	A	B	C	D
1	IRWA BUILDING A BETTER WORLD TOGETHER®	2020-2021 Current Budget	2021-2022 Proposed Budget	
2				
3				
4		Jul 20 - Jun 21	Jul 21 - Jun 22	NOTES
5	**Ordinary Income/Expense**			
6	**INCOME**			
7	**40 · EDUCATION INCOME**			
8	**410 · COURSE INCOME - CLASSROOM**			
115	**Total 990 · IRWA Sponsored Courses**	40,837.30	0.00	
116	**410 · COURSE INCOME - CLASSROOM - Other**	0.00	890,000.00	300 Classes / 4,200 Participants
117	**Total 410 · COURSE INCOME - CLASSROOM**	902,286.00	890,000.00	
118	**415 · COURSE INCOME - ONLINE**			
119	**415O · Courses Discount - Online**			
120	**4953 · Course Discount - Online**	-131,354.40	-125,265.00	Online Incentives
121	**4953V · Course Discount - VEIT**		0.00	
122	**Total 415O · Courses Discount - Online**	-131,354.40	-125,265.00	
123	**100O · COURSE 100'S - ONLINE**			
124	**4100O · 100O-Principles of Land Acq-US**		0.00	
125	**4100iV · 100iV-Principles of Land Acq**	160,365.00	0.00	
126	**4100V · 100CV-Principles of Land Acq-US**		0.00	
174	**415 · COURSE INCOME - ONLINE - Other**	0.00	1,045,265.00	
175	**Total 415 · COURSE INCOME - ONLINE**	963,372.00	920,000.00	3,000 Online Participants
176	**920 · EDUCATIONAL INCOME - OTHER**			
177	**4945 · Contribution Revenue**	0.00	106,000.00	IPEC RWIEF Request: Four (4) Course Rewrites and 20 Courses with Minor Revisions
178	**4950 · Credentialing Income**	84,375.00	75,375.00	
179	**4952 · Course Discount - Classroom**	0.00	0.00	
180	**4955 · Course Revenue - Misc.**	0.00	10,000.00	Online Webinars
181	**4960 · Education Sponsorship Income**	0.00	0.00	
182	**4965 · CLIMB**	0.00	0.00	
183	**4966 · Leadership Institute**	0.00	0.00	
184	**4974 · Online Seminars - BTL**	0.00	0.00	
185	**4975 · Online Seminars - IRWA**	0.00	0.00	
186	**4990 · Textbooks - Optional Sales**	2,065.00	2,065.00	
187	**4991 · Textbooks - PROW Book**	3,690.00	3,690.00	
188	**4997 · Vendor Discount**	1,200.00	1,200.00	
189	**Total 920 · EDUCATIONAL INCOME - OTHER**	91,330.00	198,330.00	
190	**Total 40 · EDUCATION INCOME**	1,956,988.00	2,008,330.00	
191	**41 · ADVERTISING INCOME**			
192	**4010 · Magazine**	175,000.00	175,000.00	Maintaining 22 Advertisers, 1 to 6 Issues
193	**4015 · Website**	26,000.00	20,000.00	Employment Ads on *Your Membership* Site
194	**40156 · Website - Ads**	0.00	25,000.00	New Account for Website Advertising
195	**Total 41 · ADVERTISING INCOME**	201,000.00	220,000.00	
196	**43 · INVESTMENT INCOME**			
197	**4020 · Interest & Dividend Income**	31,000.00	6,000.00	Change in Investment Portfolio
198	**Total 43 · INVESTMENT INCOME**	31,000.00	6,000.00	
199	**44 · MEMBERSHIP INCOME**			
200	**4033 · Member Dues - Agency**	69,300.00	114,000.00	17 Agencies with various member counts
201	**4034 · Member Dues - Corportation**	0.00	151,500.00	29 Corporations with various member counts
202	**4035 · Member Dues - Application Fee**	22,950.00	21,000.00	$25 Application Fee for 70 new members per month
203	**4037 · Member Dues - Late Fees**	0.00	0.00	
204	**4039 · Member Dues - New**	181,634.40	153,562.50	70 new members per month, prorated for the 2nd & 3rd quarter of calendar year.
