

Proposed 2008-9 Budget

As of January 28, 2008

	Annual Budget 2007-8	Annual Budget 2008-9 Proposed
Ordinary Income:	Total classes 2008:	Average Size:
Classes	380	18.8
Students	Total Students:	7144
Total 410 · COURSE INCOME	\$ 1,204,560.00	\$ 1,420,970.89
920 · EDUCATIONAL INCOME - OTHER		
4955 · Course Revenue - Misc.		\$ 39,625.00
New Online Learning Center		\$ 12,000.00
4970 · Facilitators' Clinic	\$ 9,600.00	\$ 500.00
4975 · Online Seminars		\$ 27,342.00
New SR/WA Study Session		\$ 68,500.00
4985 · SR/WA/Certification Revenue	\$ 43,800.00	\$ 46,350.00
New IRWA Sponsored Course Income		\$ 2,500.00
4990 · Textbooks - Optional Sales	\$ 10,000.00	\$ 196,817.00
Total 920 · EDUCATIONAL INCOME - OTHER	\$ 63,400.00	\$ 1,617,787.89
Total 40 · EDUCATION INCOME	1,267,960.00	1,617,787.89
41 · ADVERTISING INCOME		
4010 · Magazine	\$ 140,000.00	\$ 135,000.00
Total 41 · ADVERTISING INCOME	\$ 140,000.00	\$ 135,000.00
43 · INVESTMENT INCOME		
4020 · Interest & Dividend Income	\$ 70,000.00	\$ 97,000.00
Total 43 · INVESTMENT INCOME	\$ 70,000.00	\$ 97,000.00
44 · MEMBERSHIP INCOME		
4031 · Member Dues - Affiliates	\$ 20,500.00	\$ 20,250.00
4033 · Member Dues - Agency	\$ 7,400.00	\$ 3,700.00
4035 · Member Dues - Application Fee	\$ 16,510.00	\$ 18,504.75
4037 · Member Dues - Late Fees	\$ 3,000.00	\$ 7,177.50
4039 · Member Dues - New	\$ 91,630.50	\$ 102,701.36
4041 · Member Dues - Renewal	\$ 1,435,491.00	\$ 1,487,173.90
Total 44 · MEMBERSHIP INCOME	\$ 1,574,531.50	\$ 1,639,507.51
45 · MERCHANDISE - SALES		
4490 · Sales of Merchandise	\$ 5,000.00	\$ 12,000.00
Total 45 · MERCHANDISE - SALES	\$ 5,000.00	\$ 12,000.00
46 · OTHER INCOME		
4045 · Magazine Subscription Income	\$ 2,000.00	\$ 2,000.00
4050 · Miscellaneous Income	\$ 500.00	\$ 500.00
Total 46 · OTHER INCOME	\$ 2,500.00	\$ 2,500.00
47 · SEMINARS & CONFERENCES		
950 · INTERNATIONAL CONFERENCE	\$ 467,535.00	\$ 441,070.00
4667 · Advertising Revenue		
4675 · PRES	\$ 194,250.00	\$ 206,250.00
Total 950 · INTERNATIONAL CONFERENCE	661,785.00	\$ 647,320.00
Total 47 · SEMINARS & CONFERENCES	661,785.00	\$ 647,320.00
Total Income:	3,721,776.50	4,151,115.40

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Ordinary Expenses:

