International Right of Way Association
Profit & Loss
July 2020 through February 2021

	Jul '20 - Feb 21
Ordinary Income/Expense	
Income	
40 · EDUCATION INCOME	
410 · COURSE INCOME - CLASSROOM	
4985 · SR/WA Revenue	868.00
100 · COURSE 100'S	
4100i · 100i-Principles of Land Acq	6,076.00
4102 · 102-Elevating Your Ethical Awar	2,760.00
4105 · 105-URA Executive Summary	2,070.00
Total 100 · COURSE 100'S	10,906.00
200 · COURSE 200'S	
4200 · 200-Princip. of R/E Negotiation	5,859.00
4203 · 203-Alternative Dispute Resol.	434.00
4203C · 203C-Alternative Dispute Resol.	2,387.00
4205 · 205-Bargaining Negotiations	1,736.00
4207 · 207-Practical Negotiations	4,340.00
4213 · 213-Conflict Management	2,070.00
4215 · 215-R/W Acquisit. Pipeline Proj	868.00
Total 200 · COURSE 200'S	17,694.00
300 · COURSE 300'S	
4303 · 303-Management Consulting	1,302.00
4304 · 304-When Public Agenc's Collide	690.00
Total 300 · COURSE 300'S	1,992.00
400 · COURSE 400'S	
4400 · 400-Principles of R/E Appraisal	2,170.00
4406B · 406B-7 Hour National USPAP	2,070.00
4421 · 421-Valuation of Partial Acquis	8,734.00
4431 · 431-Problems in Valuation P/A	1,794.00
4431C · 431C-Problems in Valuation P/A	552.00
Total 400 · COURSE 400'S	15,320.00
500 · COURSE 500'S	
4501 · 501-Residential Reloc. Assist.	14,322.00
4502 · 502-Non-Residential Relocation	8,680.00
4504 · 504-Computing Replace. Hous.Pmt	1,736.00
4505 · 505-Advanced Res. Reloc.Assist.	3,588.00
4506 · 506-Advanced Bus. Reloc.Assist.	2,604.00
Total 500 · COURSE 500'S	30,930.00
600 · COURSE 600'S	
4600 · 600-Environmental Awareness	4,002.00
4603 · 603-Understanding Environment	1,104.00
4604 · 604-Envir Due Diligence and Li.	9,798.00
Total 600 · COURSE 600'S	14,904.00
700 · COURSE 700'S	
4700 · 700-Introduction to Prop. Mgmt.	651.00
4701 · 701-Property Mgmt. - Leasing	1,085.00
4703 · 703-Real Property/Asset Mgmt.	1,104.00

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Total 700 · COURSE 700'S	2,840.00
800 · COURSE 800'S	
4800 · 800-Principles of R/E Law	2,170.00
4801 · 801-Land Titles	3,472.00
4802 · 802-Legal Aspects of Easements	2,208.00
4804 · 804-Skills of Expert Testimony	276.00
Total 800 · COURSE 800'S	8,126.00
900 · COURSE 900'S	
4900 · 900-Principles of R/E Engineer.	5,642.00
4901 · 901-Engineering Plan Develop.	5,106.00
4902 · 902-Property Descriptions	2,070.00
Total 900 · COURSE 900'S	12,818.00
990 · IRWA Sponsored Courses	
4996 · IRWA Sponsored Course Income	276,340.50
Total 990 · IRWA Sponsored Courses	276,340.50
Total 410 · COURSE INCOME - CLASSROOM	392,738.50
415 · COURSE INCOME - ONLINE	
100O · COURSE 100'S - ONLINE	
4100iV · 100iV-Principles of Land Acq	108,820.00
4103O · 103O-Ethics & ROW Prof.	65,640.00
4104O · 104O-Standards of Practice	37,020.00
4105O · 105O-URA Executive Summery	24,495.00
Total 100O · COURSE 100'S - ONLINE	235,975.00
200O · COURSE 200'S - ONLINE	
4200O · 200O-Princip. of R/E Negotiat.	72,885.00
4203O · 203O-Alternative Dispute Resol.	19,090.00
4205O · 205O-Bargaining Negotiations	25,530.00
4213O · 213O-Conflict Management	44,040.00
Total 200O · COURSE 200'S - ONLINE	161,545.00
300O · COURSE 300'S - ONLINE	
4303O · 303O-Management Consulting	8,405.00
4304O · 304O-When Public Agenc's Coll.	5,495.00
4305O · 305O-1-2-3's of RW of Proj Mgmt	17,090.00
Total 300O · COURSE 300'S - ONLINE	30,990.00
400O · COURSE 400'S - ONLINE	
4400O · 400O-Principles of R/E Apprais.	50,750.00
4402O · 402O-Intro to Income Cap Appro.	2,120.00
4403O · 403O-Easement Valuation	13,105.00
4411O · 411O - Appraisal Concepts	6,425.00
Total 400O · COURSE 400'S - ONLINE	72,400.00
500O · COURSE 500'S - ONLINE	
4503O · 503O-Mobile Home Relocation	4,370.00
4507O · 507O-Special Non-Residential Py	3,245.00
4520O · 520O.Special Topics in Replac.	3,510.00
4521O · 521O-Non-Residential Fixed Pts.	2,715.00
4530O · 530O - Business Move Process	8,095.00

