



**TREASURER'S REPORT
TO THE
2023 GENERAL ASSEMBLY
(2nd)**

Outturn for 2022
Updates 2023
Forecasts 2024

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1. Preface

This report is done in May 2023. The motto for 2022 is “Back To Business” and thus also facing the challenges of the post-COVID era. The rising prices, fuelled by increasing inflation rate, significantly impact the performance of EARMA because they affect the organisation. With income still significantly rising, this year the associated costs were coping and often even bypassing the increase in income, thus offsetting it. 2022 was the first fully normal post-COVID year and was successful in all measures. Yet, this comes at a cost, as mentioned. It was made clear that it is difficult to cope with the budget constraints without addition changes in both the expenses structure but not less important, also the income structure.

For this reason, adjustments were made to the 2023 budget, so that it can better accommodate the new cost structure, while at this point of time, it is not possible to change the income structure.

However, for 2024, the board proposes to adjust the membership fees by inflation rate, so to increase the income, to match with the increasing costs. This is being brought to the GA for decision, and the decision, whether approval or non, will influence the forecasted 2024 budget. It should be noted that EARMA have not increased member rates or adjusted for inflation since 2017.

It needs to be mentioned here that there are very positive developments in 2022. The membership continues to grow steadily, and we are in all times record height for institutional memberships. The projects, and especially RM ROADMAP coordinated by EARMA had a very good start and making the impact at the Commissions’ side and EARMA starts to be more visible in Brussels. From a financial perspective the income from projects nearly doubled this year. Sponsorship also grow nicely and start to contribute significant amount to the operation. Membership engagement continues to grow and participation in events is vivid. The financial outturn is lower than last year but still yield a reasonable surplus of over €100k. Incomes have grown, and they are well above €1.3M.

In my third year of my role as Treasurer, I continue to be confident in the organisation mission and progress. The current board, led by Evelina Brännvall, is a strong group of individuals, with vast experience and track record. The growing office staff, led by Nik Claesen, continues to provide strong support to the activities and vision of the board. This year, the Finance & Governance Committee (F&GC) chaired by Primož Petek, got additional new members board and the level of support that this committee is able to provide is vastly upgraded. The “EARMA family” is strong and together we can cross the challenges and turbulence and continue to strive. Nevertheless, we need to be more attentive and adaptive to the changes and trends in the business environment as seen in the “new normal”, post-COVID era.

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Yoram Lev Yehudi

as the Treasurer of EARMA

2. Technical Clarification w.r.t. Auditor's Report

During last year's GA (2022) there was a discrepancy between the voting process and reality. Specifically, the GA members were requested to vote and approve the financial reports AND the auditor's report, where at the time of the GA we didn't present the *approved* audit report, but just a final draft.

Upon further investigation, we learned that auditors are only authorized to sign off on their report after the GA has approved its draft. In previous years, due to the COVID, they didn't wait for the GA and this is how we had it signed and approved before the GA. As explained, when there is an in-person GA then normally the GA should approve the report (final draft) and only then the auditors sign it.

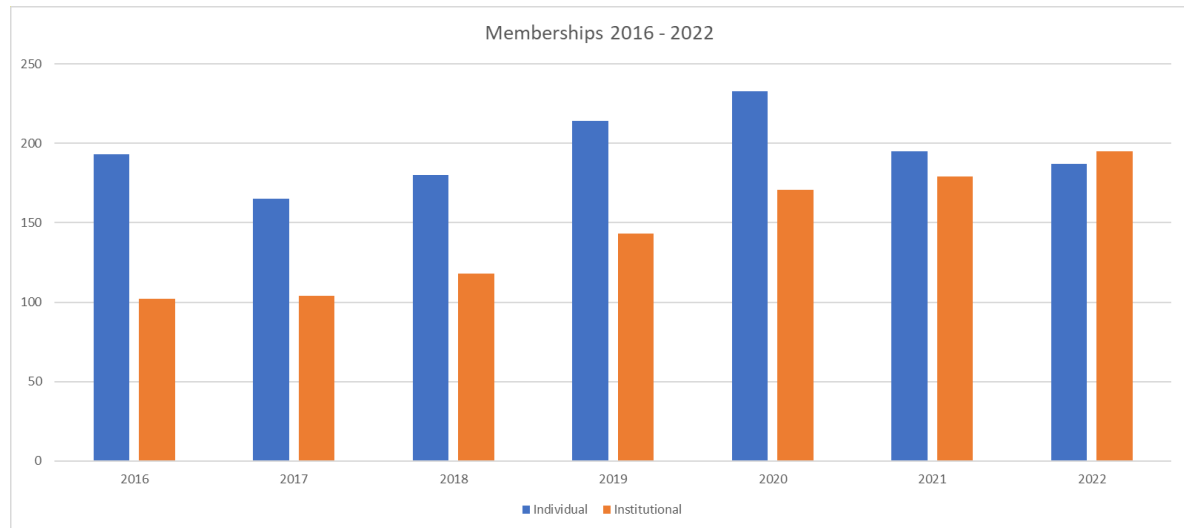
It is important to bring this to the attention of the 2023 GA to explain that voting and approval is conducted only on the final draft of the audit report. The signed version will be made available once the GA approve the draft version.

We have also split the voting to two separate votes, one for the financials and one for the audit report to allow greater flexibility.

3. Year ended from a financial perspective (2022)

2022 continues to show record heights in most of the parameters. Memberships, participation in the AC, and consequently the income. On the other hand also the expenses grow significantly, as mentioned.

The following is a graphical representation showing the evolution of memberships in the past few years in comparison to 2022. Membership seems to be strong and that shows the strong support of the community, especially on the Institutional Membership front.

