

**INTERNATIONAL ASSOCIATION
OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE**

**CONSOLIDATED FINANCIAL STATEMENTS
AND
INDEPENDENT AUDITOR'S REPORT**

**FOR THE YEAR ENDED
SEPTEMBER 30, 2023**

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE

TABLE OF CONTENTS

| | <u>Page</u> |
|---|-------------|
| Independent Auditor's Report | 1 |
| Consolidated Financial Statements | |
| Consolidated Statement of Financial Position | 3 |
| Consolidated Statement of Activities and Changes in Net Assets..... | 4 |
| Consolidated Statement of Functional Expenses..... | 5 |
| Consolidated Statement of Cash Flows | 6 |
| Notes to Consolidated Financial Statements | 7 |
| Supplementary Information | |
| Consolidating Schedule of Financial Position | 16 |
| Consolidating Schedule of Activities and Changes in Net Assets..... | 17 |

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
International Association of Exhibitions and Events, Inc.

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of International Association of Exhibitions and Events, Inc. and affiliate (the Organization), which comprise the consolidated statement of financial position as of September 30, 2023, and the related consolidated statements of activities and changes in net assets, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of International Association of Exhibitions and Events, Inc. and affiliate as of September 30, 2023, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the "Auditor's Responsibilities for the Audit of the Financial Statements" section of our report. We are required to be independent of International Association of Exhibitions and Events, Inc. and affiliate, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for one year after the date that the financial statements are issued.

Auditor’s Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor’s report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization’s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization’s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control–related matters that we identified during the audit.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating schedules are presented for the purpose of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

Jox, Byrd + Company, P.C.

Dallas, Texas

March 18, 2024

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
September 30, 2023

ASSETS

| | |
|--|---------------------|
| CASH AND CASH EQUIVALENTS | \$ 668,081 |
| INVESTMENTS | 2,893,149 |
| ACCOUNTS RECEIVABLE | |
| Accounts receivable | 315,423 |
| Pledges receivable | 363,668 |
| Other receivables | 54,323 |
| Allowance for doubtful accounts | (36,366) |
| | <u>697,048</u> |
| INVENTORY | 1,192 |
| PREPAID EXPENSES AND OTHER ASSETS | 236,266 |
| PROPERTY AND EQUIPMENT, net | 335,645 |
| OPERATING LEASE RIGHT OF USE ASSETS, net | <u>168,624</u> |
| | <u>\$ 5,000,005</u> |

LIABILITIES AND NET ASSETS

| | |
|-----------------------------|---------------------|
| ACCOUNTS PAYABLE | \$ 126,080 |
| ACCRUED LIABILITIES | 205,517 |
| OPERATING LEASE LIABILITIES | 171,974 |
| DEFERRED REVENUE | <u>2,562,764</u> |
| | <u>3,066,335</u> |
| NET ASSETS | |
| Without donor restrictions | 1,235,641 |
| With donor restrictions | 698,029 |
| | <u>1,933,670</u> |
| | <u>\$ 5,000,005</u> |

The accompanying notes are an integral part of the financial statements.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
CONSOLIDATED STATEMENT OF ACTIVITIES
AND CHANGES IN NET ASSETS
For the Year Ended September 30, 2023