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Total 500O · COURSE 500'S - ONLINE	21,935.00
600O · COURSE 600'S - ONLINE	
4600O · 600O-Environmental Awareness	32,115.00
4606O · 606O-Environmental Process	4,040.00
4606CO · 606CO-Environmental Process Cdn	1,920.00
Total 600O · COURSE 600'S - ONLINE	38,075.00
700O · COURSE 700'S - ONLINE	
4700O · 700O-Introduction to Prop. Mgt.	31,350.00
Total 700O · COURSE 700'S - ONLINE	31,350.00
800O · COURSE 800'S - ONLINE	
4800O · 800O-Principles of R/E Law	51,270.00
4801O · 801O-Land Titles	26,780.00
4802O · 802O-Legal Aspects of Easements	25,560.00
Total 800O · COURSE 800'S - ONLINE	103,610.00
900O · COURSE 900'S - ONLINE	
4900O · 900O-Principles of R/E Engineer	43,270.00
4903O · 903O-Underground Infr. Panorama	4,220.00
Total 900O · COURSE 900'S - ONLINE	47,490.00
415O · Courses Discount - Online	
4953 · Course Discount - Online	-124,795.00
Total 415O · Courses Discount - Online	-124,795.00
Total 415 · COURSE INCOME - ONLINE	618,575.00
920 · EDUCATIONAL INCOME - OTHER	
4945 · Contribution Revenue	-30,269.46
4950 · Credentialing Income	54,489.50
4955 · Course Revenue - Misc.	700.00
4990 · Textbooks - Optional Sales	2,277.82
4991 · Textbooks - PROW Book	900.00
4997 · Vendor Discount	312.80
Total 920 · EDUCATIONAL INCOME - OTHER	28,410.66
Total 40 · EDUCATION INCOME	1,039,724.16
41 · ADVERTISING INCOME	
4010 · Magazine	125,884.20
4015 · Website	13,706.11
Total 41 · ADVERTISING INCOME	139,590.31
43 · INVESTMENT INCOME	
4020 · Interest & Dividend Income	4,060.74
Total 43 · INVESTMENT INCOME	4,060.74
44 · MEMBERSHIP INCOME	
4033 · Member Dues - Agency	60,292.52
4034 · Member Dues - Corporate	21,724.08
4035 · Member Dues - Application Fee	9,375.00
4039 · Member Dues - New	112,922.27
4041 · Member Dues - Renewal	969,864.24
Total 44 · MEMBERSHIP INCOME	1,174,178.11
45 · MERCHANDISE - SALES	

