
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TOTAL LIABILITIES AND FUND BALANCE	501,985	704,825
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APRIL 2002

	MONTH ACTUAL	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
REVENUE					
MEMBERSHIP AND FEES					
VOTING MEMBER RENEWAL	66,042	229,567	228,067	1,500	342,100
VOTING MEMBERS - NEW	1,800	1,800	9,000	-7,200	27,000
IS FORUM	2,485	4,970	15,333	-10,363	46,000
TOTAL MEMBERSHIP	70,327	236,337	252,400	-16,063	415,100
PUBLISHING/NISO PRESS					
ISQ SUBSCRIPTIONS	2,887	11,113	8,333	2,780	25,000
ROYALTIES	5,133	11,288	8,333	2,954	25,000
GROSS PUBLICATIONS	8,020	22,401	16,667	5,734	50,000
COST OF GOODS SOLD	1,869	2,290	2,000	290	6,000
NET PUBLISHING REVENUES	6,151	20,111	14,667	5,445	44,000
OTHER REVENUE					
UNEARNED INCOME	1,148	10,548	10,000	548	30,000
RESTRICTED GRANTS	0	0	10,667	-10,667	32,000
WORKSHOPS/CONFERENCES	2,517	2,517	5,000	-2,483	15,000
EBOOK 2001	0	0	0	0	0
OTHER REVENUE	0	0	167	-167	500
TOTAL OTHER REVENUE	3,665	13,065	25,833	-12,769	77,500
TOTAL REVENUE	80,143	269,513	292,900	-23,387	536,600
TOTAL REVENUE LESS RESTRICTED GRANTS	80,143	269,513	282,233	-12,721	504,600
EXPENSES					
TOTAL GENERAL & ADMINISTRATIVE	24,531	92,371	96,385	-4,014	289,154
TOTAL NISO PRESS	3,807	12,046	18,217	-6,171	54,650
TOTAL STANDARDS DEVELOPMENT	8,356	50,424	43,083	7,341	129,250
TOTAL GOVERNANCE & MEMBERSHIP	30,935	52,776	61,750	-8,974	185,250
TOTAL EBOOK 2001	0	0	0	0	0
TOTAL EXPENSES	67,629	207,617	219,435	-11,817	658,304
EXCESS REVENUE OVER EXPENSE-UNRESTRICTED	12,514	61,896	62,799	-903	-153,704
RESTRICTED REVENUE (EXPENSE)	0	0	10,667	-10,667	32,000
EXCESS REVENUE OVER EXPENSE	12,514	61,896	73,465	-11,570	-121,704