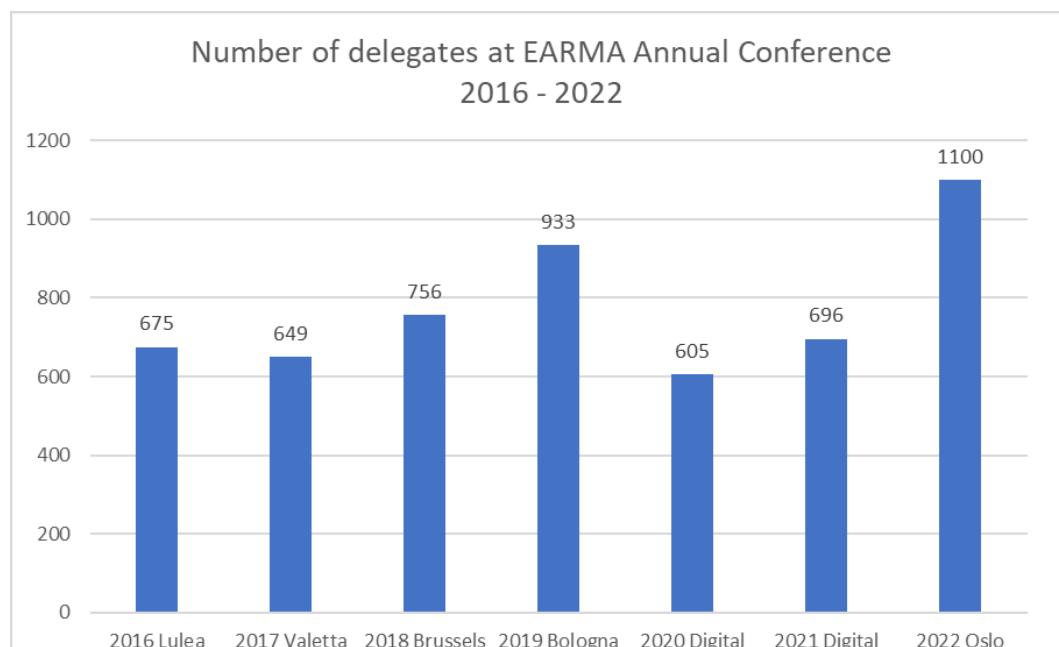


The more significant part is the institutional memberships which continue to grow. We believe that this growth comes on the account of individual memberships because many organisations start with individual memberships and they “upgrade” to institutional when time comes.

The institutional graph is shown here (an extract from the previous combined one):



The following graphics shows the evolution over time in the number of conference delegates:



As seen there is a significant increase in the number of attendants, mainly due to the fact that we're back to in-person events, and Oslo was a long awaited one (delayed from 2020 due to the pandemics). At the time of writing this report, the number of attendants to the 2023 AC (Prague) is known and supports this trend with over 1300 delegates.

The total income in 2022 was €1,342k. Of this amount, EU projects income amounted to €172k (vs. about €68k in 2021, presenting a growth of 70% relative to 2021). Comparisons, however, should be perhaps made with 2019 rather than 2021, because this was the last previous year with in-person AC.

It should be also mentioned that in 2022 EARMA did not have any income from online events. This is related to three reasons: 1) the IT system is not yet ready to handle online sales; 2) The board prioritised thematic groups which have free online events 3) the board felt that with the cost for the in-person events and the availability of many there is no room for additional charges to the community.

The expenditure, however, grew in a faster pace. As shown below, for major cost items.

	2019	2020	2021	2022	% Change*
Conference Costs	€ 442,411	€ 84,278	€ 62,242	€ 354,250	469%
Fees	€ 129,889	€ 144,219	€ 167,648	€ 164,911	-2%
Staff Costs	€ 58,043	€ 103,330	€ 177,225	€ 253,685	43%
Travel Costs	€ 25,058	€ 10,530	€ 58,043	€ 127,697	120%
Office Supplies & IT	€ 17,739	€ 18,070	€ 27,309	€ 27,487	1%
Office Rent	€ 14,808	€ 23,561	€ 25,135	€ 43,429	73%
Financial Costs	€ 9,803	€ -	€ 3,512	€ 18,693	432%
Accounting Fees	€ 9,582	€ 23,713	€ 12,829	€ 27,760	116%
EARMA Events	€ -	€ -	€ 29,560	€ 83,041	181%
Other cost items	€ 17,427	€ 19,772	€ 93,417	€ 134,807	44%
* change: relative to previous year					

(Amount in red, recalculated because reclassifying was not properly done in previous years.)

Examining the expenditure in more detail (table above) we see the following picture: Annual Conference costs grew due to the fact that it was an in-person event and therefore the costs of venue and catering (including conference gala dinner) were higher than previous year.

In 2019 we used a full PCO (Professional Conference Organiser) to help organise the conference. Since 2022 we have been developing this capacity in house, hence reducing the direct conference cost line. However this means that staff costs and IT costs (Other cost items) have increased, but we have more control and flexibility; in addition the new IT system is

providing for a richer membership experience.

Office staff and related expenses continue to grow albeit more steadily. For the office there is a consideration to move to a new office in Brussels in the end of 2023 (when the current agreements in Leuven are ending).

It should be noted that the 2019 figure for travel was inaccurate. Several ledgers in the accounting collect different type of travel costs and some were missed. This is now corrected (in the table in red). Travel costs and accommodation for 2022 grew at a larger pace due to a number of reasons. First, this amount contains project-related travel (amounted to € 10,817.85. In 2022 EARMA also conducted a strategy event with all the standing committees and it's cost was ca. €45k. (part of this amount came directly from the SCs budgets). INORMS related travel (more promotion needed in order to win the bid for hosting the INORMS 2024). On top of this we should add high inflation rate and increasing energy prices which impacted dramatically on the travel expenditure.

