

International Right of Way Association
Profit & Loss Budget Overview
 July 2017 through June 2018

Jul '17 - Jun 18

Ordinary Income/Expense

Income

40 · EDUCATION INCOME

410 · COURSE INCOME - CLASSROOM

100 · COURSE 100'S

4100 · 100-Principles of Land Acq-US	113,250.00
4100C · 100C-Principles of Land Acq-Cdn	0.00
4100i · 100i-Principles of Land Acq	32,550.00
4102 · 102-Elevating Your Ethical Awar	31,050.00
4103 · 103-Ethics & ROW Profession	0.00
4103C · 103C-Ethics & ROW Profession	0.00
4104 · 104-Standards of Practice	0.00
4105 · 105-URA Executive Summary	6,210.00

Total 100 · COURSE 100'S	183,060.00
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200 · COURSE 200'S

4200 · 200-Princip. of R/E Negotiation	39,060.00
4200C · 200C-Princip. of R/E Negotiat'n	6,510.00
4201 · 201-Comm. in R/E Acquisition	22,275.00
4203 · 203-Alternative Dispute Resol.	9,765.00
4203C · 203C-Alternative Dispute Resol.	9,765.00
4205 · 205-Bargaining Negotiations	22,785.00
4205C · 205C-Bargaining Negotiations	0.00
4207 · 207-Practical Negotiations	13,020.00
4209 · 209-Negotiating with Diverse Cl	9,765.00
4209C · 209C-Negotiating with Diverse	0.00
4213 · 213-Conflict Management	22,770.00
4213C · 213C-Conflict Management	2,070.00
4215 · 215-R/W Acquisit. Pipeline Proj	35,805.00
4218 · 218-R/W Acq. for Elec.Util.Proj	19,530.00
4219 · 219-Introductory Instructor	9,765.00
4219C · 219C-Introductory Instructor	0.00
4220 · 220-Cultural Awareness	0.00
4222C · 222C-Negotiat. for Native Lands	0.00
4225 · 225-Social Ecology	16,275.00
4230 · 230-Oil&Gas Land Basics & Issue	8,280.00
4235C · C235C - Cdn Oil & Gas Industry	0.00

Total 200 · COURSE 200'S	247,440.00
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300 · COURSE 300'S

4303 · 303-Management Consulting	26,040.00
4303C · 303C-Management Consulting	3,255.00
4304 · 304-When Public Agenc's Collide	6,210.00

Total 300 · COURSE 300'S	35,505.00
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400 · COURSE 400'S

4400 · 400-Principles of R/E Appraisal	16,275.00
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4400C · 400C-Principles of R/E Apprais.	3,255.00
4402 · 402-Intro to Income Cap Approac	6,210.00
4403 · 403-Easement Valuation	14,490.00
4406A · 406A-15 Hour National USPAP	0.00
4406B · 406B-7 Hour National USPAP	3,825.00
4407 · 407- Val. of Contaminated Prop.	0.00
4408C · 408C-Valuation of Native Lands	0.00
4409 · 409-Integrating Appraisal Stds.	0.00
4410 · 410-Review. Apprais. in Eminent	12,420.00
4417 · 417-Valuation of Contamin. R/E	9,765.00
4421 · 421-Valuation of Partial Acquis	71,460.00
4421C · 421C-Valuation of Partial Acqui	11,910.00
4422 · 422-Advanced Valu. of Part. Acq	0.00
4431 · 431-Problems in Valuation P/A	14,490.00
4431C · 431C-Problems in Valuation P/A	0.00
Total 400 · COURSE 400'S	164,100.00
4985 · SR/WA Revenue	16,275.00
500 · COURSE 500'S	
4501 · 501-Residential Reloc. Assist.	39,060.00
4502 · 502-Non-Residential Relocation	39,060.00
4503 · 503-Mobile Home Relocation	6,210.00
4504 · 504-Computing Replace. Hous.Pmt	13,020.00
4505 · 505-Advanced Res. Reloc.Assist.	10,350.00
4506 · 506-Advanced Bus. Reloc.Assist.	22,785.00
Total 500 · COURSE 500'S	130,485.00
600 · COURSE 600'S	
4600 · 600-Environmental Awareness	8,280.00
4600C · 600C-Environmental Awareness	6,210.00
4602 · 602-Project Devel.& Envir.Proc.	0.00
4602C · 602C-Project Development and ..	0.00
4603 · 603-Understanding Environment	12,420.00
4603C · 603C-Understanding Environment	6,210.00
4604 · 604-Envir Due Diligence and Li.	12,420.00
4606 · 606-Environmental Process	6,210.00
4606C · 606C-Environmental Process	4,140.00
Total 600 · COURSE 600'S	55,890.00
700 · COURSE 700'S	
4700 · 700-Introduction to Prop. Mgmt.	16,275.00
4700C · 700C-Introduction to Prop. Mgt.	6,510.00
4701 · 701-Property Mgmt. - Leasing	22,785.00
4703 · 703-Real Property/Asset Mgmt.	12,420.00
Total 700 · COURSE 700'S	57,990.00
800 · COURSE 800'S	
4800 · 800-Principles of R/E Law	22,785.00

