International Right of Way Association
Profit & Loss Budget Overview
July 2020 through June 2021

	Jul '20 - Jun 21
Ordinary Income/Expense	
Income	
40 · EDUCATION INCOME	
410 · COURSE INCOME - CLASSROOM	1,002,540.00
415 · COURSE INCOME - ONLINE	963,372.00
920 · EDUCATIONAL INCOME - OTHER	
4950 · Credentialing Income	84,375.00
4955 · Course Revenue - Misc.	0.00
4965 · CLIMB	0.00
4990 · Textbooks - Optional Sales	2,065.00
4991 · Textbooks - PROW Book	3,690.00
4997 · Vendor Discount	1,200.00
Total 920 · EDUCATIONAL INCOME - OTHER	91,330.00
Total 40 · EDUCATION INCOME	2,057,242.00
41 · ADVERTISING INCOME	
4010 · Magazine	175,000.00
4015 · Website	26,000.00
Total 41 · ADVERTISING INCOME	201,000.00
43 · INVESTMENT INCOME	
4020 · Interest & Dividend Income	31,000.00
Total 43 · INVESTMENT INCOME	31,000.00
44 · MEMBERSHIP INCOME	
4031 · Member Dues - Affiliates	7,400.00
4033 · Member Dues - Agency	77,000.00
4035 · Member Dues - Application Fee	25,500.00
4039 · Member Dues - New	201,816.00
4041 · Member Dues - Renewal	1,585,400.00
Total 44 · MEMBERSHIP INCOME	1,897,116.00
45 · MERCHANDISE - SALES	
4490 · Sales of Merchandise	6,321.00
Total 45 · MERCHANDISE - SALES	6,321.00
46 · OTHER INCOME	
4045 · Magazine Subscription Income	450.00
4050 · Miscellaneous Income	100.00
Total 46 · OTHER INCOME	550.00
47 · SEMINARS & CONFERENCES	
950 · INTERNATIONAL CONFERENCE	
4667 · Advertising Revenue	7,000.00
4669 · Exhibitors Income	72,900.00
4675 · Registration Income	777,550.00
4677 · Sponsorship Income	131,500.00
Total 950 · INTERNATIONAL CONFERENCE	988,950.00
975 · OTHER SEMINARS & CONFERENCES	
4695 · Young Professionals Group	0.00
Total 975 · OTHER SEMINARS & CONFERENCE	0.00

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Total 47 · SEMINARS & CONFERENCES	988,950.00
Total Income	5,182,179.00
Gross Profit	5,182,179.00
Expense	
50 · COST OF GOODS SOLD	
5001 · Merchandise	4,565.17
5002 · Merchandise - PROW Book	1,293.90
Total 50 · COST OF GOODS SOLD	5,859.07
55 · EDUCATION EXPENSES	
501 · COURSE EXPENSES	190,483.00
595 · EDUCATIONAL EXP. - OTHER	
5069 · Royalty	
5069O · 411O - Royalty Online	15,525.00
5069 · Royalty - Other	0.00
Total 5069 · Royalty	15,525.00
5005 · Scholarship Expense	30,833.33
5008 · Class Incentive	50,000.00
5009 · Class Incentive - Other	10,000.00
5010 · Course Development Expenses	0.00
5012 · Course Expenses - Misc.	3,000.00
5014 · Course Revision Expenses	1,000.00
5016 · Course State Certification	13,800.00
5020 · Credentialing Expense	3,483.10
5028 · CLIMB	0.00
5032 · Instructors' Develop.	3,000.00
5036 · Instructors' Material	12,000.00
5050 · Marketing Expense for Courses	1,200.00
5060O · Online Hosting	7,140.00
5065O · Online Seminars - IRWA	3,600.00
5066 · P/P/S Education	9,000.00
Total 595 · EDUCATIONAL EXP. - OTHER	163,581.43
Total 55 · EDUCATION EXPENSES	354,064.43
597 · BUILDING OPERATION	
6004 · Building Association Fee	15,840.00
6005 · Building Depreciation	37,022.40
6010 · Building Insurance - Commercial	0.00
6028 · Building Maintenance	18,044.40
6031 · Building Property Tax	26,580.00
6036 · Building Utilities	11,000.00
Total 597 · BUILDING OPERATION	108,486.80
60 · PAYROLL & BENEFITS	
6020 · Payroll	1,738,454.04
6030 · Pension Plan	67,938.16
6040 · Taxes & Benefits - Insperity	586,985.72
Total 60 · PAYROLL & BENEFITS	2,393,377.92