Financial costs also grew without proportion, and this is due to increase in banking costs and transaction fees (ca. €9k), and also large amount is loss due to exchange rate difference related to the Oslo AC (ca. €8.5k). The "Other cost items" include the amount of all other (~30) cost ledgers and the full list is available through the financial statement for 2022 (attached as annex).

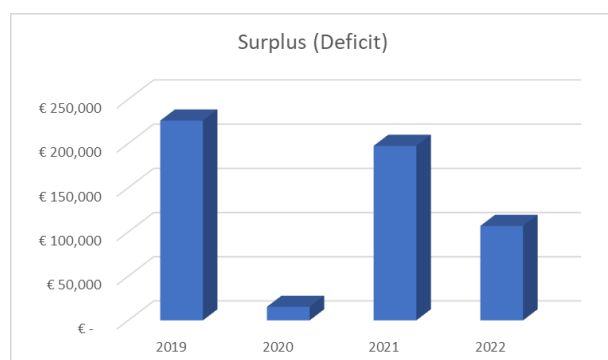
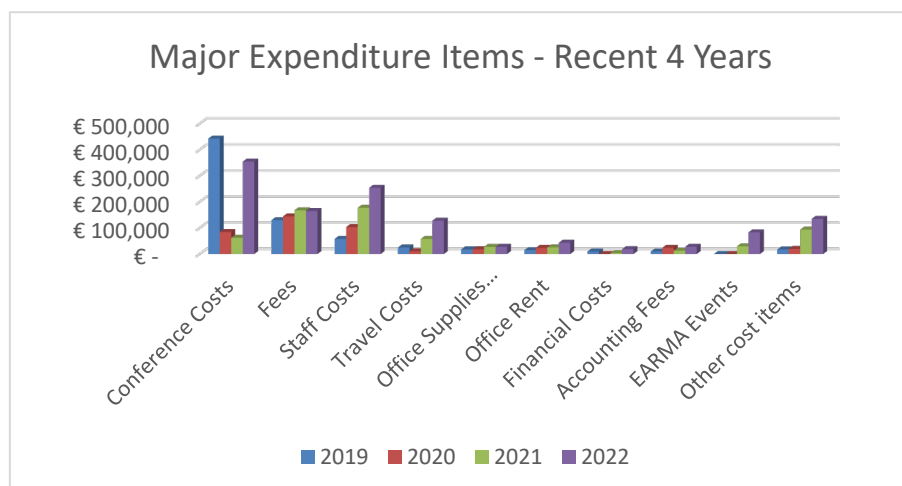
The item "EARMA Events" are cost of events organised by the office for the benefit of the community.

In a more graphical way, it looks like that:

These figures sum into the financial result of 2022 which can be considered as quite reasonable overall. These amounts are based on the audited figures and are ready to be signed by the

auditors upon the approval of the GA. As can be seen in the graphics on the right, the trend is clear and this is the reason why the Board calls for a more cautious approach and to adjusting the membership fees in inflation rate, for 2024.

EARMA continues to keep the accumulated surplus (ca. €850k) aside, as a safety measure for an unlikely, unexpected turn of events, such that will prevent EARMA from having incomes for a full year of operation. EARMA became an employer, and it has now more liabilities towards the employees. This entails keeping amounts in reserve for that purpose.



Enclosed as annexed to this document:

- Financial statements of 2022 (Audited, with comparison to 2021) - Annex A

4. Preliminary results of current financial year (2023)

While working on this report and drafting the next year's budget, we were following closely the progress, performance and preliminary results of 2023. The reason for this, as explained was seeing the rise in costs and expenses in 2022 that lead to a decrease in the operational margin of the organisation (see graph in previous chapter).

This year we have had an in-person annual conference in Prague and therefore we expect that the financial outcomes will be adequate to its size. At the time of writing this report, it is known that the conference had over 1,300 delegates. This year we did not have a real limit on the number of delegates, except from the gala dinner that continues to be a logistical challenge in these growing numbers for a seated dinner. Institutional Memberships continue to be high and present a growth.

Because of the concern that the board expressed w.r.t. year 2023 as explained, we have amended the forecasted budget for this year, so to be able to better cope with the aforementioned financial challenges.

Below is the budget for 2023 as approved by the GA in 2022.

