

## International Right of Way Association

### Statement of Activities for Three Months Ended September 30, 2011

	Jul 11	Aug 11	Sep 11	TOTAL
<b>INCOME</b>				
Total 40 · EDUCATION INCOME	65,910.75	155,417.54	148,779.83	370,108.12
Total 41 · ADVERTISING INCOME	13,888.93	15,338.92	15,257.93	44,485.78
Total 43 · INVESTMENT INCOME	1,510.03	1,730.13	2,882.50	6,122.66
Total 44 · MEMBERSHIP INCOME	137,481.17	140,759.85	136,789.71	415,030.73
Total 45 · MERCHANDISE - SALES	323.00	432.00	162.00	917.00
Total 46 · OTHER INCOME	25.28	-	2,140.00	2,165.28
<b>TOTAL INCOME</b>	<b>\$ 219,139.16</b>	<b>\$ 313,678.44</b>	<b>\$ 306,011.97</b>	<b>\$ 838,829.57</b>
<b>EXPENSE</b>				
Total 50 · COST OF GOODS SOLD	316.12	413.81	133.43	863.36
Total 55 · EDUCATION EXPENSES	18,031.98	33,584.97	22,994.91	74,611.86
Total 597 · Building Operation	14,203.95	13,505.23	13,210.48	40,919.66
Total 60 · PAYROLL & BENEFITS	153,220.05	148,497.93	164,595.69	466,313.67
Total 67 · SEMINARS & CONFERENCES EXPENSES	-	11,463.76	-	11,463.76
Total 73 · TRAVEL EXPENSES	11,480.10	16,631.77	30,419.53	58,531.40
Total 80 · ADMINISTRATIVE EXPENSES	50,890.46	71,429.35	65,592.87	187,912.68
<b>TOTAL EXPENSE</b>	<b>\$ 248,142.66</b>	<b>\$ 295,526.82</b>	<b>\$ 296,946.91</b>	<b>\$ 840,616.39</b>
<b>NET ORDINARY INCOME</b>	<b>\$ (29,003.50)</b>	<b>\$ 18,151.62</b>	<b>\$ 9,065.06</b>	<b>\$ (1,786.82)</b>
TOTAL OTHER INCOME	(1,092.45)	13,750.00	31,569.44	44,226.99
TOTAL OTHER EXPENSE	12,350.00	13,750.00	30,869.05	56,969.05
<b>NET OTHER INCOME (EXPENSE)</b>	<b>\$ (13,442.45)</b>	<b>\$ -</b>	<b>\$ 700.39</b>	<b>\$ (12,742.06)</b>
<b>NET INCOME</b>	<b>\$ (42,445.95)</b>	<b>\$ 18,151.62</b>	<b>\$ 9,765.45</b>	<b>\$ (14,528.88)</b>