205	**4041 · Member Dues - Renewal**	1,426,860.00	1,256,806.25	5,664 Renewing Members (count reduced due to new Corporate Member category)
206	**Total 44 · MEMBERSHIP INCOME**	1,700,744.40	1,696,868.75	

	A	B	C	D
1	IRWA BUILDING A BETTER WORLD TOGETHER®	2020-2021 Current Budget	2021-2022 Proposed Budget	
2				
3				
4		Jul 20 - Jun 21	Jul 21 - Jun 22	NOTES
207	**45 · MERCHANDISE - SALES**			
208	**4490 · Sales of Merchandise**	6,321.00	6,321.00	Sales of IRWA pins and plaques.
209	**Total 45 · MERCHANDISE - SALES**	6,321.00	6,321.00	
210	**46 · OTHER INCOME**			
211	**4031 · Dues - Affiliates**	7,400.00	7,400.00	JCCA & KAB
212	**4045 · Magazine Subscription Income**	450.00	450.00	
213	**4050 · Miscellaneous Income**	100.00	100.00	
214	**Total 46 · OTHER INCOME**	7,950.00	7,950.00	
215	**47 · SEMINARS & CONFERENCES**			
216	**950 · INTERNATIONAL CONFERENCE**			***FC & IEC relies on staff to provide based on experience***
217	**4667 · Advertising Revenue**	7,000.00	7,000.00	
218	**4669 · Exhibitors Income**	64,000.00	64,000.00	30 Exhibitors of different levels
219	**4671 · Monday Night**	0.00	0.00	
220	**4675 · Registration Income**	713,500.00	615,100.00	1,061 Attendees
221	**4677 · Sponsorship Income**	124,500.00	124,500.00	12 Sponsors of different levels
222	**Total 950 · INTERNATIONAL CONFERENCE**	909,000.00	810,600.00	
223	**975 · OTHER SEMINARS & CONFERENCES**			
224	**4655 · Global Congress**	0.00	0.00	
225	**4680 · FAU PRES - Global Congress**	0.00	0.00	
226	**4680A · Advertising Income**	0.00	0.00	
227	**4680E · Exhibitors Income**	0.00	0.00	
228	**4680O · Other Income**	0.00	0.00	
229	**4680R · Registration Income**	0.00	0.00	
230	**4680S · Sponsorship Income**	0.00	0.00	
231	**4680 · FAU PRES - Global Congress - Other**	0.00	0.00	
232	**Total 4680 · FAU PRES - Global Congress**	0.00	0.00	
233	**4695 · Young Professionals Group**	0.00	0.00	
234	**Total 975 · OTHER SEMINARS & CONFERENCES**	0.00	0.00	
235	**Total 47 · SEMINARS & CONFERENCES**	909,000.00	810,600.00	
236	**Total Income**	**4,813,003.40**	**4,756,069.75**	
237	**Gross Profit**	**4,813,003.40**	**4,756,069.75**	
238	**EXPENSE**			
239	**50 · COST OF GOODS SOLD**			
240	**5001 · Merchandise**	4,565.17	4,565.17	Cost of sold pins and plaques
241	**5002 · Merchandise - PROW Book**	1,293.90	1,293.90	Cost of sold PROW books
242	**Total 50 · COST OF GOODS SOLD**	5,859.07	5,859.07	
349	**5996 · IRWA Sponsored Course Expense**	14,395.40	0.00	
350	**Total 599 · IRWA Sponsored Courses**	14,395.40	0.00	
351	**501 · COURSE EXPENSES - Other**	0.00	169,100.00	300 Classes & 4,200 Participants
352	**Total 501 · COURSE EXPENSES**	171,434.70	169,100.00	
353	**595 · EDUCATIONAL EXP. - OTHER**			
354	**5069 · Royalty**			
355	**5069O · 411O - Royalty Online**	0.00	0.00	
356	**5069 · Royalty - Other**	15,525.00	14,720.00	OR Colan contract in place
357	**Total 5069 · Royalty**	15,525.00	14,720.00	
358	**5005 · Scholarship Expense**	30,833.33	30,833.33	20 for 20, year two, $30,833.33