EARMA 2023 Budget Draft	Total	General Administration	Digital events	Sponsorship	Live Conference	Online (Virtual) Conference	PDP & Mentoring (new)	Fellowships & travel Bursaries	Workshops & Events	Standing committees	Funded EU Projects
Income											
Membership	227,273	227,273	-	-	-	-	-	-	-	-	-
Sponsorship (can be 40-80)	80,000	-	-	80,000	-	-	-	-	-	-	-
Annual Conference (Live)	688,375	-	-	-	688,375	-	-	-	-	-	-
Online Conference (Virtual)	-	-	-	-	-	-	-	-	-	-	-
Digital income	131,900	-	131,900	-	-	-	-	-	-	-	-
PDP	39,600	-	-	-	-	-	39,600	-	-	-	-
Events	159,140	-	-	-	-	-	-	159,140	-	-	-
EU Projects	180,500	-	-	-	-	-	-	-	-	-	180,500
Total income	1,506,788	227,273	131,900	80,000	688,375	-	39,600	-	159,140	-	180,500
Expenditure											
Accountants/Legal Fees	30,000	20,000	-	-	10,000	-	-	-	-	-	-
Audit Fees	3,000	3,000	-	-	-	-	-	-	-	-	-
Bank Charges	12,756	2,273	3,693	-	2,891	-	-	-	3,899	-	-
Entertainment	14,376	-	-	-	14,376	-	-	-	-	-	-
Cost of office personnel (CAM/Non-CAM)	387,245	387,245	-	-	-	-	-	-	-	-	-
Hosting / Catering	332,085	4,000	-	-	265,325	-	-	61,760	1,000	-	-
Insurance	2,500	2,500	-	-	-	-	-	-	-	-	-
Office supplies, phones etc	29,500	27,000	-	-	2,500	-	-	-	-	-	-
Print / Design / Promotional / Graphics	10,000	10,000	-	-	-	-	-	-	-	-	-
Professional Services/PCO	16,860	-	7,000	-	9,860	-	-	-	-	-	-
Professional Services including design	25,000	25,000	-	-	-	-	-	-	-	-	-
Programme Delivery / Keynote Speakers	22,480	-	12,640	-	9,840	-	-	-	-	-	-
Rent	104,292	44,292	-	-	60,000	-	-	-	-	-	-
Signage & Audio Visual	51,500	2,500	5,000	-	44,000	-	-	-	-	-	-
EU Projects personnel	169,176	-	-	-	-	-	-	-	-	-	169,176
Sponsorship / Exhibition	9,600	-	-	-	9,600	-	-	-	-	-	-
Staff Training	32,260	21,600	-	-	10,660	-	-	-	-	-	-
Subscriptions office	7,500	7,500	-	-	-	-	-	-	-	-	-
Travel & Hospitality	145,360	43,160	-	-	11,100	-	10,000	0	27,500	43,200	10,400
Travel Bursaries / Fellowships	22,000	-	-	-	-	-	-	22,000	-	-	-
IT/Website/Data Storage	55,500	40,000	3,500	-	12,000	-	-	-	-	-	-
Total Expenditure	1,482,990	640,070	31,833	-	462,152	-	10,000	22,000	93,159	44,200	179,576
Net Surplus/ (Deficit)	23,797	(412,797)	100,067	80,000	226,223	0	29,600	(22,000)	65,981	(44,200)	924

The proposed amended budget is following (for information for 2023 GA):

EARMA 2023 Budget Draft	Total	General Administration	Digital events	Sponsorship	Live Conference	Online (Virtual) Conference	PDP & Mentoring (new)	Fellowships & travel Bursaries	Workshops & Events	Standing committees	Funded EU Projects
Income											
Membership	239,558	239,558	-	-	-	-	-	-	-	-	-
Sponsorship (can be 40-80)	130,000	-	-	130,000	-	-	-	-	-	-	-
Annual Conference (Live)	823,340	-	-	-	823,340	-	-	-	-	-	-
Online Conference (Virtual)	-	-	-	-	-	-	-	-	-	-	-
Digital income	28,000	-	28,000	-	-	-	-	-	-	-	-
PDP	27,000	-	-	-	-	-	27,000	-	-	-	-
Events	131,180	-	-	-	-	-	-	131,180	-	-	-
EU Projects	263,679	-	-	-	-	-	-	-	-	-	263,679
Total income	1,642,756	239,558	28,000	130,000	823,340	-	27,000	-	131,180	-	263,679
Expenditure											
Accountants/Legal Fees	28,500	22,000	-	-	6,500	-	-	-	-	-	-
Audit Fees	3,200	3,200	-	-	-	-	-	-	-	-	-
Bank Charges	8,068	2,396	-	-	3,458	-	377	-	1,837	-	-
Entertainment	10,000	-	-	-	10,000	-	-	-	-	-	-
Cost of office personnel (CAM/Non-CAM)	657,300	239,018	54,775	14,939	93,366	-	26,143	-	37,347	18,673	173,039
Hosting / Catering	365,910	4,000	-	-	293,660	-	10,050	-	57,200	1,000	-
Insurance	2,500	2,500	-	-	-	-	-	-	-	-	-
Office supplies, equipment, phones etc	29,500	27,000	-	-	2,500	-	-	-	-	-	-
Print / Design / Promotional / Graphics	8,500	6,000	-	-	2,500	-	-	-	-	-	-
Professional Services/PCO	8,300	-	-	-	8,300	-	-	-	-	-	-
Professional Services	22,000	7,000	-	-	-	-	15,000	-	-	-	-
Programme Delivery / Keynote Speakers	26,140	-	16,800	-	9,340	-	-	-	-	-	-
Rent	135,000	70,000	-	-	65,000	-	-	-	-	-	-
Signage & Audio Visual	46,500	2,500	-	-	44,000	-	-	-	-	-	-
EU Projects personnel	-	-	-	-	-	-	-	-	-	-	0
Sponsorship / Exhibition	9,600	-	-	-	9,600	-	-	-	-	-	-
Staff Training	19,590	17,280	-	-	2,310	-	-	-	-	-	-
Subscriptions office	7,500	7,500	-	-	-	-	-	-	-	-	-
Travel & Hospitality	157,956	46,520	-	-	9,100	-	16,750	0	25,700	43,200	16,686
Travel Bursaries / Fellowships	22,000	-	-	-	-	-	-	22,000	-	-	-
IT/Website/Data Storage	58,000	30,000	-	-	4,000	-	-	-	-	-	24,000
Total Expenditure	1,626,063	486,914	71,575	14,939	563,635	-	68,320	22,000	122,083	62,873	213,725
Net Surplus/ (Deficit)	16,693	(247,356)	(43,575)	115,061	259,705	0	(41,320)	(22,000)	9,097	(62,873)	49,954

The main changes in the amendment include a reduction in the general administration costs where applicable (e.g., office supplies), nullifying income from foreseen online events (that means nullifying also the related expenses) and adjusting conference cost to the selected location (Odense).