| | Net Assets Without Donor <u>Restrictions</u> | Net Assets With Donor <u>Restrictions</u> | Total <u>Net Assets</u> |
|---------------------------------------|--|---|----------------------------|
| REVENUES | | | |
| Membership dues | \$ 1,398,953 | \$ - | \$ 1,398,953 |
| Meetings | 2,089,508 | - | 2,089,508 |
| Education | 837,865 | - | 837,865 |
| Publications and products | 274,091 | - | 274,091 |
| Fundraising | 36,896 | - | 36,896 |
| Other programs | 65,450 | - | 65,450 |
| Contributions | 145,211 | 204,382 | 349,593 |
| Investment income of loss | 287,852 | 25,767 | 313,619 |
| Research revenue | 57,179 | - | 57,179 |
| Other income | 50 | - | 50 |
| Contributions of nonfinancial assets | 1,476,884 | - | 1,476,884 |
| Net assets released from restrictions | <u>154,522</u> | <u>(154,522)</u> | <u>-</u> |
| | <u>6,824,461</u> | <u>75,627</u> | <u>6,900,088</u> |
| EXPENSES | | | |
| Program | | | |
| Meetings | 3,361,828 | - | 3,361,828 |
| Membership services | 746,952 | - | 746,952 |
| Education | 776,444 | - | 776,444 |
| Publications and products | 466,013 | - | 466,013 |
| PR campaign | 164,347 | - | 164,347 |
| Other program services | <u>623,867</u> | <u>-</u> | <u>623,867</u> |
| Total program expenses | 6,139,451 | - | 6,139,451 |
| Fundraising | 3,158 | - | 3,158 |
| General and administrative | 1,189,214 | - | 1,189,214 |
| Other Expenses | <u>2,388</u> | <u>-</u> | <u>2,388</u> |
| | <u>7,334,211</u> | <u>-</u> | <u>7,334,211</u> |
| INCREASE (DECREASE) IN NET ASSETS | (509,750) | 75,627 | (434,123) |
| NET ASSETS, beginning of year | <u>1,745,391</u> | <u>622,402</u> | <u>2,367,793</u> |
| NET ASSETS, end of year | <u>\$ 1,235,641</u> | <u>\$ 698,029</u> | <u>\$ 1,933,670</u> |

The accompanying notes are an integral part of the financial statements.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC. AND AFFILIATE
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended September 30, 2023

| | Program Expenses | | | | | | Fundraising | General and Administrative | Other Expenses | Total | |
|---------------------------------|---------------------|------------------------|-------------------|------------------------------|-------------------|------------------------------|---------------------|-------------------------------|---------------------|-----------------|------------------------------|
| | Meetings | Membership Services | Education | Publications And Products | PR Campaign | Other Program Services | | | | | Total Program Expenses |
| Salaries | 885,870 | 574,995 | 408,217 | 245,543 | - | 158,955 | \$ 2,273,580 | \$ - | 366,565 | \$ - | \$ 2,640,145 |
| Benefits & Payroll Taxes | 142,016 | 92,640 | 68,404 | 41,111 | - | 23,551 | 367,722 | - | 58,020 | - | 425,742 |
| Rent | 41,374 | 33,158 | 14,672 | 11,737 | - | - | 100,941 | - | 16,432 | - | 117,373 |
| Postage and Delivery | - | - | - | - | - | - | - | - | 1,389 | - | 1,389 |
| Supplies | 2,625 | 2,049 | 892 | 574 | - | - | 6,140 | - | 1,600 | - | 7,740 |
| Telephone | 6,166 | 5,295 | 3,459 | 2,212 | - | - | 17,132 | - | 6,401 | - | 23,533 |
| Sponsorship | 525,782 | - | - | - | - | - | 525,782 | - | - | - | 525,782 |
| Marketing Advertising and PR | 20,696 | 15,223 | 471 | 3,330 | 164,347 | 59,074 | 263,141 | - | 13,937 | - | 277,078 |
| Direct Meeting and Event | 1,871,308 | - | 150,954 | - | - | 11,254 | 2,033,516 | - | - | - | 2,033,516 |
| Staff Training | - | - | - | - | - | - | - | - | 6,712 | - | 6,712 |
| Direct Education Programs | - | - | 124,936 | - | - | 243,982 | 368,918 | - | - | - | 368,918 |
| Direct Product and Publications | - | - | - | 74,988 | - | - | 74,988 | - | - | - | 74,988 |
| Fundraising Events | - | - | - | - | - | - | - | 4,158 | - | - | 4,158 |
| International Offices | - | - | - | - | - | 107,830 | 107,830 | - | - | - | 107,830 |
| Dues | - | - | - | - | - | - | - | - | 52,735 | - | 52,735 |
| Technology | - | - | - | 30,662 | - | - | 30,662 | - | 90,648 | - | 121,310 |
| Legal and Professional | - | - | - | - | - | - | - | - | 91,605 | - | 91,605 |
| Insurance | - | - | - | - | - | - | - | - | 37,788 | - | 37,788 |
| Depreciation | - | - | - | - | - | - | - | - | 43,305 | - | 43,305 |
| Travel | 29,990 | - | - | - | - | - | 29,990 | - | 143,841 | - | 173,831 |
| Other | (163,999) | 23,592 | 4,439 | 55,856 | - | 19,221 | (60,891) | (1,000) | 258,236 | 2,388 | 198,733 |
| | <u>\$ 3,361,828</u> | <u>\$ 746,952</u> | <u>\$ 776,444</u> | <u>\$ 466,013</u> | <u>\$ 164,347</u> | <u>\$ 623,867</u> | <u>\$ 6,139,451</u> | <u>\$ 3,158</u> | <u>\$ 1,189,214</u> | <u>\$ 2,388</u> | <u>\$ 7,334,211</u> |