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4490 · Sales of Merchandise	1,028.00
Total 45 · MERCHANDISE - SALES	1,028.00
46 · OTHER INCOME	
4031 · Dues - Affiliates	4,933.36
4045 · Magazine Subscription Income	180.00
4050 · Miscellaneous Income	0.00
Total 46 · OTHER INCOME	5,113.36
Total Income	2,363,694.68
Gross Profit	2,363,694.68
Expense	
50 · COST OF GOODS SOLD	
5001 · Merchandise	758.14
5002 · Merchandise - PROW Book	285.95
Total 50 · COST OF GOODS SOLD	1,044.09
55 · EDUCATION EXPENSES	
501 · COURSE EXPENSES	
5070 · SR/WA Expenses	55.85
510 · COURSE 100'S	
5100i · 100i-Principl. of Land Acq-In'l	1,735.25
5103 · 103-Ethics & ROW Profession	23.62
Total 510 · COURSE 100'S	1,758.87
520 · COURSE 200'S	
5200 · 200-Princip. of R/E Negotiation	0.00
5205 · 205-Bargaining Negotiations	254.91
5215 · 215-R/W Acquisit. Pipeline Proj	334.19
5218 · 218-R/W Acq. for Elec.Util.Proj	58.20
Total 520 · COURSE 200'S	647.30
540 · COURSE 400'S	
5400 · 400-Principles of R/E Appraisal	0.00
5400C · 400C-Principles of R/E Apprais.	0.00
5406B · 406B-7 Hour National USPAP	1,007.66
5409 · 409-Integrating Appraisal Stds.	0.00
5410 · 410-Review.Apprais. in Eminent	0.00
5421 · 421-Valuation of Partial Acquis	1,571.61
5421C · 421C-Valuation of Partial Acqui	26.76
5431 · 431-Problems in Valuation P/A	21.01
Total 540 · COURSE 400'S	2,627.04
550 · COURSE 500'S	
5501 · 501-Residential Reloc. Assist.	1,075.23
5502 · 502-Non-Residential Relocation	679.98
5505 · 505-Advanced Res.Reloc. Assist.	105.74
Total 550 · COURSE 500'S	1,860.95
560 · COURSE 600'S	
5600 · 600-Environmental Awareness	0.00
5603 · 603-Understanding Environment	0.00
5604 · 604-Envir Due Diligence and Li.	609.79

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Total 560 · COURSE 600'S	609.79
580 · COURSE 800'S	
5800 · 800-Principles of R/E Law	142.52
5801 · 801-Land Titles	91.54
5802 · 802-Legal Aspects of Easements	181.15
5802C · 802C-Legal aspects of Easements	0.00
5803 · 803-Eminent Domain Law Basics..	60.38
Total 580 · COURSE 800'S	475.59
590 · COURSE 900'S	
5900 · 900-Principles of R/E Engineer.	1,229.99
5900C · 900C-Principles of R/E Engineer	0.00
5901 · 901-Engineering Plan Develop.	2,399.59
5901C · 901C-Engineering Plan Develop.	0.00
5902 · 902-Property Descriptions	554.71
5902C · 902C-Property Descriptions	0.00
Total 590 · COURSE 900'S	4,184.29
599 · IRWA Sponsored Courses	
5996 · IRWA Sponsored Course Expense	108,490.91
Total 599 · IRWA Sponsored Courses	108,490.91
Total 501 · COURSE EXPENSES	120,710.59
595 · EDUCATIONAL EXP. - OTHER	
5069 · Royalty	
5069O · 411O - Royalty Online	13,477.50
Total 5069 · Royalty	13,477.50
5005 · Scholarship Expense	24,240.00
5008 · Class Incentive	33,333.36
5012 · Course Expenses - Misc.	3,055.26
5014 · Course Revision Expenses	19,225.00
5016 · Course State Certification	4,157.50
5020 · Credentialing Expense	3,096.57
5036 · Instructors' Material	5,392.01
5060O · Online Hosting	3,570.00
5065O · Online Seminars - IRWA	2,104.95
5066 · P/P/S Education	1,674.88
Total 595 · EDUCATIONAL EXP. - OTHER	113,327.03
Total 55 · EDUCATION EXPENSES	234,037.62
597 · BUILDING OPERATION	
6004 · Building Association Fee	9,736.00
6005 · Building Depreciation	24,681.60
6028 · Building Maintenance	8,245.24
6031 · Building Property Tax	18,068.16
6036 · Building Utilities	4,824.06
Total 597 · BUILDING OPERATION	65,555.06
60 · PAYROLL & BENEFITS	
6020 · Payroll	905,865.11
6030 · Pension Plan	34,786.41