359	**5008 · Class Incentive**	50,000.00	75,000.00	Four levels of incentives, online and compliance
360	**5009 · Class Incentive - Other**	10,000.00	14,700.00	Winter Education Incentive
361	**5010 · Course Development Expenses**	0.00	0.00	
362	**5012 · Course Expenses - Misc.**	3,000.00	13,000.00	Inclusive of $10K for online webinar

	A	B	C	D
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2				
3				
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363	**5014 · Course Revision Expenses**	16,000.00	16,000.00	Minor revisions for 20 courses
364	**5016 · Course State Certification**	13,800.00	15,000.00	
365	**5020 · Credentialing Expense**	3,483.10	3,140.70	
366	**5028 · CLIMB**	0.00	0.00	
367	**5032 · Instructors' Develop.**	3,000.00	10,000.00	Placeholder for development
368	**5036 · Instructors' Material**	12,000.00	12,000.00	
369	**5050 · Marketing Expense for Courses**	1,200.00	0.00	
370	**5060O · Online Hosting**	7,140.00	7,320.00	Bluesky increase by 5%
371	**5065O · Online Seminars - IRWA**	3,600.00	3,600.00	Scorm
372	**5066 · P/P/S Education**	9,000.00	9,000.00	Printing, postage & shipping
373	**5068 · PROW Expenses**	0.00	0.00	
374	**5080 · Textbooks-Cost of Opt. Purchase**	0.00	0.00	
375	**5082 · Textbook Development**	0.00	0.00	
376	**5084 · Textbook Revision**	0.00	0.00	
377	**Total 595 · EDUCATIONAL EXP. - OTHER**	178,581.43	224,314.03	
378	**Total 55 · EDUCATION EXPENSES**	350,016.13	393,414.03	
379	**597 · BUILDING OPERATION**			
380	**6003 · Bank Interest**	0.00	0.00	
381	**6004 · Building Association Fee**	15,840.00	14,640.00	
382	**6005 · Building Depreciation**	37,022.40	37,022.40	
383	**6006 · Bank Loan Origination Fee**	0.00	0.00	
384	**6010 · Building Insurance - Commercial**	0.00	0.00	
385	**6015 · Building Insurance - Earthquake**	0.00	0.00	
386	**6028 · Building Maintenance**	18,044.40	18,044.40	Cleaning supplies & janitorial services
387	**6031 · Building Property Tax**	26,580.00	30,000.00	Anticipated increase in property tax
388	**6034 · Building Replacement Reserve**	0.00	0.00	
389	**6036 · Building Utilities**	11,000.00	10,000.00	
390	**Total 597 · BUILDING OPERATION**	108,486.80	109,706.80	
391	**60 · PAYROLL & BENEFITS**			
392	**6020 · Payroll**	1,588,454.04	1,562,843.00	
393	**6030 · Pension Plan**	61,938.16	61,926.00	
394	**6040 · Taxes & Benefits - Insperity**	535,145.72	491,080.00	6 months w/Insperity & 6 months without
395	**Total 60 · PAYROLL & BENEFITS**	2,185,537.92	2,115,849.00	
396	**67 · SEMINARS & CONFERENCES EXPENSES**			
397	**65 · INTERNATIONAL CONFERENCE**			
398	**6102 · Advisory Breakfast**	1,000.00	1,000.00	
399	**6103 · Auction Reception**	0.00	0.00	
400	**6104 · Audiovisual**	130,000.00	135,000.00	
401	**6106 · Awards Program**	3,072.50	3,183.00	
402	**6108 · Banquet**	143,000.00	99,000.00	
403	**6110 · Breakfast**	153,625.00	0.00	
404	**6112 · Breaks**	0.00	127,320.00	
405	**6113 · Board of Directors**	4,800.00	6,000.00	
406	**6114 · Cancellation Insurance**	0.00	0.00	
407	**6115 · Committee Breaks**	3,000.00	3,000.00	
408	**6116 · Committee Gifts**	0.00	0.00	