50 · COST OF GOODS SOLD			
5001 · Merchandise	\$	3,000.00	\$ 12,000.00
Total 50 · COST OF GOODS SOLD	\$	3,000.00	\$ 12,000.00
55 · EDUCATION EXPENSES			
501 · COURSE EXPENSES			
595 · EDUCATIONAL EXPENSES - OTHER			
5006 · Appraisal Certification	\$	8,000.00	\$ 8,000.00
5010 · Course Development Expenses	\$	9,000.00	\$ 9,000.00
5012 · Course Expenses - Misc.			
5014 · Course Revision Expenses	\$	9,000.00	\$ 15,000.00
5034 · Facilitators' Clinic Expenses	\$	12,000.00	\$ 12,000.00
5036 · Facilitators' Material	\$	19,000.00	\$ 25,000.00
New Incentives for Chapters/Coordinators			\$ 18,250.00
5050 · Marketing Expense for Courses	\$	10,000.00	\$ 15,000.00
New Online Learning Center			\$ 22,500.00
5060 · Online Seminars/News Service			
New IRWA Course Expenses			\$ 82,500.00
5066 · P/P/S Education	\$	7,500.00	\$ 7,500.00
5068 · PROW Expenses	\$	6,000.00	\$ 1,750.00
5070 · SR/WA Expenses	\$	1,500.00	\$ 8,000.00
Total 595 · EDUCATIONAL EXPENSES - OTHER	\$	82,000.00	\$ 224,500.00
Total 501 · COURSE EXPENSES	\$	160,000.00	\$ 210,152.00
Total 55 · EDUCATION EXPENSES	\$	242,000.00	\$ 434,652.00
60 · PAYROLL & BENEFITS			
6020 · Payroll	\$	1,228,000.00	\$ 1,382,205.00
6030 · Pension Plan	\$	36,840.00	\$ 41,466.15
6040 · Taxes & Benefits - Administaff	\$	270,160.00	\$ 304,085.10
Total 60 · PAYROLL & BENEFITS	\$	1,535,000.00	\$ 1,727,756.25
65 · INTERNATIONAL CONFERENCE			
6124 · Exhibits			
6149 · Miscellaneous			
6172 · Shipping			
6180 · Staff Travel and Hotel			
Total 65 · INTERNATIONAL CONFERENCE	\$	420,748.00	\$ 433,044.40
6235 · PREES	\$	185,277.50	\$ 185,637.50

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Total 70 · OTHER SEMINAR & CONFERENCES	\$	185,277.50	\$	185,637.50
73 · TRAVEL EXPENSES				
74 · TRAVEL - REGIONS				
6501 · Region 1	\$	10,000.00	\$	10,300.00
6502 · Region 2	\$	10,000.00	\$	10,300.00
6503 · Region 3	\$	10,000.00	\$	10,300.00
6504 · Region 4	\$	10,000.00	\$	10,300.00
6505 · Region 5	\$	10,000.00	\$	10,300.00
6506 · Region 6	\$	10,000.00	\$	10,300.00
6507 · Region 7	\$	10,000.00	\$	10,300.00
6508 · Region 8	\$	10,000.00	\$	10,300.00
6509 · Region 9	\$	10,000.00	\$	10,300.00
6510 · Region 10	\$	10,000.00	\$	10,300.00
6520 · Regional Governance	\$	26,000.00	\$	28,000.00
Total 74 · TRAVEL - REGIONS	\$	126,000.00	\$	131,000.00
75 · TRAVEL - EDUCATION COMMITTEES				
6605 · Asset Management Committee	\$	7,250.00	\$	7,500.00
6615 · Environment Committee	\$	7,250.00	\$	7,500.00
6640 · Local Public Agency Committee	\$	7,250.00	\$	11,000.00
6645 · Pipeliine Committee	\$	7,250.00	\$	7,500.00
6650 · Relocation Assistance Committee	\$	7,250.00	\$	7,500.00
6655 · Surveying Committee	\$	7,250.00	\$	7,500.00
6660 · Transportation Committee	\$	7,250.00	\$	7,500.00
6665 · Utilities Committee	\$	7,250.00	\$	7,500.00
6670 · Valuation Committee	\$	7,250.00	\$	7,500.00
Special Committee Projects	\$	12,500.00	\$	12,500.00
Total 75 · TRAVEL - INDUSTRY COMMITTEES	\$	77,750.00	\$	83,500.00
76 · TRAVEL - SERVICE COMMITTEES				
6675 · Ethics Committee	\$	5,160.00	\$	5,350.00
6680 · Communications and Marketing Committee	\$	22,000.00	\$	22,700.00
6685 · Nomination & Election Committee	\$	13,000.00	\$	15,400.00
6690 · Professional Develop. Committee	\$	52,000.00	\$	52,000.00
Total 76 · TRAVEL - SERVICE COMMITTEES	\$	92,160.00	\$	95,450.00
77 · TRAVEL - OTHER			\$	-
6710 · Agency Liaison	\$	5,000.00	\$	5,150.00
6720 · Allied Associations	\$	5,000.00	\$	5,150.00
75th Anniversary Task Force			\$	2,500.00
6730 · Appraisal Foundation	\$	2,500.00	\$	2,575.00
6750 · Committee Chair/Vice Meeting	\$	7,500.00	\$	8,000.00
77 · TRAVEL - OTHER - Other				
Total 77 · TRAVEL - OTHER	\$	20,000.00	\$	23,375.00
78 · TRAVEL - EXECUTIVE COMMITTEE				
6810 · IEC Meetings	\$	40,100.00	\$	49,303.00
6815 · Regional Meetings	\$	10,000.00	\$	10,300.00
New Chapter Celebrations			\$	6,750.00
6820 · Committee Liaison	\$	5,000.00	\$	5,150.00
6825 · Annual Conference	\$	21,480.00	\$	22,124.40
6830 · Other Expenses	\$	10,000.00	\$	10,300.00
Total 78 · TRAVEL - EXECUTIVE COMMITTEE	\$	86,580.00	\$	103,927.40