The accompanying notes are an integral part of the financial statements.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
CONSOLIDATED STATEMENT OF CASH FLOWS
For the Year Ended September 30, 2023

| | |
|---|--------------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | |
| Decrease in net assets | \$ (434,123) |
| Adjustments to reconcile decrease in net assets to net cash used in operating activities | |
| Net gain on investments | (313,619) |
| Depreciation | 66,293 |
| Changes in assets and liabilities: | |
| Accounts receivable | (255,076) |
| Inventory | 98 |
| Prepaid expenses and other assets | (27,365) |
| Operating Lease Right of Use Assets, net | (168,624) |
| Accounts payable and accrued liabilities | 11,038 |
| Operating Lease Liability | 171,974 |
| Deferred revenue | 454,551 |
| Net cash used in operating activities | <u>(494,853)</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | |
| Purchase of property and equipment | (274,216) |
| Loss on disposal of equipment | 2,387 |
| Proceeds from sales of investments | 616,307 |
| Net cash provided by investing activities | <u>344,478</u> |
| CASH FLOWS FROM FINANCING ACTIVITIES | |
| | <u>-</u> |
| DECREASE IN CASH AND CASH EQUIVALENTS | |
| | (150,375) |
| CASH AND CASH EQUIVALENTS, beginning of year | |
| | <u>818,456</u> |
| CASH AND CASH EQUIVALENTS, end of year | |
| | <u><u>\$ 668,081</u></u> |

The accompanying notes are an integral part of the financial statements.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. ORGANIZATION AND ACTIVITIES

International Association of Exhibitions and Events, Inc. (IAEE) and its affiliate, Center for Exhibition Industry Research Foundation (CEIRF), (together, the Organization) are not-for-profit membership organizations. IAEE is exempt from income tax under Section 501(c)(6) of the U.S. Internal Revenue Code, and CEIRF is exempt from income tax under Section 501(c)(3). IAEE promotes the exhibitions and events industry throughout the world, provides for the education and professional growth of its members, and serves numerous chapter offices located throughout the United States. CEIRF funds and conducts research, education and industry promotion relevant to the exhibition and events industry.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting.

Financial statement presentation

The financial statements of the Organization have been prepared on the accrual basis in accordance with accounting principles generally accepted in the United States of America. Net assets and changes in net assets are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization and changes therein are classified as follows:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. The Organization's board may designate assets without restrictions for specific purposes from time to time.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature and will be met by actions of the Non-Profit Organization or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

Principles of consolidation

The consolidated financial statements reflect the accounts of IAEE and CEIRF. All interrelated transactions and balances have been eliminated in consolidation.

Use of estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

Cash and cash equivalents

The Organization considers all highly liquid instruments purchased with a remaining maturity of three months or less to be cash equivalents. The Organization places its cash and cash equivalents with high credit quality financial institutions in amounts that exceed federally insured limits. The Organization has not experienced any losses on such accounts.

Accounts receivable

Accounts receivable consist primarily of unconditional promises to give stated at the present value of the amount management expects to collect from outstanding balances, and amounts due from sponsors and event participants stated at the amount management expects to collect from outstanding balances. An allowance for doubtful accounts is based on historical experience and an evaluation of the outstanding receivables. Differences between the amount due and the amount management expects to collect are reported in the results of operations as bad debts expense in the period in which those differences are determined. Balances outstanding after management has used reasonable collection efforts are written off through a charge to the allowance for doubtful accounts and a credit to accounts receivable.

Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are valued at their fair values in the accompanying consolidated statements of financial position. The realized and unrealized gains and losses are netted in the accompanying consolidated statements of activities.

Inventory

Inventory is stated at the lower of cost (specific identification basis) or net realizable value, and consists of publications.

Property and equipment

In general, the Organization capitalizes property and equipment with an original cost of \$1,000 or more. Property and equipment is stated at cost if purchased, or at fair value at the date of donation, if contributed, and includes expenditures for major betterments and renewals. Maintenance and repairs are expensed as incurred unless they materially prolong the useful life of the asset. The Organization depreciates property and equipment using the straight-line method over the estimated useful lives of the assets which range from three to seven years.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

Fair value measurements

Generally accepted accounting principles (GAAP) establishes a fair value hierarchy for inputs used in measuring fair value. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability (i.e., the "exit price") in an orderly transaction between market participants at the measurement date. GAAP emphasizes that fair value is a market-based measurement, not an entity-specific measurement. Therefore, a fair value measurement should be determined based on the assumptions that participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurements, GAAP establishes a three-tier hierarchy to distinguish between various types of inputs used in determining the value of the Organization's financial instruments. The inputs are summarized in three levels as outlined below:

Level 1 Inputs: Quoted prices (unadjusted) in active markets for identical assets and liabilities. Valuations of these instruments do not require a high degree of judgment since the valuations are based on quoted prices in active markets.

Level 2 Inputs: Quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities that are not active; and inputs other than quoted prices that are observable, such as models or other valuation methodologies. Valuations in this category are inherently less reliable than quoted market prices due to the degree of subjectivity involved in determining appropriate methodologies and the applicable underlying assumptions.

Level 3 Inputs: Unobservable inputs for the valuation of the asset or liability. These inputs require significant management judgment or estimation. These financial instruments have inputs that cannot be validated by readily determinable market data and generally involve considerable judgment by management.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, the level in the fair value hierarchy within which the measurement falls in its entirety is determined based on the lowest level input that is significant. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs. The Organization's assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the financial instrument.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

Revenue recognition

Membership dues are recognized as revenues over the service period of the membership. Deferred revenue also includes advance registrations and payments for future events and meetings.

Unconditional promises to give are recognized when pledged and recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence of any donor-imposed restrictions. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Gifts of cash and other assets are reported with donor restricted support if they are received with donor stipulations that limit the use of the donated assets.

When a restriction expires, that is, when a stipulated time restriction ends or a purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Donor-restricted contributions whose restrictions are met in the same reporting period are reported as net assets without donor restriction support. Donations of property and equipment are recorded as support at their estimated fair value at the date of donation. Contributions restricted for the acquisition of land, buildings, and equipment are reported as net assets without donor restriction upon acquisition and placement into service of the land, buildings or equipment.

Functional Expenses

The costs of providing program and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among services and supporting services benefited. Such allocations are determined by management on an equitable basis based on their direct benefit and, in the case of rents, square feet utilized.

Federal income taxes

IAEE is exempt from income tax under Section 501(c)(6) of the U.S. Internal Revenue Code. Income from activities substantially related to the pursuit of their exempt purposes is not subject to federal income tax, and CEIRF is exempt under Section 501(c)(3). Unrelated business income (income, net of related expenses, from activities not substantially related to the pursuit of their exempt purposes) is subject to federal income tax. The Organization did not have any liability for unrelated business income tax at September 30, 2023. The tax years ended on or after September 30, 2020 are open for audit.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

Concentrations of credit risk

Financial instruments that potentially subject the Organization to credit risk include cash and cash equivalents on deposit with financial institutions, investments and accounts receivable. At various times throughout the year, the Organization's balance in its bank accounts has exceeded federally insured limits. Investments have been placed with high credit quality financial service providers which are not federally insured. The Organization has not experienced any losses in bank or investment accounts and does not believe it is exposed to any significant risk. Accounts receivable are due from businesses and individuals in exhibitions and events industry and are somewhat affected by the well-being of the industry and overall economy. Management believes its exposure to credit losses on accounts receivable is minimal.

