

International Right of Way Association
Profit & Loss
July through November 2011

	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	TOTAL
Ordinary Income/Expense						
Income						
40 · EDUCATION INCOME	65,910.75	155,417.54	148,779.83	177,374.15	157,542.98	705,025.25
41 · ADVERTISING INCOME	13,888.93	15,338.92	15,257.93	20,290.92	7,252.67	72,029.37
43 · INVESTMENT INCOME	1,510.03	1,730.13	2,882.50	1,220.77	1,209.29	8,552.72
44 · MEMBERSHIP INCOME	137,481.17	140,759.85	136,789.71	134,982.12	140,637.35	690,650.20
45 · MERCHANDISE - SALES	323.00	432.00	162.00	628.00	1,324.00	2,869.00
46 · OTHER INCOME	25.28	0.00	2,140.00	40.00	38.00	2,243.28
47 · SEMINARS & CONFERENCES	0.00	0.00	0.00	-11,125.00	1,150.00	-9,975.00
Total Income	219,139.16	313,678.44	306,011.97	323,410.96	309,154.29	1,471,394.82
Expense						
50 · COST OF GOODS SOLD	316.12	413.81	133.43	914.40	1,319.60	3,097.36
55 · EDUCATION EXPENSES	18,031.98	33,584.97	22,994.91	30,157.78	25,532.58	130,302.22
597 · BUILDING OPERATION	14,203.95	13,505.23	13,210.48	15,822.02	13,587.55	70,329.23
60 · PAYROLL & BENEFITS	153,220.05	148,497.93	164,595.69	145,255.59	147,156.03	758,725.29
67 · SEMINARS & CONFERENCES EXPENSES	0.00	11,463.76	0.00	3,206.67	0.00	14,670.43
73 · TRAVEL EXPENSES	11,480.10	16,631.77	30,419.53	27,956.22	11,087.75	97,575.37
80 · ADMINISTRATIVE EXPENSES	50,890.46	71,429.35	65,592.87	70,826.83	71,533.59	330,273.10
Total Expense	248,142.66	295,526.82	296,946.91	294,139.51	270,217.10	1,404,973.00
Net Ordinary Income	-29,003.50	18,151.62	9,065.06	29,271.45	38,937.19	66,421.82
Other Income/Expense						
Other Income						
4095 · Facilitator Income-Pass Through	12,350.00	13,750.00	29,869.05	45,115.48	32,788.09	133,872.62
48 · PIPELINE COMMITTEE REVENUE	0.00	0.00	1,700.39	0.00	0.00	1,700.39
95 · OTHER INCOME & EXPENSE	-13,442.45	0.00	0.00	-874.90	-2,576.32	-16,893.67
Total Other Income	-1,092.45	13,750.00	31,569.44	44,240.58	30,211.77	118,679.34
Other Expense						
72 · PIPELINE COMMITTEE EXPENSES	0.00	0.00	1,000.00	0.00	0.00	1,000.00
8400 · Facilitator Exp.-Pass Through	12,350.00	13,750.00	29,869.05	45,115.48	32,788.09	133,872.62
Total Other Expense	12,350.00	13,750.00	30,869.05	45,115.48	32,788.09	134,872.62
Net Other Income	-13,442.45	0.00	700.39	-874.90	-2,576.32	-16,193.28
Net Income	-42,445.95	18,151.62	9,765.45	28,396.55	36,360.87	50,228.54