5. Budget forecast for the next year (2024)

When planning the budget for the next year the board considered the current situation as seen in 2022 and foreseen in 2023. The board came to conclusion that there is a need for adjustment in the prices that EARMA collects. For this, the F&G Committee has started to examine different models of membership and pricing, with benchmark to other organisations.

This work is still ongoing and will come to fruition in the second half of 2023 and perhaps also in 2024 because of the need to examine models carefully and perform sensitivity analysis to make sure that income is not harmed. That means that it will be already too late to influence on 2024 prices because of the need for GA approval beforehand.

Therefore, as an interim solution, and in order not to leave EARMA with an increasing gap between income and expenses, the board adopted the recommendation of the Committee to adjust the membership fees in inflation rate. The membership fees were kept same from 2017 (last approved in the 2016 GA) and until today, considering also 2023, an adjustment of ca. 25% is requested. (To clarify, if the GA approves the suggestion then the membership prices will be €1200 for institutional and €270 for the individuals).

Being aware of the possibility of non-approval by the GA, we propose two budgets. Depending on the approval of the GA, one budget foresees a growth in activities and keeps the organisation in modest surplus (pertaining to approval of the GA). The second budget proposal addresses the operation with the current level of membership prices (€910/€210).

The second option entails a negative result for the year, and in the event that this budget will be the chosen one, it will have to be further adjusted in order to keep at least break even. Therefore, it will entail a reduction in activity (that will be determined if relevant) while if the GA approves the adjustment to inflation this will allow us to have a better funded scheme, as well as allowing us to continue setting up a number of free member events.

The board hopes that the GA will approve the adjustment of the membership fees, so as to allow the organisation to continue fulfilling its vision and goals and not less important, preserve and further enhance the activities for the community. In the larger scheme of things, it is important for EARMA to keep the current momentum side by side with maintaining solid financial record. This is crucial to be able to play our role towards the recognition of the profession by being active in the Action 17 policy space with the EC and the RM Roadmap project.

Option 1 (budget with the proposed adjustment of membership fees) - recommended:

EARMA 2023 Budget Draft	Total	General Administration	Digital events	Sponsorship	Live Conference	Online (Virtual) Conference	PDP & Mentoring (new)	Fellowships & travel Bursaries	Workshops & Events	Standing committees	Funded EU Projects
Income											
Membership	331,763	331,763	-	-	-	-	-	-	-	-	-
Sponsorship (can be 40-80)	140,000	-	-	140,000	-	-	-	-	-	-	-
Annual Conference (Live)	898,400	-	-	-	898,400	-	-	-	-	-	-
Online Conference (Virtual)	-	-	-	-	-	-	-	-	-	-	-
Digital income	28,000	-	28,000	-	-	-	-	-	-	-	-
PDP	27,000	-	-	-	-	-	27,000	-	-	-	-
Events	153,500	-	-	-	-	-	-	153,500	-	-	-
EU Projects	263,679	-	-	-	-	-	-	-	-	-	263,679
Total income	1,842,341	331,763	28,000	140,000	898,400	-	27,000	-	153,500	-	263,679
Expenditure											
Accountants/Legal Fees	34,000	22,000	-	-	12,000	-	-	-	-	-	-
Audit Fees	3,200	3,200	-	-	-	-	-	-	-	-	-
Bank Charges	9,617	3,318	-	-	3,773	-	377	-	2,149	-	-
Entertainment	10,000	-	-	-	10,000	-	-	-	-	-	-
Cost of office personnel (CAM/Non-CAM)	703,311	255,749	58,609	15,984	99,902	-	27,973	-	39,961	19,980	185,152
Hosting / Catering	546,623	4,000	-	-	474,373	-	10,050	-	57,200	1,000	-
Insurance	3,200	3,200	-	-	-	-	-	-	-	-	-
Office supplies, equipment, phones etc	33,820	31,320	-	-	2,500	-	-	-	-	-	-
Print / Design / Promotional / Graphics	16,000	6,000	-	-	10,000	-	-	-	-	-	-
Professional Services/PCO	8,300	-	-	-	8,300	-	-	-	-	-	-
Professional Services	22,000	7,000	-	-	-	-	15,000	-	-	-	-
Programme Delivery / Keynote Speakers	26,140	-	16,800	-	9,340	-	-	-	-	-	-
Rent	63,000	63,000	-	-	-	-	-	-	-	-	-
Signage & Audio Visual	16,500	2,500	-	-	14,000	-	-	-	-	-	-
EU Projects personnel	-	-	-	-	-	-	-	-	-	-	0
Sponsorship / Exhibition	7,200	-	-	-	7,200	-	-	-	-	-	-
Staff Training	24,990	22,680	-	-	2,310	-	-	-	-	-	-
Subscriptions office	12,500	12,500	-	-	-	-	-	-	-	-	-
Travel & Hospitality	195,236	46,520	-	-	16,380	-	46,750	0	25,700	43,200	16,686
Travel Bursaries / Fellowships	22,000	-	-	-	-	-	-	22,000	-	-	-
IT/Website/Data Storage	68,000	40,000	-	-	4,000	-	-	-	-	-	24,000
Total expenditure	1,825,637	522,987	75,409	15,984	674,078	-	100,150	22,000	125,010	64,180	225,838
Net Surplus/ (Deficit)	16,705	(191,225)	(47,409)	124,016	224,322	0	(73,150)	(22,000)	28,490	(64,180)	37,841

Option 2 (budget with the same membership fees) – “plan B”:

EARMA 2023 Budget Draft	Total	General Administration	Digital events	Sponsorship	Live Conference	Online (Virtual) Conference	PDP & Mentoring (new)	Fellowships & travel Bursaries	Workshops & Events	Standing committees	Funded EU Projects
Income											
Membership	252,662	252,662	-	-	-	-	-	-	-	-	-
Sponsorship (can be 40-80)	140,000	-	-	140,000	-	-	-	-	-	-	-
Annual Conference (Live)	898,400	-	-	-	898,400	-	-	-	-	-	-
Online Conference (Virtual)	-	-	-	-	-	-	-	-	-	-	-
Digital income	28,000	-	28,000	-	-	-	-	-	-	-	-
PDP	27,000	-	-	-	-	-	27,000	-	-	-	-
Events	153,500	-	-	-	-	-	-	-	153,500	-	-
EU Projects	263,679	-	-	-	-	-	-	-	-	-	263,679
Total income	1,763,240	252,662	28,000	140,000	898,400	-	27,000	-	153,500	-	263,679
Expenditure											
Accountants/Legal Fees	34,000	22,000	-	-	12,000	-	-	-	-	-	-
Audit Fees	3,200	3,200	-	-	-	-	-	-	-	-	-
Bank Charges	8,826	2,527	-	-	3,773	-	377	-	2,149	-	-
Entertainment	10,000	-	-	-	10,000	-	-	-	-	-	-
Cost of office personnel (CAM/Non-CAM)	703,311	255,749	58,609	15,984	99,902	-	27,973	-	39,961	19,980	185,152
Hosting / Catering	546,623	4,000	-	-	474,373	-	10,050	-	57,200	1,000	-
Insurance	3,200	3,200	-	-	-	-	-	-	-	-	-
Office supplies, equipment, phones etc	33,820	31,320	-	-	2,500	-	-	-	-	-	-
Print / Design / Promotional / Graphics	16,000	6,000	-	-	10,000	-	-	-	-	-	-
Professional Services/PCO	8,300	-	-	-	8,300	-	-	-	-	-	-
Professional Services	22,000	7,000	-	-	-	-	15,000	-	-	-	-
Programme Delivery / Keynote Speakers	26,140	-	16,800	-	9,340	-	-	-	-	-	-
Rent	63,000	63,000	-	-	-	-	-	-	-	-	-
Signage & Audio Visual	16,500	2,500	-	-	14,000	-	-	-	-	-	-
EU Projects personnel	-	-	-	-	-	-	-	-	-	-	0
Sponsorship / Exhibition	7,200	-	-	-	7,200	-	-	-	-	-	-
Staff Training	24,990	22,680	-	-	2,310	-	-	-	-	-	-
Subscriptions office	12,500	12,500	-	-	-	-	-	-	-	-	-
Travel & Hospitality	195,236	46,520	-	-	16,380	-	46,750	0	25,700	43,200	16,686
Travel Bursaries / Fellowships	22,000	-	-	-	-	-	-	22,000	-	-	-
IT/Website/Data Storage	68,000	40,000	-	-	4,000	-	-	-	-	-	24,000
Total Expenditure	1,824,846	522,196	75,409	15,984	674,078	-	100,150	22,000	125,010	64,180	225,838
Net Surplus/ (Deficit)	(61,605)	(269,535)	(47,409)	124,016	224,322	0	(73,150)	(22,000)	28,490	(64,180)	37,841

The complete excels are available upon request to EARMA’s Executive Director, Ms. Emma Lythgoe.

6. Annex A – Audited financial statements for 2022 (with comparison to 2021)

Attached in the following pages.

	Code	2022		2021	
		01-01-2022 - 31-12-2022	01-01-2021 - 31-12-2021		
BALANCE SHEET AFTER APPROPRIATION					
ASSETS					
FORMATION EXPENSES					
FIXED ASSETS					
Intangible fixed assets (explanation 6.1.1)	21	102,756.18	76,454.57		
21100000 - Patents/licence/know-how (D)		152,337.31	95568.3		
21190000 - Deprec. patents/licences/know-how (D)		-49,581.13	-19113.73		
Tangible fixed assets (explanation 6.1.2)	22/27	9,000.53	4,958.13		
Land and buildings	22				
Plant, machinery and equipment	23	9,000.53	4,958.13		
23100000 - Plant/ machinery and equipment (D)		22,915.85	12455.67		
23190000 - Depreciation of IT Hardware (D)		-13,915.32	-7497.54		
Furniture and vehicles	24	...	...
Leasing and similar rights	25	...	...
Other tangible fixed assets	26	...	...
Assets under construction and advance payments	27	...	...
Financial fixed assets (explanation 6.1.3)	28	1,240.00	1,240.00		
28800000 - Guarantees paid in cash (D)		1,240.00	1240		
CURRENT ASSETS	29/58	1,924,051.16	807,872.18		
Amounts receivable after more than one year	29	-	-		
Trade debtors	290	...	...
Other amounts receivable	291	...	...
Stocks and contracts in progress	3	-	-		
Stocks	30/36	...	...
Contracts in progress	37	...	...
Amounts receivable within one year	40/41	774,833.85	142,756.43		
Trade debtors	40	219,197.00	47,165.73		
40000000 - Customers (D)		183,870.35	37413.02		
40400000 - Income receivable (D)		35,325.00	910		
40404000 - Suppliers debit (D)			2059.86		
40410000 - Creditnotes to be received (D)		1.65			
40600000 - Advance payments (D)			3825		
40700000 - Doubtful amounts (D)			161358.03		
40900000 - Amounts written off (D)			-158400.18		
Other amounts receivable	41	555,636.85	95,590.70		
41110000 - VAT c/a debit Belgium (D)		82,583.14	46692.04		
41400100 - Grant SOPRI 4ri(in) (D)		68,398.66	48898.66		
41400400 - Grant RM ROADMAP (in) (D)		375,030.05			
41400500 - Grant iRECS (in) (D)		29,625.00			
Current investments	50/53	-	-		
Cash at bank and in hand	54/58	1,144,459.11	663,179.25		
55200001 - Ing be50 3630 6193 2318 nok (D)		2,046.97	331391.88		
55200002 - Stripe (D)		757.34			
55200003 - Ing BE50 3630 6193 2318 DKK (D)		1,009.63			
55303200 - Ing be50 3630 6193 2318 (D)		335,219.78	88479.23		