409	**6117 · Committee Speakers**	3,500.00	3,500.00	
410	**6118 · Conference Registration**	11,500.00	11,500.00	
411	**6119 · Credit Card Fees**	30,000.00	30,000.00	
412	**6123 · Finnegan Fun Run**	0.00	0.00	

	A	B	C	D
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2				
3				
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413	6124 · Exhibits	10,000.00	15,000.00	
414	6126 · Fee to Local Host	10,000.00	10,000.00	
415	6128 · Final Program & At A Glance	7,066.75	6,366.00	
416	6129 · Graphics	0.00	0.00	
417	6130 · Gratuities	3,000.00	3,000.00	
418	6132 · Hotel Attrition	10,000.00	10,000.00	
419	6135 · IEC Receptions	5,000.00	5,000.00	
420	6139 · International Gifts	1,200.00	1,200.00	
421	6140 · International Luncheon	2,000.00	2,000.00	
422	6145 · Host Committee Food/Housing	3,000.00	3,000.00	
423	6147 · Luncheon/Award & SRWA	108,320.00	84,270.00	
424	6149 · Miscellaneous	10,000.00	10,000.00	
425	6150 · Wednesday Night		5,000.00	
426	6152 · Decor	0.00	0.00	
427	6153 · Facility	0.00	0.00	
428	6150 · Wednesday Night - Other	0.00	0.00	
429	Total 6150 · Wednesday Night	5,000.00	0.00	
430	6157 · Names Tag and Ribbons	2,500.00	2,500.00	
431	6159 · Opening Ceremonies	1,000.00	1,000.00	
432	6160 · Past President/Other Comps	14,375.00	14,375.00	
433	6161 · Photographer	8,000.00	8,000.00	
434	6163 · Planning	10,000.00	10,000.00	
435	6167 · Printing	1,000.00	1,000.00	
436	6171 · Security	0.00	0.00	
437	6172 · Shipping	6,000.00	8,000.00	
438	6173 · Signs/Banners	2,000.00	2,000.00	
439	6174 · Speakers Gifts	3,750.00	3,000.00	
440	6175 · Speakers	60,000.00	60,000.00	
441	6177 · Sponsor Premiums	25,000.00	30,000.00	
442	6178 · Staff Site Visits	0.00	0.00	
443	6180 · Staff Travel and Hotel	34,125.00	34,070.00	
444	6181 · Reception	25,000.00	25,000.00	
445	6183 · Temporary Personnel	3,500.00	3,500.00	
446	6188 · Totes	9,217.50	10,610.00	
447	Total 65 · INTERNATIONAL CONFERENCE	863,551.75	787,394.00	
448	70 · OTHER SEMINARS & CONFERENCES			
449	6235 · FAU PRES - Global Congress			
477	Total 67 · SEMINARS & CONFERENCES EXPENSES	863,551.75	787,394.00	
478	73 · LEADERSHIP TRAVEL / INCIDENTALS			
479	74 · TRAVEL - REGIONS			
480	6501 · Region 1	5,000.00	5,000.00	
481	6502 · Region 2	5,000.00	5,000.00	
482	6503 · Region 3	5,000.00	5,000.00	
483	6504 · Region 4	5,000.00	5,000.00	
484	6505 · Region 5	5,000.00	5,000.00	
485	6506 · Region 6	5,000.00	5,000.00	
486	6507 · Region 7	5,000.00	5,000.00	
487	6508 · Region 8	5,000.00	5,000.00	
488	6509 · Region 9	5,000.00	5,000.00	
489	6510 · Region 10	5,000.00	5,000.00	

	A	B	C	D
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2				
3				
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490	6511 · Region 11	0.00	0.00	
491	6520 · Regional Governance	0.00	0.00	
492	Total 74 · TRAVEL - REGIONS	50,000.00	50,000.00	
493	75 · TRAVEL - INDUSTRIES			
494	6630 · Leadership Development Council	0.00	0.00	
495	6635 · Liaison Committee	0.00	0.00	
496	6673 · Special Committee Projects	7,500.00	0.00	
497	751 · Industry Communities	0.00	0.00	
