

Treasurer Report

Gaspare Colletti
Cell Foods, Inc.



ASTA Financial Policies

- Financial Procedures
- Fund Balance
- Check Request & Signing Authority
- Dues Assessments
- Dues Invoicing
- New Member Dues
- Collection of Dues from Members Affected by Mergers and Acquisitions
- Non-Dues Revenue
- Budget Exception
- Investments



From ASTA's Financial Audit

made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the American Spice Trade Association as of June 30, 2011, and 2010, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Lydon Fetterolf Corydon, P.A.

Rockville, Maryland
December 28, 2011

ASTA's Audit was conducted by Lydon, Fetterolf Corydon, P.A.



Financial Results

Fiscal 2011 Budget versus Actual, Fiscal year ending June 30, 2011

	<u>FY11 Budget</u>	<u>FY11 Actual</u>
Revenue	\$1,078,200	\$1,204,163
Expense	\$1,076,205	\$1,217,928
Net Income	\$ 1,995	(\$ 13,765)



Financial Results

	FY11 Budget	FY11 Actual
Net Operations	\$ 1,995	\$(13,765)
Investment Income	\$25,000	\$19,041
Add to reserves	\$26,995	\$ 5,276



Most impacted FY11 Budget vs. FY11 Actual

Revenue

Membership Dues

- 13 new Active members
- 7 new Associate members

2011 Annual Meeting

- Attendance

Expenses

ASTA's Guidance Document

- Development
- Printing/Design

2011 Annual Meeting

- Higher costs for food and beverage because of higher attendance



Fiscal 2012 Forecast

Revenue \$1,191,760

Expenses \$1,189,666

Net Income from Operations \$2,094

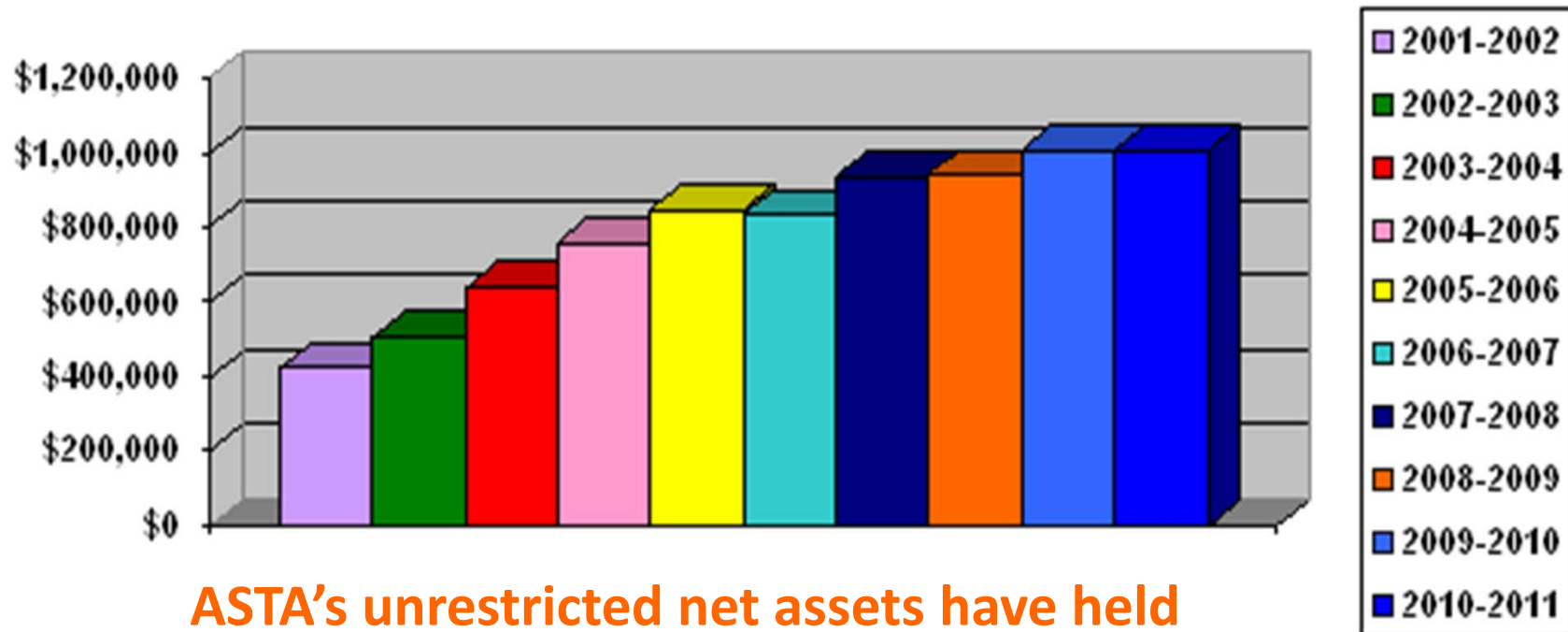
Investment Income \$16,000

Total Net Income \$18,094



ASTA's Fund Balance

ASTA'S UNRESTRICTED NET ASSETS



ASTA's unrestricted net assets have held fairly constant for the past four years.



ASTA Investments

- ASTA's investments yielded \$19,000 last year.
- ASTA's policy is to invest conservatively in laddered CD's that come due every 90 days.
- Although we have not seen huge gains, we also have not experienced any losses.