Compensated absences

Employees of the Organization are entitled to paid vacation, paid sick days and personal days off depending on job classification, length of service and other factors. Compensated absences are earned on a calendar year basis and amounts not used at the calendar year end do not carry over to the following year. Compensated absences have been accrued in the financial statements and are included in accrued expenses.

Change in accounting principle

In 2023, the Organization adopted FASB Accounting Standards Update 2016-02, Leases, which requires lessees to recognize assets and liabilities arising from most lease agreements. The Organization elected to apply the modified retrospective method of adoption. Under this method of adoption, the financial statements for 2022 were not required to be restated. Rather, a one-time cumulative effect adjustment to the Organizations' capital would be recorded on January 1, 2023. The only significant lease was a new lease originating during 2023 from a prior lease. Therefore, the one-time correcting adjustment only recorded the lease asset and liability from that lease, and did not restate any prior leases.

Subsequent events

Subsequent events have been evaluated through **March 18, 2024**, which is the date the financial statements were available to be issued.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

3. PLEDGES RECEIVABLE

Unconditional promises to give, discounted to present value at an effective interest rate of approximately 4.60% at September 30, 2023 are as follows:

| | | |
|--------------------------------|----|-----------------------|
| Due in one year or less | \$ | 171,450 |
| Due in one to three years | | <u>206,050</u> |
| | | 377,500 |
| Less discount to present value | | <u>(13,832)</u> |
| | \$ | <u><u>363,668</u></u> |

4. INVESTMENTS

Investments measured at fair value on a recurring basis at September 30, 2023 are as follows:

| | Fair Value Measurements at Reporting Date Using: | | | |
|--|--|-------------|-------------|---------------------|
| | Level 1 | Level 2 | Level 3 | Total |
| Mutual funds and exchange-traded funds: | | | | |
| Fixed income | \$ 1,388,774 | \$ - | \$ - | \$ 1,388,774 |
| Equity | <u>1,504,375</u> | <u>-</u> | <u>-</u> | <u>1,504,375</u> |
| | <u>\$ 2,893,149</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 2,893,149</u> |

Marketable equity securities and mutual funds reported as Level 1 are determined by reference to quoted market prices for investments listed on an active exchange or over-the-counter market. These investments have been placed with high credit quality financial institutions which are not federally insured and are therefore subject to credit risk. The Organization has not experienced any losses on such accounts. The Organization does not hold any fair value assets that are Level 2 or 3.

Investment income is summarized as follows for the year ended September 30, 2023:

| | | |
|--|----|-----------------------|
| Reinvested dividends, realized and unrealized gains and losses, net | \$ | 323,835 |
| Investment expenses | | <u>(10,216)</u> |
| | \$ | <u><u>313,619</u></u> |

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

5. PROPERTY AND EQUIPMENT

Property and equipment is summarized as follows at September 30, 2023:

| | |
|--|-------------------|
| Furniture, office equipment and software | \$ 966,383 |
| Less accumulated depreciation | <u>(630,738)</u> |
| | <u>\$ 335,645</u> |

Depreciation expense was \$66,293 for the year ended September 30, 2023.

6. LIQUIDITY

At September 30, 2023, the Organization's financial assets available within one year of the balance sheet date for general expenditure comprise the unrestricted portion of cash and cash equivalents in the amount of \$333,720.

7. NET ASSETS WITH DONOR RESTRICTIONS

At September 30, 2023, net assets with donor restrictions comprised funds restricted for public relations and promotion of the industry in the amount of \$346,852 and funds restricted for scholarships and specific educational programs in the amount of \$351,177.

8. RETIREMENT PLAN

The Organization established a defined contribution plan that qualifies for the deferral arrangement under U.S. Internal Revenue Code 401(k). The plan is available to eligible employees (by tenure) who choose to participate. Each year, participants may contribute up to the maximum dollar amount allowed by law. The plan allows for discretionary profit sharing contributions by the Organization. For the year ended September 30, 2023, the Organization did not contribute to the plan.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