498	6605 · Asset Management	0.00	0.00	
499	751 · Industry Communities - Other	0.00	0.00	
500	Total 751 · Industry Communities	0.00	0.00	
501	755 · Industry Committees			
502	6615 · Environment	0.00	0.00	
503	6640 · Public Agency Committee	0.00	0.00	
504	6645 · Oil & Gas Pipeline Committee	0.00	0.00	
505	6650 · Relocation Assistance	0.00	0.00	
506	6655 · Surveying & Engineer	0.00	0.00	
507	6660 · Transportation Committee	0.00	0.00	
508	6665 · Electric & Utilities Committee	0.00	0.00	
509	6670 · Valuation	0.00	0.00	
510	755 · Industry Committees - Other	6,000.00	12,000.00	
511	Total 755 · Industry Committees	6,000.00	12,000.00	
512	Total 75 · TRAVEL - INDUSTRIES	13,500.00	12,000.00	
513	76 · TRAVEL - SERVICE COMMITTEES			
514	6675 · Ethics Committee	3,750.00	5,000.00	
515	6680 · Communic. & Marketing Committee	0.00	2,500.00	New Communication & Marketing Committee in 2021-2022
516	6681 · Credentialing Committee	3,750.00	0.00	
517	6683 · Finance Committee	7,500.00	10,000.00	
518	6685 · Nomination & Election Committee	18,000.00	18,000.00	Mandatory INEC members attend conference
519	6690 · IPEC	22,500.00	25,000.00	FC approved two in-person meetings for IPEC, one meeting being held at annual conference, other meetings virtual. IEC concurred.
520	6695 · Young Professional	2,250.00	2,500.00	
521	Total 76 · TRAVEL - SERVICE COMMITTEES	57,750.00	63,000.00	
522	77 · TRAVEL - OTHER			
523	6710 · Agency Liaison	750.00	1,000.00	IEC appointed liasion for governmental agencies
524	6720 · Allied Organizations	3,750.00	5,000.00	FC suggested Committee Chairs be the person(s) representing the IRWA for their industry organizations
525	6727 · Governance Task Force	0.00	0.00	
526	6728 · Leadership Dev. Task Force	0.00	0.00	
527	6730 · Appraisal Foundation	1,125.00	1,500.00	FC suggested Valuation Chair be the person representing the IRWA
528	6745 · Chapter 50th Anniversary Travel	0.00	0.00	
529	6750 · Committee Chair/Vice Meeting	0.00	0.00	
530	6755 · International Chapters	0.00	0.00	
531	Total 77 · TRAVEL - OTHER	5,625.00	7,500.00	
532	78 · TRAVEL- IEC/IGC			
533	6805 · IEC Meeting	0.00	16,000.00	No in-person meeting in 2020-2021
534	6810 · IGC Meeting	0.00	75,000.00	No in-person meeting in 2020-2021
535	6815 · IEC Regional Meetings	7,500.00	10,000.00	
536	6817 · IEC Chapter Visits	1,500.00	2,000.00	
537	6820 · IEC Committee Liaison	5,250.00	5,000.00	
538	6825 · IEC/IGC Annual Conference	101,000.00	96,000.00	

	A	B	C	D
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2				
3				
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539	6830 · IEC Other Expenses	7,500.00	5,000.00	
540	6835 · IEC/IGC International Travel	3,750.00	3,000.00	
541	Total 78 · TRAVEL- IEC/IGC	126,500.00	212,000.00	No in-person IEC or IGC meetings in 2020-2021
542	79 · TRAVEL - STAFF			
543	6855 · IEC Meeting	0.00	3,000.00	
544	6860 · IGC Meeting	0.00	6,000.00	
545	6865 · Regional Meetings	26,250.00	25,000.00	
546	6870 · Committee Liaison	3,750.00	5,000.00	
547	6875 · Chapter Meetings	15,000.00	12,000.00	