Company: 1772146 - EARMA VZW
Internal year statement - Short report (Association)

55303202 - ING BE50 3630 6193 2318 CZK (D)		29.55	
55303300 - Ing be73 3631 8329 3260 (D)		800,765.70	43015.65
55703000 - Kbc be06 7360 3725 3522 (D)			199487.1
55800000 - Paypal account (D)		4,630.14	805.39
Deferred charges and accrued income	490/1	<u>4,758.20</u>	<u>1,936.50</u>
49000000 - Deferred charges (D)		4,758.20	1936.5
GL accounts not in the standard Belgian schema	AXX	<input type="text"/>	<input type="text"/>
49900000 - Suspense accounts (D)		768.35	
49920000 - Suspense account CODA (D)		-768.35	
TOTAL ASSETS	20/58	<input type="text" value="2,037,047.87"/>	<input type="text" value="890,524.88"/>

Internal year statement - Short report (Association)

	Code	2022	2021
		01-01-2022 - 31-12-2022	01-01-2021 - 31-12-2021
EQUITY AND LIABILITIES			
CAPITAL AND RESERVES	10/15	813,549.67	707,812.08
Funds of the association or foundation (explanation 6.2)	10	-	-
Revaluation surpluses	12	-	-
Allocated funds and other reserves (explanation 6.2)	13	-	-
Accumulated profits (losses)	(+)/(-) 14	813,549.67	707,812.08
14000000 - Profit (Loss) brought forward (C)		813,549.67	707,812.08
Investment grants	15		
PROVISION AND DEFERRED TAXES (explanation 6.2)	16		
Provisions for liabilities and charges	160/5		
Pensions and similar obligations	160	...	...
Taxes	161	...	...
Major repair and maintenance	162	...	...
Environmental obligations	163	...	...
Other risks and costs	164/5	...	...
rights	167	-	-
Deferred taxes	168		
AMOUNTS PAYABLE	17/49	1,223,498.20	182,712.80
Amounts payable after more than one year (explanation 6.3)	17		
Financial debts	170/4	...	...
Credit institutions, leasing and other similar obligations	172/3	...	...
Other loans	174/0	...	...
Trade debts	175	...	...
Prepayments on orders	176	...	...
Other amounts payable	178/9	...	...
Amounts payable within one year (explanation 6.3)	42/48	201,806.27	102,589.05
Financial debts	43	...	...
Credit institutions	430/8	...	...
Other loans	439	...	...
Trade debts	44	125,695.58	43,868.36
Suppliers	440/4	125,695.58	43,868.36
44000000 - Suppliers (C)		-18,957.80	1883.97
44400000 - Invoices to be received (C)		56,411.28	18610.53
44401000 - Creditnotes to establish (C)		81,263.85	6720
44404000 - Customers credit (C)		6,978.25	16653.86
Bills of exchange payable	441	...	...
Prepayments on orders	46	...	18,757.50
46000000 - Advances received (C)		...	18757.5
Taxes, remuneration and social security	45	76,110.69	39,963.19
Taxes	450/3	31,785.62	7,067.36
45000000 - Estimated taxes payable (C)		42.78	...
45144000 - Vat norway (C)		173.75	206.25
45146000 - VAT Czech (C)		21,640.79	...
45170000 - VAT to review (C)		789.60	...

Internal year statement - Short report (Association)

45300000 - Taxes withheld (C)			9,138.70	6861.11
Remuneration and social security	454/9		44,325.07	32,895.83
45400000 - NOSS to pay (C)			10,639.44	11605.33
45500000 - Remunerations (C)			7,682.46	
45600000 - Holiday pay (C)			26,003.17	21290.5
Other debts	48	...		
Accruals and deferred income	492/3		1,021,691.93	80,123.75
49200000 - Accrued charges (C)			611.78	436.94
49300000 - Deferred income (C)			25,550.00	8330
49300100 - Deferred income sponsoring (C)			27,000.00	7500
49300200 - Deferred income conference (C)			96,871.58	12131.25
49300300 - Grant SOP4ri Take into result (C)				51725.56
49300500 - Grant iRECS Take into result (C)			107,573.65	
49300600 - Grant RM ROADMAP (2022) (C)			764,084.92	
GL accounts not in the standard Belgian schema	BXX			
TOTAL LIABILITIES	10/49		2,037,047.87	890,524.88