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79 · TRAVEL - STAFF			
6860 · IEC Meeting	\$	9,000.00	\$ 10,570.00
6865 · Regional Meetings	\$	2,000.00	\$ 4,000.00
6870 · Committee Liaison	\$	8,000.00	\$ 8,240.00
6875 · Chapter Meetings	\$	1,000.00	\$ 1,030.00
6880 · Other Expenses	\$	2,000.00	\$ 2,060.00
Total 79 · TRAVEL - STAFF	\$	22,000.00	\$ 22,660.00
Total 73 · TRAVEL EXPENSES	\$	424,490.00	\$ 459,912.40
80 · ADMINISTRATIVE EXPENSES			
7010 · Assets Costing Less Than \$250	\$	2,000.00	\$ 2,000.00
7020 · Awards & Recognition	\$	3,500.00	\$ 3,500.00
7050 · Bad Debt Expense	\$	5,000.00	\$ 3,000.00
7100 · Bank Charges & Credit Card Fees	\$	75,000.00	\$ 87,000.00
7110 · BLM Sponsorship-Pipeline Comm.	\$	4,800.00	\$ 5,500.00
7120 · Board of Directors' Package	\$	1,500.00	\$ 1,500.00
7150 · Chapter Development/Assistance	\$	30,000.00	\$ 30,000.00
7160 · Constant Contact Email	\$	1,800.00	\$ 1,900.00
7200 · Depreciation & Amortization	\$	110,000.00	\$ 89,000.00
7220 · Dues & Subscriptions	\$	3,000.00	\$ 3,000.00
7250 · Dues-Appraisal Foundation	\$	10,200.00	\$ 10,200.00
7275 · Dues-NACAO	\$	1,500.00	\$ 1,500.00
7260 · Education Summit Implementation	\$	25,000.00	
7310 · Insurance-D&O	\$	12,000.00	\$ 14,000.00
7320 · Insurance-D&O-Chapters	\$	10,000.00	\$ 14,000.00
7330 · Insurance-Fidelity Bond	\$	1,000.00	\$ 1,000.00
7340 · Insurance-General Liability	\$	6,500.00	\$ 8,000.00
7350 · Inventory Obsolescence	\$	3,000.00	\$ 3,000.00
7380 · Leadership Modules	\$	8,000.00	\$ 4,000.00
7390 · Lease-Postal Equipment	\$	3,000.00	\$ 3,000.00
7400 · Lease_Printing Equipment	\$	30,000.00	\$ 37,000.00
7440 · Magazine-Printing	\$	85,000.00	\$ 90,000.00
7450 · Magazine-Postage	\$	25,000.00	\$ 28,000.00
7460 · Magazine-Art Work/Photography	\$	3,000.00	\$ 3,000.00
7470 · Magazine-Other	\$	1,000.00	\$ 1,000.00
7480 · Maintenance-AMS	\$	12,000.00	\$ 12,000.00
New Computer Consulting Fees			\$ 10,000.00
7485 · Maintenance-Computer&Peripheral	\$	12,000.00	\$ 12,000.00
7490 · Maintenance-Equipment/Office	\$	7,000.00	\$ 7,000.00
7505 · Marketing & Development	\$	20,000.00	\$ 25,000.00
7515 · Member Appreciation Program	\$	11,557.00	\$ 12,953.33
7520 · Membership Benefit Guide	\$	10,000.00	\$ 7,500.00
7530 · Membership Certificate & Pin	\$	3,302.00	\$ 7,401.90
7550 · Membership Renewal Mailings	\$	15,000.00	\$ 15,000.00
7600 · Miscellaneous Expenses	\$	2,000.00	\$ 2,000.00
7650 · Postage & Shipping	\$	32,000.00	\$ 32,000.00
7660 · Printing	\$	6,000.00	\$ 6,000.00
7670 · Professional-Audit	\$	25,000.00	\$ 25,000.00
7680 · Professional-Cdn Account.	\$	7,000.00	\$ 7,000.00
7700 · Professional-Legal	\$	3,000.00	\$ 3,000.00
7790 · Rent-Office	\$	109,500.00	\$ 112,000.00
7800 · Rent-Offsite Storage			
7810 · Reserve-Computer	\$	25,000.00	\$ 25,000.00
7820 · Staff Recruitment	\$	70,000.00	\$ 5,000.00
7840 · Supplies-Kitchen	\$	3,500.00	\$ 4,500.00
7850 · Supplies-Office	\$	12,000.00	\$ 12,000.00
7870 · Tax & Licenses	\$	4,000.00	\$ 4,000.00
7890 · Telephone/TI Line	\$	27,500.00	\$ 27,500.00
7910 · Temporary Help	\$	4,000.00	\$ 4,000.00