9. CONTRIBUTIONS OF NONFINANCIAL ASSETS

In connection with the Organization's annual meeting and other programs, certain vendors provide services in exchange for sponsorship recognition. The estimated value of the services and related sponsorships is included in revenue as contributions of nonfinancial assets. The donated services are utilized by the Organization in the same years when the revenue is recognized and are included in program services expense for that year. For 2023, the total amount of revenue recognized comprised the following:

| | |
|---------------------------|---------------------|
| Meetings | \$ 1,313,477 |
| Publications and products | 82,200 |
| Education | 73,067 |
| Other programs | 6,000 |
| Membership dues | <u>2,140</u> |
| | <u>\$ 1,476,884</u> |

The amounts recognized are equivalent to the amounts charged by the Organization for cash sponsorships of the same or similar events or programs.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

10. LEASES

The Organization leases its office space under a non-cancellable operating lease. The lease expires in 2028, and requires minimum rental payments of \$34,929 in the fiscal year ending September 30, 2024. This lease has an escalating rent payment schedule. The first four months of the lease do not require payments per the lease agreement.

In connection with the operation of the Organization's office in China, the Organization is committed to future payments under an operating lease. This lease is renewable from year to year, and management intends to continue renewing due to regulations.

The breakdown of future minimum payments is as follows:

| Year Ending September 30: | Operating Leases |
|------------------------------|---------------------|
| 2024 | \$ 30,371 |
| 2025 | 41,387 |
| 2026 | 42,578 |
| 2027 | 43,769 |
| 2028 | 44,960 |
| Thereafter | 11,315 |
| Total payments due | \$ 214,380 |
| Less effects of discounting | (42,406) |
| Lease Liability | 171,974 |

As of September 30, 2023, the remaining lease term for the only fixed-term operating lease is 5 years. The discount rate associated with the operating lease as of September 30, 2023 is 8.0%. This incremental borrowing rate was chosen because it is reasonably close to market rates.

The lease liability recorded as of September 30, 2023 is \$171,974 and the net right-of-use asset is \$168,624.

As of September 30, 2023, the entity recorded right-of-use asset amortization of \$2,211 and lease interest expense of \$1,139. These expenses are grouped in the Rent category of the Consolidated Statement of Functional Expenses.

11. RELATED PARTY TRANSACTIONS

For the year ended September 30, 2023, in addition to membership dues, revenue attributable to board members and organizations affiliated with board members comprised event registrations, product and service revenue of \$170,621, contributions and fundraising event revenue of \$66,000, and sponsorship revenue of \$141,530. The Organization utilized the services of organizations affiliated with board members comprising expenses of \$251,341.

SUPPLEMENTARY INFORMATION

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
CONSOLIDATING SCHEDULE OF FINANCIAL POSITION
September 30, 2023

| | International Association of Exhibitions and Events, Inc. | Center for Exhibition Industry Research Foundation | Eliminations | Consolidated |
|--|--|---|--------------|---------------------|
| CASH AND CASH EQUIVALENTS | \$ 593,267 | \$ 74,814 | \$ - | \$ 668,081 |
| INVESTMENTS | 1,375,111 | 1,518,038 | - | 2,893,149 |
| ACCOUNTS RECEIVABLE | | | | |
| Accounts receivable | 296,223 | 19,200 | - | 315,423 |
| Pledges receivable | 211,555 | 152,113 | - | 363,668 |
| Other receivables | 45,853 | 8,470 | - | 54,323 |
| Allowance for doubtful accounts | (21,155) | (15,211) | - | (36,366) |
| | <u>532,476</u> | <u>164,572</u> | <u>-</u> | <u>697,048</u> |
| INVENTORY | 1,192 | - | - | 1,192 |
| OTHER ASSETS | 225,660 | 10,606 | - | 236,266 |
| PROPERTY AND EQUIPMENT, net | 236,454 | 99,191 | - | 335,645 |
| OPERATING LEASE RIGHT OF USE ASSETS, net | 168,624 | - | - | 168,624 |
| DUE FROM (TO) AFFILIATES | <u>119,166</u> | <u>(119,166)</u> | <u>-</u> | <u>-</u> |
| | <u>\$ 3,251,950</u> | <u>\$ 1,748,055</u> | <u>\$ -</u> | <u>\$ 5,000,005</u> |
| ACCOUNTS PAYABLE | \$ 51,468 | \$ 74,612 | \$ - | \$ 126,080 |
| ACCRUED LIABILITIES | 179,663 | 25,854 | - | 205,517 |
| OPERATING LEASE LIABILITIES | 171,974 | - | - | 171,974 |
| DEFERRED REVENUE | 2,548,985 | 13,779 | - | 2,562,764 |
| | <u>2,952,090</u> | <u>114,245</u> | <u>-</u> | <u>3,066,335</u> |
| NET ASSETS | | | | |
| Without donor restrictions | (46,992) | 1,282,633 | - | 1,235,641 |
| With donor restrictions | 346,852 | 351,177 | - | 698,029 |
| | <u>299,860</u> | <u>1,633,810</u> | <u>-</u> | <u>1,933,670</u> |
| | <u>\$ 3,251,950</u> | <u>\$ 1,748,055</u> | <u>\$ -</u> | <u>\$ 5,000,005</u> |