548	6880 · Other Expenses	1,875.00	2,500.00	
549	6885 · Staff International Travel	3,750.00	1,500.00	
550	Total 79 · TRAVEL - STAFF	50,625.00	55,000.00	
551	Total 73 · LEADERSHIP TRAVEL / INCIDENTALS	304,000.00	399,500.00	No in-person IEC or IGC meetings in 2020-2021
552	80 · ADMINISTRATIVE EXPENSES			
553	7005 · Public Relations	0.00	0.00	Previous budgets included $25k for Nossaman reports
554	7010 · Assets Costing Less Than $250	3,500.00	3,500.00	
555	7020 · Awards & Recognition	4,300.00	4,300.00	
556	7040 · Abila - Project Management	0.00	0.00	
557	7050 · Bad Debt Expense	2,000.00	2,000.00	
558	7100 · Bank Charges & Credit Card Fees	111,150.00	117,000.00	
559	7110 · BLM Sponsorship-Pipeline Comm.	0.00	0.00	
560	7130 · Car Expenses	0.00	0.00	
561	7155 · Computer Consulting Fees	6,000.00	6,000.00	
562	7160 · Constant Contact Email	4,860.00	5,100.00	
563	7200 · Depreciation & Amortization	140,113.76	142,337.16	Includes $33,168 for computer hardware replacement
564	7220 · Dues & Subscriptions	4,516.00	4,513.00	
565	7250 · Dues-Appraisal Foundation	4,700.00	4,700.00	
566	7265 · CEO Search	0.00	0.00	
567	7310 · Insurance-D&O	12,266.00	13,397.00	Insurance policy to cover IRWA directors and officers
568	7320 · Insurance-D&O-Chapters	12,266.00	13,397.00	Insurance policy to cover Chapter directors and officers
569	7340 · Insurance-General Liability	6,017.00	6,541.00	
570	7350 · Inventory Obsolescence	0.00	0.00	
571	7375 · Leadership Development	5,000.00	5,000.00	Placeholder for developing
572	7380 · Leadership Modules	0.00	0.00	
573	7390 · Mail Equipment Maintenance	1,650.00	1,650.00	
574	7440 · Magazine-Printing	53,580.00	45,000.00	68 pages with an average of 7,500 copies per issue
575	7450 · Magazine-Postage	35,720.00	27,900.00	Decrease due to some members converting from paper copy to digital
576	7460 · Magazine-Art Work/Photography	250.00	700.00	
577	7470 · Magazine-Other	10,848.00	10,428.00	
578	7480 · Maintenance-AMS	20,124.85	21,131.09	
579	7485 · Maintenance-Computer&Peripheral	22,500.00	31,000.00	
580	7505 · Marketing & Development			
581	7505E · M'kting & Dev. - Editorial	0.00	0.00	
582	7505F · M'ting & Dev. - F/Op Trade Show	0.00	30,000.00	Increased for marketing IRWA at trade shows and/or college events (booth shipping costs & fees)
583	7505M · M'ting & Dev. - F/Op Membership	30,000.00	36,150.00	CHIP Membership Growth incentive
584	Total 7505 · Marketing & Development	30,000.00	66,150.00	
585	7530 · Membership Certificate & Pin	4,000.00	2,000.00	
586	7540 · Membership-Higher Logic	21,420.00	27,384.00	
587	7550 · Membership Renewal Mailings	13,170.95	13,859.00	
588	7600 · Miscellaneous Expenses	2,000.00	2,000.00	

	A	B	C	D
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2				
3				
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589	7620 · Moving Expense	0.00	0.00	
590	7650 · Postage & Shipping	25,000.00	25,000.00	
591	7660 · Printing	1,200.00	1,200.00	
592	7670 · Professional-Audit	36,000.00	36,000.00	
593	7680 · Professional-Cdn Account.	3,000.00	3,000.00	