NATIONAL INFORMATION STANDARDS ORGANIZATION
INCOME STATEMENT
APRIL 2002

	MONTH ACTUAL	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
GENERAL & ADMINISTRATIVE					
SALARIES	11,829	51,055	55,000	-3,945	165,000
CONTRACTUAL SERVICES	0	60	1,750	-1,690	5,250
MEDICAL INSURANCE	973	4,863	4,000	863	12,000
RETIREMENT ANNUITY	0	0	3,851	-3,851	11,554
DEPRECIATION	500	2,000	1,000	1,000	3,000
TELECOMMUNICATIONS	267	1,109	2,833	-1,724	8,500
INSURANCE	60	60	1,400	-1,340	4,200
BENEFITS	653	5,097	4,217	880	12,650
LEGAL AND ACCOUNTING	4,000	4,675	3,500	1,175	10,500
OFFICE EXPENSE	2,473	5,753	4,167	1,587	12,500
EQUIPMENT MAINTENANCE	0	542	400	142	1,200
MEMBERSHIP AND TRAINING	155	405	1,067	-662	3,200
POSTAGE/DELIVERY	228	662	533	129	1,600
RENT AND PARKING	3,393	15,832	12,333	3,499	37,000
FURNISHINGS & EQUIPMENT	0	208	0	208	0
OTHER	0	50	333	-283	1,000
TOTAL GENERAL, & ADMIN	24,531	92,371	96,385	-4,014	289,154
NISO PRESS					
CONTRACTUAL SERVICES	980	2,765	5,000	-2,235	15,000
FULFILLMENT SERVICES	1,363	4,342	6,667	-2,325	20,000
POSTAGE /DELIVERY	23	23	500	-477	1,500
SUPPLIES	0	0	50	-50	150
ADMINISTRATIVE FEES	0	0	0	0	0
PROMOTION OF PUBLICATIONS	0	905	667	238	2,000
INFORMATION STANDARDS QUARTERLY	1,442	4,011	5,000	-989	15,000
RESERVE FOR BAD INVENTORY	0	0	167	-167	500
ALLOWANCE FOR BAD DEBT	0	0	167	-167	500
TOTAL NISO PRESS	3,807	12,046	18,217	-6,171	54,650
STANDARDS DEVELOPMENT - DOMESTIC					
TRAVEL	0	0	3,333	-3,333	10,000
WORKSHOPS	1,783	6,420	5,000	1,420	15,000
ANSI MEMBERSHIP	0	5,160	1,667	3,493	5,000
STANDARDS INITIATIVES	0	0	667	-667	2,000
STANDARDS COMMITTEES	6,573	20,138	21,667	-1,529	65,000
OTHER	0	0	500	-500	1,500
SUBTOTAL	8,356	31,718	32,833	-1,115	98,500

STANDARDS DEVELOPMENT-INTERN'L

	MONTH ACTUAL	YTD ACTUAL	YTD BUDGET	BUDGET VARIANCE	ANNUAL BUDGET
ANSI-ISO PARTICIPATION FEE	0	18,110	6,333	11,777	19,000
REPRESENTATION	0	0	2,667	-2,667	8,000
DUPLICATING	0	0	83	-83	250
POSTAGE	0	0	167	-167	500
COMMUNICATIONS	0	596	833	-237	2,500
OTHER	0	0	167	-167	500
SUBTOTAL	0	18,706	10,250	8,456	30,750

TOTAL STANDARDS DEVELOPMENT	8,356	50,424	43,083	7,341	129,250
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GOVERNANCE

TRAVEL	0	121	2,000	-1,879	6,000
ANNUAL MEETING	12,477	12,619	2,667	9,952	8,000
CONTRACTUAL SERVICES	0	0	667	-667	2,000
OTHER	248	248	333	-85	1,000
SUBTOTAL	12,725	12,988	5,667	7,321	17,000

MEMBERSHIP SERVICES

PROMOTION

TRAVEL - STAFF	2,468	7,427	6,667	760	20,000
EXHIBIT & PRINTING	0	0	1,167	-1,167	3,500
CONTRACTUAL SERVICES	7,000	10,000	16,000	-6,000	48,000
WEBSITE MAINTENANCE	1,095	1,095	0	1,095	0
SUBTOTAL	10,563	18,522	23,833	-5,312	71,500

MEMBERSHIP DEVELOPMENT

CONTRACTUAL SERVICES	6,366	18,816	24,000	-5,184	72,000
TRAVEL	250	316	2,667	-2,351	8,000
POSTAGE & DELIVERY	50	76	250	-174	750
PRINTING/COMMUNICATIONS	0	598	2,000	-1,403	6,000
INFORMATION STANDARDS FORUM	122	122	1,667	-1,545	5,000
MEETINGS	700	700	1,000	-300	3,000
OTHER	160	640	667	-27	2,000
SUBTOTAL	7,647	21,267	32,250	-10,983	96,750

TOTAL GOVERNANCE & MEMBERSHIP	30,935	52,776	61,750	-8,974	185,250
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EBOOK 2002

MANAGEMENT	0	0	0	0	0
RECEPTION	0	0	0	0	0
REGISTRATIONS	0	0	0	0	0
OTHER	0	0	0	0	0
TOTAL EBOOK 2002	0	0	0	0	0

TOTAL EXPENSES	67,629	207,617	219,435	-11,817	658,304
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