See independent auditor's report on supplementary information.

INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS, INC.
AND AFFILIATE
CONSOLIDATING SCHEDULE OF ACTIVITIES AND CHANGES IN NET ASSETS
For the Year Ended September 30, 2023

| | International Association of Exhibitions and Events, Inc. | Center for Exhibition Industry Research Foundation | Eliminations | Consolidated |
|---|--|---|-----------------|---------------------|
| NET ASSETS WITHOUT DONOR RESTRICTIONS | | | | |
| Revenues | | | | |
| Membership dues | \$ 1,376,657 | \$ 52,296 | \$ (30,000) | \$ 1,398,953 |
| Meetings | 1,825,232 | 264,276 | - | 2,089,508 |
| Education | 837,865 | - | - | 837,865 |
| Publications and products | 272,091 | 2,000 | - | 274,091 |
| Fundraising | - | 36,896 | - | 36,896 |
| Other programs | 57,450 | 8,000 | - | 65,450 |
| Contributions of cash and other financial assets | 7,079 | 138,132 | - | 145,211 |
| Investment income or loss | 193,334 | 94,518 | - | 287,852 |
| Research revenue | - | 57,179 | - | 57,179 |
| Other income | - | 50 | - | 50 |
| Contributions of nonfinancial assets | 1,393,227 | 83,657 | - | 1,476,884 |
| Net assets released from restrictions | 139,347 | 15,175 | - | 154,522 |
| | <u>6,102,282</u> | <u>752,179</u> | <u>(30,000)</u> | <u>6,824,461</u> |
| Expenses | | | | |
| Meetings | 3,113,487 | 248,341 | - | 3,361,828 |
| Membership services | 746,952 | - | - | 746,952 |
| Education | 776,444 | - | - | 776,444 |
| Publications and products | 466,013 | - | - | 466,013 |
| PR campaign | 139,347 | 25,000 | - | 164,347 |
| Other program services | 187,748 | 466,119 | (30,000) | 623,867 |
| Fundraising | - | 3,158 | - | 3,158 |
| General and administrative | 1,097,838 | 91,376 | - | 1,189,214 |
| Other Expenses | 2,388 | - | - | 2,388 |
| | <u>6,530,217</u> | <u>833,994</u> | <u>(30,000)</u> | <u>7,334,211</u> |
| Decrease in net assets | <u>(427,935)</u> | <u>(81,815)</u> | <u>-</u> | <u>(509,750)</u> |
| NET ASSETS WITH DONOR RESTRICTIONS | | | | |
| Contributions | 195,863 | 8,519 | - | 204,382 |
| Investment income | - | 25,767 | - | 25,767 |
| Net assets released from restrictions | (139,347) | (15,175) | - | (154,522) |
| Increase in net assets | <u>56,516</u> | <u>19,111</u> | <u>-</u> | <u>75,627</u> |
| DECREASE IN TOTAL NET ASSETS | | | | |
| | (371,419) | (62,704) | - | (434,123) |
| NET ASSETS, beginning of year | 671,279 | 1,696,514 | - | 2,367,793 |
| NET ASSETS, end of year | <u>\$ 299,860</u> | <u>\$ 1,633,810</u> | <u>\$ -</u> | <u>\$ 1,933,670</u> |

See independent auditor's report on supplementary information.