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4800C · 800C- Principles of R/E Law	6,510.00
4801 · 801-Land Titles	6,510.00
4801C · 801C-Land Titles	6,510.00
4802 · 802-Legal Aspects of Easements	12,420.00
4802C · 802C-Legal Aspects of Easements	4,140.00
4803 · 803-Eminent Domain Law Basics..	39,060.00
4803C · 803C-Expropriation Law REP	9,765.00
4804 · 804-Skills of Expert Testimony	8,280.00
Total 800 · COURSE 800'S	115,980.00
900 · COURSE 900'S	
4900 · 900-Principles of R/E Engineer.	13,020.00
4900C · 900C-Principles of R/E Engineer	9,765.00
4901 · 901-Engineering Plan Develop.	14,490.00
4901C · 901C-Engineering Plan Develop.	2,070.00
4902 · 902-Property Descriptions	22,770.00
4902C · 902C-Property Descriptions	2,070.00
Total 900 · COURSE 900'S	64,185.00
990 · IRWA Sponsored Courses	
4996 · IRWA Sponsored Course Income	79,090.00
Total 990 · IRWA Sponsored Courses	79,090.00
Total 410 · COURSE INCOME - CLASSROOM	1,150,000.00
415 · COURSE INCOME - ONLINE	
4150 · Courses Discount - Online	
4953 · Course Discount - Online	-171,001.00
Total 4150 · Courses Discount - Online	-171,001.00
1000 · COURSE 100'S - ONLINE	
4100iV · 100iV-Principles of Land Acq	67,245.00
4103O · 103O-Ethics & ROW Prof.	42,915.00
4104O · 104O-Standards of Practice	42,915.00
4105O · 105O-URA Executive Summery	42,915.00
Total 1000 · COURSE 100'S - ONLINE	195,990.00
2000 · COURSE 200'S - ONLINE	
4200O · 2000-Princip. of R/E Negotiat.	67,245.00
4203O · 203O-Alternative Dispute Resol.	67,245.00
4205O · 205O-Bargaining Negotiations	67,245.00
4213O · 213O-Conflict Management	42,915.00
2000 · COURSE 200'S - ONLINE - Other	0.00
Total 2000 · COURSE 200'S - ONLINE	244,650.00
3000 · COURSE 300'S - ONLINE	
4303O · 303O-Management Consulting	67,245.00
4304O · 304O-When Public Agenc's Coll.	43,180.00
Total 3000 · COURSE 300'S - ONLINE	110,425.00
4000 · COURSE 400'S - ONLINE	
4400O · 400O-Principles of R/E Apprais.	67,660.00