594	7700 · Professional-Legal	5,000.00	15,000.00	Legal services due to PEO transition
595	7720 · Professional-Consulting	62,000.00	25,000.00	HR consulting to be reduced due to new Accounting/HR Manager
596	7730 · Organizational Remodeling	0.00	0.00	
597	7740 · QB Online for Chapters/Regions	37,830.00	40,000.00	
598	7741 · QBs Enterprise for HQ	0.00	2,716.80	
599	7800 · Rent-Offsite Storage	4,608.00	4,488.00	
600	7810 · Reserve-Computer	0.00	0.00	
601	7820 · Staff Recruitment	17,000.00	5,000.00	
602	7840 · Supplies-Kitchen	5,000.00	5,000.00	
603	7850 · Supplies-Office	13,000.00	13,000.00	
604	7870 · Taxes & Licenses	5,540.00	5,540.00	
605	7875 · Teleconferencing	20,999.92	20,999.92	
606	7890 · Telephone	28,530.00	35,335.00	Increase due to employee reimbursement for home office use of personal electronics (CA law)
607	7910 · Temporary Help	7,500.00	7,500.00	
608	7930 · Training & Development - Staff	40,500.00	25,000.00	
609	7950 · Uncategorized Expenses	0.00	0.00	
610	7970 · Vacation Expense	10,000.00	10,000.00	
611	7990 · Website - Database			
612	7992 · Website - American Eagle	11,970.00	11,970.00	
613	7994 · Website - Database - KSP	20,000.00	20,000.00	
614	7996 · Website - Database - NetFORUM	40,834.84	32,520.00	
615	7990 · Website - Database - Other	0.00	0.00	
616	Total 7990 · Website - Database	72,804.84	64,490.00	
617	Total 80 · ADMINISTRATIVE EXPENSES	927,465.32	921,256.97	
618	88 · INCOME TAXES			
619	8800 · Federal and State Income Taxes	8,250.00	8,250.00	
620	Total 88 · INCOME TAXES	8,250.00	8,250.00	
621	**Total Expense**	**4,753,166.99**	**4,741,229.87**	
622	**Net Ordinary Income**	**59,836.41**	**14,839.88**	
623	Other Income/Expense			
624	Other Income			
625	4095 · Instructor Income-Pass Through	0.00	0.00	
626	4097 · Regions Income	0.00	0.00	
627	48 · PIPELINE COMMITTEE REVENUE			
628	4752 · BLM Symposium/School	0.00	0.00	
629	4755 · Interest Income	0.00	0.00	
630	4760 · IRWA Support (BLM)	0.00	0.00	
631	4762 · Member Dues	0.00	0.00	
632	4765 · Sponsorship	0.00	0.00	
633	Total 48 · PIPELINE COMMITTEE REVENUE	0.00	0.00	
634	95 · OTHER INCOME & EXPENSE			
635	8500 · Gain (Loss) on Conversion	0.00	0.00	
636	8600 · Gain (Loss) on Disposal of F/A	0.00	0.00	
637	8700 · Unrealized Invest. Gain (Loss)	0.00	0.00	

	A	B	C	D
1	IRWA BUILDING A BETTER WORLD TOGETHER®	2020-2021 Current Budget	2021-2022 Proposed Budget	
2				
3				
4		Jul 20 - Jun 21	Jul 21 - Jun 22	NOTES
638	8769 · Realized Invest. Gain (Loss)	0.00	0.00	
639	Total 95 · OTHER INCOME & EXPENSE	0.00	0.00	
640	Total Other Income	0.00	0.00	
641	Other Expense			
642	72 · PIPELINE COMMITTEE EXPENSES			
643	6408 · Bank Fee	0.00	0.00	
644	6415 · BLM Pipeline Systems Course	0.00	0.00	
645	6420 · Contribution Expenses	0.00	0.00	
646	6470 · Quarterly Meeting Expenses	0.00	0.00	
647	Total 72 · PIPELINE COMMITTEE EXPENSES	0.00	0.00	
648	8400 · Instructor Exp.-Pass Through	0.00	0.00	
649	Total Other Expense	0.00	0.00	
650	**Net Other Income**	**0.00**	**0.00**	
651	**Net Income**	**59,836.41**	**$14,839.88**	