

International Right of Way Association
Statement of Activities for Nine Months Ended March 31, 2012

	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	TOTAL
INCOME										
Total 40 · EDUCATION INCOME	65,910.75	155,417.54	148,779.83	177,374.15	157,542.98	133,814.71	89,676.94	142,728.64	168,649.09	1,239,894.63
Total 41 · ADVERTISING INCOME	13,888.93	15,338.92	15,257.93	20,290.92	7,252.67	17,389.18	8,905.50	23,289.50	8,350.87	129,964.42
Total 43 · INVESTMENT INCOME	1,510.03	1,730.13	2,882.50	1,220.77	1,209.29	3,662.15	1,408.61	1,254.78	2,406.57	17,284.83
Total 44 · MEMBERSHIP INCOME	137,481.17	140,759.85	136,789.71	134,982.12	140,637.35	134,518.65	126,649.08	135,272.41	138,078.15	1,225,168.49
Total 45 · MERCHANDISE - SALES	323.00	432.00	162.00	628.00	1,324.00	537.00	195.00	385.00	1,116.00	5,102.00
Total 46 · OTHER INCOME	25.28	-	2,140.00	40.00	38.00	628.00	1,466.92	50.00	4,447.79	8,835.99
Total 47 · SEMINARS & CONFERENCES	-	-	-	(11,125.00)	1,150.00	4,000.00	500.00	-	13,765.00	8,290.00
TOTAL INCOME	\$ 219,139.16	\$ 313,678.44	\$ 306,011.97	\$ 323,410.96	\$ 309,154.29	\$ 294,549.69	\$ 228,802.05	\$ 302,980.33	\$ 336,813.47	\$ 2,634,540.36
EXPENSE										
Total 50 · COST OF GOODS SOLD	316.12	413.81	133.43	914.40	1,319.60	249.37	201.80	344.93	1,027.76	4,921.22
Total 55 · EDUCATION EXPENSES	18,031.98	33,584.97	22,994.91	30,157.78	25,532.58	25,820.51	12,875.38	40,606.54	29,823.44	239,428.09
Total 597 · Building Operation	14,203.95	13,505.23	13,210.48	15,822.02	13,587.55	12,223.00	13,043.15	12,329.12	12,921.47	120,845.97
Total 60 · PAYROLL & BENEFITS	153,220.05	148,497.93	164,595.69	145,255.59	147,156.03	161,703.96	156,993.91	150,801.80	158,548.60	1,386,773.56
Total 67 · SEMINARS & CONFERENCES EXPENSES	-	11,463.76	-	3,206.67	-	-	-	-	16,813.77	31,484.20
Total 73 · TRAVEL EXPENSES	11,480.10	16,631.77	30,419.53	27,956.22	11,087.75	7,785.14	19,598.56	115,840.37	37,250.51	278,049.95
Total 80 · ADMINISTRATIVE EXPENSES	50,890.46	71,429.35	65,592.87	70,826.83	71,533.59	80,168.99	96,714.35	69,746.63	69,611.90	646,514.97
TOTAL EXPENSE	\$ 248,142.66	\$ 295,526.82	\$ 296,946.91	\$ 294,139.51	\$ 270,217.10	\$ 287,950.97	\$ 299,427.15	\$ 389,669.39	\$ 325,997.45	\$ 2,708,017.96
NET ORDINARY INCOME	\$ (29,003.50)	\$ 18,151.62	\$ 9,065.06	\$ 29,271.45	\$ 38,937.19	\$ 6,598.72	\$ (70,625.10)	\$ (86,689.06)	\$ 10,816.02	\$ (73,477.60)
TOTAL OTHER INCOME	(1,092.45)	13,750.00	31,569.44	44,240.58	30,211.77	24,901.26	20,690.32	33,353.22	47,602.91	245,227.05
TOTAL OTHER EXPENSE	12,350.00	13,750.00	30,869.05	45,115.48	32,788.09	25,473.81	12,000.00	32,700.00	38,318.35	243,364.78
NET OTHER INCOME (EXPENSE)	\$ (13,442.45)	\$ -	\$ 700.39	\$ (874.90)	\$ (2,576.32)	\$ (572.55)	\$ 8,690.32	\$ 653.22	\$ 9,284.56	\$ 1,862.27
NET INCOME	\$ (42,445.95)	\$ 18,151.62	\$ 9,765.45	\$ 28,396.55	\$ 36,360.87	\$ 6,026.17	\$ (61,934.78)	\$ (86,035.84)	\$ 20,100.58	\$ (71,615.33)