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44020 · 4020-Intro to Income Cap Appro.	43,180.00
44030 · 4030-Easement Valuation	43,180.00
44110 · 4110 - Appraisal Concepts	26,220.00
Total 4000 · COURSE 400'S - ONLINE	180,240.00
5000 · COURSE 500'S - ONLINE	
45030 · 5030-Mobile Home Relocation	26,220.00
45070 · 5020-Special Non-Residential Py	26,220.00
45200 · 5200.Special Topics in Replac.	26,220.00
45210 · 5210-Non-Residential Fixed Pts.	27,810.00
Total 5000 · COURSE 500'S - ONLINE	106,470.00
6000 · COURSE 600'S - ONLINE	
46000 · 6000-Environmental Awareness	42,915.00
46060 · 6060-Environmental Process	42,915.00
4606CO · 606CO-Environmental Process Cdn	7,950.00
Total 6000 · COURSE 600'S - ONLINE	93,780.00
7000 · COURSE 700'S - ONLINE	
47000 · 7000-Introduction to Prop. Mgt.	67,245.00
Total 7000 · COURSE 700'S - ONLINE	67,245.00
8000 · COURSE 800'S - ONLINE	
48000 · 8000-Principles of R/E Law	67,245.00
48010 · 8010-Land Titles	73,485.00
48020 · 8020-Legal Aspects of Easements	46,875.00
Total 8000 · COURSE 800'S - ONLINE	187,605.00
9000 · COURSE 900'S - ONLINE	
49000 · 9000-Principles of R/E Engineer	71,405.00
Total 9000 · COURSE 900'S - ONLINE	71,405.00
Total 415 · COURSE INCOME - ONLINE	1,086,809.00
920 · EDUCATIONAL INCOME - OTHER	
4950 · Credentialing Income	105,000.00
4965 · CLIMB	35,275.00
4990 · Textbooks - Optional Sales	2,500.00
4991 · Textbooks - PROW Book	4,575.00
4997 · Vendor Discount	1,000.00
Total 920 · EDUCATIONAL INCOME - OTHER	148,350.00
Total 40 · EDUCATION INCOME	2,385,159.00
41 · ADVERTISING INCOME	
4010 · Magazine	250,000.00
4015 · Website	30,000.00
Total 41 · ADVERTISING INCOME	280,000.00
43 · INVESTMENT INCOME	
4020 · Interest & Dividend Income	36,000.00
Total 43 · INVESTMENT INCOME	36,000.00
44 · MEMBERSHIP INCOME	
4031 · Member Dues - Affiliates	7,400.00

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4033 · Member Dues - Agency	84,000.00
4035 · Member Dues - Application Fee	30,000.00
4037 · Member Dues - Late Fees	0.00
4039 · Member Dues - New	234,221.00
4041 · Member Dues - Renewal	1,680,030.00
Total 44 · MEMBERSHIP INCOME	2,035,651.00
45 · MERCHANDISE - SALES	
4490 · Sales of Merchandise	6,321.00
Total 45 · MERCHANDISE - SALES	6,321.00
46 · OTHER INCOME	
4045 · Magazine Subscription Income	890.00
4050 · Miscellaneous Income	100.00
Total 46 · OTHER INCOME	990.00
47 · SEMINARS & CONFERENCES	
950 · INTERNATIONAL CONFERENCE	
4667 · Advertising Revenue	10,000.00
4669 · Exhibitors Income	59,750.00
4675 · Registration Income	448,395.00
4677 · Sponsorship Income	160,000.00
Total 950 · INTERNATIONAL CONFERENCE	678,145.00
975 · OTHER SEMINARS & CONFERENCES	
4680 · FAU PRES - Global Congress	
4680R · Registration Income	18,400.00
4680S · Sponsorship Income	40,000.00
Total 4680 · FAU PRES - Global Congress	58,400.00
Total 975 · OTHER SEMINARS & CONFERENCES	58,400.00
Total 47 · SEMINARS & CONFERENCES	736,545.00
Total Income	5,480,666.00
Gross Profit	5,480,666.00
Expense	
50 · COST OF GOODS SOLD	
5001 · Merchandise	4,300.69
5002 · Merchandise - PROW Book	1,389.50
Total 50 · COST OF GOODS SOLD	5,690.19
55 · EDUCATION EXPENSES	
501 · COURSE EXPENSES	264,500.00
595 · EDUCATIONAL EXP. - OTHER	
5069 · Royalty	
5069O · 411O - Royalty Online	63,345.00
Total 5069 · Royalty	63,345.00
5008 · Class Incentive	75,000.00
5010 · Course Development Expenses	0.00
5012 · Course Expenses - Misc.	3,000.00
5014 · Course Revision Expenses	5,000.00