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67 · SEMINARS & CONFERENCES EXPENSES	
65 · INTERNATIONAL CONFERENCE	
6102 · Advisory Breakfast	1,250.00
6104 · Audiovisual	130,000.00
6106 · Awards Program	3,337.50
6108 · Banquet	149,500.00
6112 · Breaks	166,875.00
6113 · Board of Directors	4,800.00
6114 · Cancellation Insurance	0.00
6115 · Committee Breaks	3,000.00
6117 · Committee Speakers	3,500.00
6118 · Conference Registration	11,500.00
6119 · Credit Card Fees	30,000.00
6124 · Exhibits	10,000.00
6126 · Fee to Local Host	10,000.00
6128 · Final Program & At A Glance	7,676.25
6129 · Graphics	0.00
6130 · Gratuities	3,000.00
6132 · Hotel Attrition	10,000.00
6135 · IEC Receptions	5,000.00
6139 · International Gifts	1,200.00
6140 · International Luncheon	2,000.00
6145 · Host Committee Food/Housing	3,000.00
6147 · Luncheon/Award & SRWA	116,800.00
6149 · Miscellaneous	10,000.00
6150 · Wednesday Night	
6150 · Wednesday Night - Other	5,000.00
Total 6150 · Wednesday Night	5,000.00
6157 · Names Tag and Ribbons	2,500.00
6159 · Opening Ceremonies	1,000.00
6160 · Past President/Other Comps	20,125.00
6161 · Photographer	8,000.00
6163 · Planning	10,000.00
6167 · Printing	1,000.00
6171 · Security	0.00
6172 · Shipping	6,000.00
6173 · Signs/Banners	2,000.00
6174 · Speakers Gifts	3,750.00
6175 · Speakers	60,000.00
6177 · Sponsor Premiums	25,000.00
6180 · Staff Travel and Hotel	37,725.00
6181 · Reception	25,000.00
6183 · Temporary Personnel	3,500.00
6188 · Totes	10,012.50
Total 65 · INTERNATIONAL CONFERENCE	903,051.25

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Total 67 · SEMINARS & CONFERENCES EXPENS	903,051.25
73 · TRAVEL EXPENSES	
74 · TRAVEL - REGIONS	
6501 · Region 1	5,000.00
6502 · Region 2	5,000.00
6503 · Region 3	5,000.00
6504 · Region 4	5,000.00
6505 · Region 5	5,000.00
6506 · Region 6	5,000.00
6507 · Region 7	5,000.00
6508 · Region 8	5,000.00
6509 · Region 9	5,000.00
6510 · Region 10	5,000.00
6520 · Regional Governance	0.00
Total 74 · TRAVEL - REGIONS	50,000.00
75 · TRAVEL - INDUSTRIES & COPS	
6673 · Special Committee Projects	10,000.00
751 · Communities of Practice	
751 · Communities of Practice - Other	0.00
Total 751 · Communities of Practice	0.00
755 · Industry Committees	
6640 · Public Agency Committee	0.00
6645 · Oil & Gas Pipeline Committee	0.00
6660 · Transportation Committee	0.00
6665 · Electric & Utilities Committee	0.00
755 · Industry Committees - Other	8,000.00
Total 755 · Industry Committees	8,000.00
Total 75 · TRAVEL - INDUSTRIES & COPS	18,000.00
76 · TRAVEL - SERVICE COMMITTEES	
6675 · Ethics Committee	5,000.00
6681 · Credentialing Committee	5,000.00
6683 · Finance Committee	10,000.00
6685 · Nomination & Election Committee	18,000.00
6690 · PIPE	30,000.00
6695 · Young Professional	3,000.00
Total 76 · TRAVEL - SERVICE COMMITTEES	71,000.00
77 · TRAVEL - OTHER	
6710 · Agency Liaison	1,000.00
6720 · Allied Organizations	5,000.00
6730 · Appraisal Foundation	1,500.00
6750 · Committee Chair/Vice Meeting	0.00
Total 77 · TRAVEL - OTHER	7,500.00
78 · TRAVEL- IEC/IGC	
6805 · IEC Meeting	16,000.00
6810 · IGC Meeting	60,000.00