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6040 · Taxes & Benefits - Insperity	313,817.74
Total 60 · PAYROLL & BENEFITS	1,254,469.26
73 · LEADERSHIP TRAVEL / INCIDENTALS	
74 · TRAVEL - REGIONS	
6506 · Region 6	3,090.07
Total 74 · TRAVEL - REGIONS	3,090.07
76 · TRAVEL - SERVICE COMMITTEES	
6675 · Ethics Committee	81.58
Total 76 · TRAVEL - SERVICE COMMITTEES	81.58
77 · TRAVEL - OTHER	
6720 · Allied Organizations	1,500.00
Total 77 · TRAVEL - OTHER	1,500.00
78 · TRAVEL- IEC/IGC	
6815 · IEC Regional Meetings	882.57
6830 · IEC Other Expenses	3,263.48
Total 78 · TRAVEL- IEC/IGC	4,146.05
79 · TRAVEL - STAFF	
6875 · Chapter Meetings	25.00
6880 · Other Expenses	63.50
Total 79 · TRAVEL - STAFF	88.50
Total 73 · LEADERSHIP TRAVEL / INCIDENTALS	8,906.20
80 · ADMINISTRATIVE EXPENSES	
7005 · Public Relations	0.00
7010 · Assets Costing Less Than $250	427.03
7020 · Awards & Recognition	4,584.11
7050 · Bad Debt Expense	680.53
7100 · Bank Charges & Credit Card Fees	84,646.89
7155 · Computer Consulting Fees	2,575.00
7160 · Constant Contact Email	3,015.00
7200 · Depreciation & Amortization	86,893.63
7220 · Dues & Subscriptions	2,511.85
7250 · Dues-Appraisal Foundation	3,072.00
7310 · Insurance-D&O	7,981.18
7320 · Insurance-D&O-Chapters	7,981.13
7340 · Insurance-General Liability	3,964.00
7390 · Mail Equipment Maintenance	579.86
7440 · Magazine-Printing	31,281.56
7450 · Magazine-Postage	17,868.73
7460 · Magazine-Art Work/Photography	321.97
7470 · Magazine-Other	6,373.25
7480 · Maintenance-AMS	13,899.60
7485 · Maintenance-Computer&Peripheral	18,337.46
7505 · Marketing & Development	
7505F · M'ting & Dev. - F/Op Trade Show	0.00
7505M · M'ting & Dev. - F/Op Membership	5,690.00
Total 7505 · Marketing & Development	5,690.00

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7530 · Membership Certificate & Pin	559.02
7540 · Membership-Higher Logic	17,409.44
7550 · Membership Renewal Mailings	11,095.00
7600 · Miscellaneous Expenses	218.99
7650 · Postage & Shipping	9,247.47
7670 · Professional-Audit	24,000.00
7680 · Professional-Cdn Account.	2,000.00
7700 · Professional-Legal	64.50
7720 · Professional-Consulting	56,885.04
7740 · QB Online for Chapters/Regions	21,047.13
7741 · QBs Enterprise for HQ	1,584.80
7800 · Rent-Offsite Storage	2,848.00
7820 · Staff Recruitment	1,069.24
7840 · Supplies-Kitchen	885.06
7850 · Supplies-Office	2,161.91
7870 · Taxes & Licenses	2,819.82
7875 · Teleconferencing	13,333.28
7890 · Telephone	26,751.61
7930 · Training & Development - Staff	4,502.56
7950 · Uncategorized Expenses	0.00
7970 · Vacation Expense	9,119.31
7990 · Website - Database	
7992 · Website - American Eagle	7,600.00
7994 · Website - Database - KSP	13,333.36
7996 · Website - Database - NetFORUM	20,643.60
Total 7990 · Website - Database	41,576.96
Total 80 · ADMINISTRATIVE EXPENSES	551,863.92
88 · INCOME TAXES	
8800 · Federal and State Income Taxes	11,500.00
Total 88 · INCOME TAXES	11,500.00
Total Expense	2,127,376.15
Net Ordinary Income	236,318.53
Other Income/Expense	
Other Income	
4095 · Instructor Income-Pass Through	52,780.31
48 · PIPELINE COMMITTEE REVENUE	
4755 · Interest Income	0.00
4760 · IRWA Support (BLM)	869.10
4762 · Member Dues	3,000.00
4765 · Sponsorship	0.00
Total 48 · PIPELINE COMMITTEE REVENUE	3,869.10
95 · OTHER INCOME & EXPENSE	
8500 · Gain (Loss) on Conversion	2,167.69
8700 · Unrealized Invest. Gain (Loss)	108,471.97
Total 95 · OTHER INCOME & EXPENSE	110,639.66
Total Other Income	167,289.07

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Other Expense	
72 · PIPELINE COMMITTEE EXPENSES	
6408 · Bank Fee	0.00
6420 · Contribution Expenses	0.00
6470 · Quarterly Meeting Expenses	1,800.00
Total 72 · PIPELINE COMMITTEE EXPENSES	1,800.00
8400 · Instructor Exp.-Pass Through	52,780.31
Total Other Expense	54,580.31
Net Other Income	112,708.76
Net Income	**349,027.29**