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5016 · Course State Certification	17,700.00
5020 · Credentialing Expense	5,775.00
5028 · CLIMB	50,000.00
5036 · Instructors' Material	15,000.00
5050 · Marketing Expense for Courses	5,000.00
50600 · Online Hosting	8,000.00
50650 · Online Seminars - IRWA	3,600.00
5066 · P/P/S Education	10,000.00
5068 · PROW Expenses	1,000.00
5080 · Textbooks-Cost of Opt. Purchase	0.00
5084 · Textbook Revision	0.00
Total 595 · EDUCATIONAL EXP. - OTHER	262,420.00
Total 55 · EDUCATION EXPENSES	526,920.00
597 · BUILDING OPERATION	
6003 · Bank Interest	8,950.00
6004 · Building Association Fee	16,644.00
6005 · Building Depreciation	37,100.00
6010 · Building Insurance - Commercial	1,650.00
6028 · Building Maintenance	16,250.00
6031 · Building Property Tax	19,000.00
6034 · Building Replacement Reserve	0.00
6036 · Building Utilities	15,000.00
Total 597 · BUILDING OPERATION	114,594.00
60 · PAYROLL & BENEFITS	
6020 · Payroll	1,979,672.45
6030 · Pension Plan	76,018.90
6040 · Taxes & Benefits - Insperity	532,132.29
Total 60 · PAYROLL & BENEFITS	2,587,823.64
67 · SEMINARS & CONFERENCES EXPENSES	
65 · INTERNATIONAL CONFERENCE	
6102 · Advisory Breakfast	875.00
6103 · Auction Reception	0.00
6104 · Audiovisual	112,000.00
6106 · Awards Program	3,000.00
6108 · Banquet	46,150.00
6110 · Breakfast	24,000.00
6112 · Breaks	85,000.00
6113 · Board of Directors	6,000.00
6114 · Cancellation Insurance	3,000.00
6115 · Committee Breaks	6,000.00
6116 · Committee Gifts	1,250.00
6117 · Committee Speakers	6,750.00
6118 · Conference Registration	14,700.00
6119 · Credit Card Fees	25,000.00

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6123 · Finnegan Fun Run	1,000.00
6124 · Exhibits	9,375.00
6126 · Fee to Local Host	10,000.00
6128 · Final Program Book	6,000.00
6129 · Graphics	1,000.00
6130 · Gratuities	3,000.00
6132 · Hotel Attrition	5,000.00
6135 · IEC Receptions	3,300.00
6139 · International Gifts	1,500.00
6140 · International Luncheon	0.00
6145 · Host Committee Food/Housing	4,000.00
6147 · luncheon/Award	39,850.00
6149 · Miscellaneous	10,000.00
6150 · Wednesday Night	
6152 · Decor	6,000.00
6153 · Facility	0.00
6150 · Wednesday Night - Other	3,000.00
Total 6150 · Wednesday Night	9,000.00
6157 · Names Tag and Ribbons	2,500.00
6159 · Opening Ceremonies	2,000.00
6160 · Past President/Other Comps	26,250.00
6161 · Photographer	8,000.00
6163 · Planning	12,000.00
6167 · Printing	3,000.00
6171 · Security	0.00
6172 · Shipping	10,000.00
6173 · Signs/Banners	2,500.00
6174 · Speakers Gifts	4,500.00
6175 · Speakers	50,000.00
6177 · Sponsor Premiums	20,000.00
6178 · Staff Site Visits	0.00
6180 · Staff Travel and Hotel	35,000.00
6181 · Reception	25,000.00
6183 · Temporary Personnel	4,000.00
6188 · Totes	8,500.00
Total 65 · INTERNATIONAL CONFERENCE	650,000.00
70 · OTHER SEMINARS & CONFERENCES	
6235 · FAU PRES - Global Congress	
6204 · Audiovisual	2,500.00
6249 · Miscellaneous	60,000.00
6283 · Temporary Personnel	20,000.00
Total 6235 · FAU PRES - Global Congress	82,500.00
Total 70 · OTHER SEMINARS & CONFERENCES	82,500.00
Total 67 · SEMINARS & CONFERENCES EXPENSE	732,500.00