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7930 · Training & Development	\$	20,000.00	\$	20,000.00
7970 Accrued Vacation Expense	\$	5,000.00	\$	5,000.00
7990 · Web Site-IRWA	\$	30,000.00	\$	30,000.00
Total 80 · ADMINISTRATIVE EXPENSES	\$	937,159.00	\$	876,955.23
Total Expenses:		3,747,674.50		4,129,957.78
Net Contribution to Surplus:		-25,898.00		21,157.63

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Other Income		
48 · PIPELINE COMMITTEE REVENUE	10,000.00	\$ 10,000.00
4090 · Brochure Income-Pass Through	76,000.00	\$ 76,000.00
4095 · Instructor Income-Pass Through	323,000.00	\$ 323,000.00
95. OTHER INCOME & EXPENSE		
8500 · (Gain) Loss on Conversion	<u>0.00</u>	
Total 95 · OTHER INCOME & EXPENSE	0.00	
Total Other Income:	<u>409,000.00</u>	\$ 409,000.00
Other Expense		
72 · PIPELINE COMMITTEE EXPENSES		
6470 · Quarterly Meeting Expenses	<u>10,000.00</u>	\$ 10,000.00
Total 72 · PIPELINE COMMITTEE EXPENSES	10,000.00	\$ 10,000.00
8200 · Brochure Expense-Pass Through	76,000.00	\$ 76,000.00
8400 · Instructor Expense-Pass Through	<u>323,000.00</u>	\$ 323,000.00
Total Other Expense:	<u>409,000.00</u>	\$ 409,000.00
Total 95 · OTHER INCOME & EXPENSE		
	<u>0.00</u>	
	-25,898.00	21,157.63