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6815 · IEC Regional Meetings	10,000.00
6817 · IEC Chapter Visits	2,000.00
6820 · IEC Committee Liaison	7,000.00
6825 · IEC/IGC Annual Conference	101,000.00
6830 · IEC Other Expenses	10,000.00
6835 · IEC/IGC International Travel	5,000.00
Total 78 · TRAVEL- IEC/IGC	211,000.00
79 · TRAVEL - STAFF	
6855 · IEC Meeting	3,000.00
6860 · IGC Meeting	6,000.00
6865 · Regional Meetings	35,000.00
6870 · Committee Liaison	5,000.00
6875 · Chapter Meetings	20,000.00
6880 · Other Expenses	2,500.00
6885 · Staff International Travel	5,000.00
Total 79 · TRAVEL - STAFF	76,500.00
Total 73 · TRAVEL EXPENSES	434,000.00
80 · ADMINISTRATIVE EXPENSES	
7005 · Public Relations	0.00
7010 · Assets Costing Less Than $250	3,500.00
7020 · Awards & Recognition	4,300.00
7050 · Bad Debt Expense	2,000.00
7100 · Bank Charges & Credit Card Fees	117,000.00
7130 · Car Expenses	0.00
7155 · Computer Consulting Fees	6,000.00
7160 · Constant Contact Email	4,860.00
7200 · Depreciation & Amortization	140,113.76
7220 · Dues & Subscriptions	4,516.00
7250 · Dues-Appraisal Foundation	4,700.00
7310 · Insurance-D&O	11,266.00
7320 · Insurance-D&O-Chapters	11,266.00
7340 · Insurance-General Liability	4,817.00
7375 · Leadership Development	5,000.00
7390 · Mail Equipment Maintenance	1,650.00
7440 · Magazine-Printing	57,000.00
7450 · Magazine-Postage	38,000.00
7460 · Magazine-Art Work/Photography	250.00
7470 · Magazine-Other	10,848.00
7480 · Maintenance-AMS	20,124.85
7485 · Maintenance-Computer&Peripheral	22,500.00
7505 · Marketing & Development	
7505E · M'kting & Dev. - Editorial	0.00
7505F · M'ting & Dev. - F/Op Trade Show	5,000.00
7505M · M'ting & Dev. - F/Op Membership	40,000.00
Total 7505 · Marketing & Development	45,000.00

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7530 · Membership Certificate & Pin	4,000.00
7540 · Membership-Higher Logic	21,420.00
7550 · Membership Renewal Mailings	20,263.00
7600 · Miscellaneous Expenses	2,000.00
7650 · Postage & Shipping	25,000.00
7660 · Printing	1,200.00
7670 · Professional-Audit	36,000.00
7680 · Professional-Cdn Account.	3,000.00
7700 · Professional-Legal	5,000.00
7720 · Professional-Consulting	62,000.00
7740 · QB Online for Chapters/Regions	37,830.00
7800 · Rent-Offsite Storage	4,608.00
7820 · Staff Recruitment	17,000.00
7840 · Supplies-Kitchen	5,000.00
7850 · Supplies-Office	13,000.00
7870 · Taxes & Licenses	5,540.00
7875 · Teleconferencing	20,999.92
7890 · Telephone	28,530.00
7910 · Temporary Help	7,500.00
7930 · Training & Development - Staff	40,500.00
7970 · Vacation Expense	10,000.00
7990 · Website - Database	
7992 · Website - American Eagle	11,970.00
7994 · Website - Database - KSP	20,000.00
7996 · Website - Database - NetFORUM	40,834.84
7990 · Website - Database - Other	0.00
Total 7990 · Website - Database	72,804.84
Total 80 · ADMINISTRATIVE EXPENSES	957,907.37
88 · INCOME TAXES	
8800 · Federal and State Income Taxes	8,250.00
Total 88 · INCOME TAXES	8,250.00
Total Expense	5,164,996.84
Net Ordinary Income	17,182.16
Other Income/Expense	0.00
Net Income	**17,182.16**