	Code	2022	2021
		01-01-2022 - 31-12-2022	01-01-2021 - 31-12-2021
INCOME STATEMENT			
Operating income and charges			
Gross operating margin	(+)/(-) 9900	447,627.99	460,723.85
Including: Non-recurring operating income	76A		
Turnover	70	943,846.46	559,113.34
70000000 - Sales (C)		2,335.00	229
70100000 - Workshops/Events (C)		138,771.31	36104.2
70100100 - Workshops/pdp (C)			29149.7
70210000 - Congres (C)		685,617.65	208357.03
70230000 - Digital content (C)			166391.06
70800000 - Discounts, allow. , rebates (-) (C)		-940.00	
74303000 - Sponsors (C)		117,312.50	54500
74303110 - Project income - SOPs4RI (C)			64382.35
74900000 - Divers income (C)		750.00	
Contributions, gifts, legacies and grants	73	398,760.51	233,113.40
73010000 - Ordinary members (C)		38,882.62	58566.5
73020000 - Institutional members (C)		188,012.10	174546.9
73300000 - Subsidies (C)		171,865.79	
Raw materials, consumables, services and other goods	60/61	894,978.98	331,502.89
61002000 - Rent buildings (D)		43,429.32	25134.5
61010000 - Training/travelling expenses (D)		7,545.73	650.76
61011000 - Insurance exploitation (D)		598.33	982.88
61015000 - Transport cost third persons (D)			46.17
61020000 - Printed matters (D)		1,638.10	76.5
61021000 - Office Supplies & IT (D)		27,487.06	27309.22
61022000 - Telephone (D)		3,418.10	2820.3
61023000 - Fees (D)		164,911.11	162435.19
61024000 - Fees book-keeping (D)		27,760.00	12828.88
61024100 - Fees social secretariat (D)		6,886.86	3549.78
61024200 - Fees external audit (D)		4,958.50	1663.27
61025000 - Documentation/subscriptions (D)		8,832.35	136.15
61026000 - Professional contribution/membership (D)		477.80	360
61027000 - Shipping and postage (D)		24.00	68.51
61035000 - Materials (D)			26.88
61040000 - Publicity/Promotion (D)		899.82	395
61040100 - Earma conference (D)		354,250.10	31907.74
61040200 - Earma events (D)		83,040.55	29559.94
61040400 - Earma pdp (D)			90
61040500 - Earma fellowships (D)			684
61040600 - Sop4ri (D)		220.50	
61041000 - Gifts (D)			424.39
61043000 - Beurzen, tentoonstellingen en congressen (D)		18,866.08	
61045000 - Restaurant Belgium (D)		6,730.88	2381.69
61045100 - Representation costs (D)		2,886.00	121.42
61047200 - Catering (D)		2,421.01	

Internal year statement - Short report (Association)

61048000 - Reis en verblijfkosten België (D)			9,494.50	2915.64
61048100 - Hotel/travel. expenses foreign countries (D)			118,202.28	24934.08
Remuneration, social security costs and pensions	(+)/(-)	62	253,685.08	177,224.67
62020000 - Gross salary (D)			203,698.42	131211.16
62060000 - Provision holiday pay (D)			4,712.67	7291.78
62124000 - NOSS employer employee (D)			16,777.95	15239.14
62301000 - Intervention social subscription (D)				517.84
62305000 - Intercompany health service (D)			573.14	479.04
62306000 - Law insurance (D)			1,096.49	856.7
62315000 - Eco voucher (D)			1,750.00	1000
62315100 - Consumptiecheques (D)				2000
62315200 - Cadeaucheques (D)			600.00	
62320000 - Costs specific to the employer (D)			11,130.61	4772.52
62320100 - Other costs employees (D)			9,378.78	6908.77
62401000 - Hospitalisatie verzek (D)			3,967.02	6947.72
tangible fixed assets		630	36,885.18	21,770.08
63010000 - Depreciation of intang. fix. ass. (D)			30,467.40	19113.73
63023000 - Depreciation plant/machinery/equipment (D)			6,417.78	2656.35
(write-backs)	(+)/(-)	631/4	19,732.67	62,183.75
63400000 - Adding am. written off receiv. < 1 year (D)			42,249.92	63848.75
63410000 - Withdr. am. written off receiv. < 1 year (D)			-22,517.25	-1665
Provisions for liabilities and charges: Appropriations (uses and write-backs)	(+)/(-)	635/9	...	...
Other operating charges		640/8	30,478.51	1,604.89
64015000 - Publication NBB (D)			75.90	73
64015100 - Publication BG (D)			140.24	134.55
64016000 - Costs sabam (D)			65.00	68.9
64017000 - Other taxes (D)			1,155.17	1328.44
64200000 - Losses realization comm. receivables (D)			24,041.20	
64510000 - Donation (D)			5,001.00	
Operating charges carried to assets as restructuring costs	(-)	649	...	...
Non-recurring operating costs		66A	...	...
Operating profit (loss)	(+)/(-)	9901	106,846.55	197,940.46
Financial income (explanation 6.4)		75/76B	17,626.95	2,994.10
Recurring financial income		75	17,626.95	2,994.10
75000000 - Income from financial fixed assets (C)			30.80	
75500000 - Unreal.exchange gains result (C)			16,776.03	-30.69
75620000 - Payment differences (C)			820.12	3024.79
Non recurring financial income		76B	...	...
Financial charges (explanation 6.4)		65/66B	18,693.13	3,511.58
Recurring financial costs		65	18,693.13	3,511.58
65021000 - Bank costs (D)			9,317.66	2363.96
65022000 - Interest suppliers (D)			218.68	3.91
65500000 - Exchange differences (D)			8,304.70	16.37
65501000 - Differences of payment (D)			1,033.44	1027.34
65700000 - Bank costs (D)			9.75	100
65710000 - Discounted early payment (D)			-191.10	
Non recurring financial costs		66B	...	...

Internal year statement - Short report (Association)

Profit (Loss) of the financial year before taxes	(+)/(-)	9903	105,780.37	197,422.98
Withdrawal from deferred taxes		780		
Transfer to deferred taxes		680	-	-
Taxes on the result	(+)/(-)	67/77	-42.78	
			-42.78	
Gain (loss) of the period	(+)/(-)	9904	105,737.59	197,422.98
Withdrawal from untaxed reserves		789		
Transfer to untaxed reserves		689	-	-
GL accounts not in the standard Belgian schema		WXX	-	-
Profit (loss) of the financial year available to be appropriated	(+)/(-)	9905	105,737.59	197,422.98

67400000 - Tax ASBL (D)