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73 · TRAVEL EXPENSES	
74 · TRAVEL - REGIONS	
6501 · Region 1	5,000.00
6502 · Region 2	5,000.00
6503 · Region 3	5,000.00
6504 · Region 4	5,000.00
6505 · Region 5	5,000.00
6506 · Region 6	5,000.00
6507 · Region 7	5,000.00
6508 · Region 8	5,000.00
6509 · Region 9	5,000.00
6510 · Region 10	5,000.00
Total 74 · TRAVEL - REGIONS	50,000.00
75 · TRAVEL - INDUSTRIES & COPS	
6673 · Special Committee Projects	20,000.00
751 · Communities of Practice	
6605 · Asset Management COP	0.00
751 · Communities of Practice - Other	20,000.00
Total 751 · Communities of Practice	20,000.00
755 · Industry Committees	30,000.00
Total 75 · TRAVEL - INDUSTRIES & COPS	70,000.00
76 · TRAVEL - SERVICE COMMITTEES	
6675 · Ethics Committee	7,500.00
6685 · Nomination & Election Committee	18,000.00
6690 · PIPE	18,000.00
Total 76 · TRAVEL - SERVICE COMMITTEES	43,500.00
77 · TRAVEL - OTHER	
6710 · Agency Liaison	5,000.00
6720 · Allied Organizations	15,000.00
6730 · Appraisal Foundation	2,500.00
6750 · Committee Chair/Vice Meeting	5,000.00
Total 77 · TRAVEL - OTHER	27,500.00
78 · TRAVEL- INT'L GOVERNING COUNCIL	
6810 · IGC/IEC Meeting	68,400.00
6815 · Regional Meetings	6,000.00
6817 · Chapter Visits	12,000.00
6820 · Committee Liaison	6,500.00
6825 · Annual Conference	72,000.00
6830 · Other Expenses	6,000.00
Total 78 · TRAVEL- INT'L GOVERNING COUNCIL	170,900.00
79 · TRAVEL - STAFF	
6860 · IEC/IGC Meeting	10,500.00
6865 · Regional Meetings	30,000.00
6870 · Committee Liaison	6,000.00

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6875 · Chapter Meetings	20,000.00
6880 · Other Expenses	25,000.00
Total 79 · TRAVEL - STAFF	91,500.00
Total 73 · TRAVEL EXPENSES	453,400.00
80 · ADMINISTRATIVE EXPENSES	
7005 · Public Relations	25,000.00
7010 · Assets Costing Less Than \$250	3,600.00
7020 · Awards & Recognition	2,500.00
7050 · Bad Debt Expense	2,000.00
7100 · Bank Charges & Credit Card Fees	130,000.00
7130 · Car Expenses	12,000.00
7155 · Computer Consulting Fees	6,000.00
7160 · Constant Contact Email	3,540.00
7200 · Depreciation & Amortization	170,520.00
7220 · Dues & Subscriptions	6,500.00
7250 · Dues-Appraisal Foundation	4,700.00
7310 · Insurance-D&O	10,803.00
7320 · Insurance-D&O-Chapters	10,803.00
7340 · Insurance-General Liability	3,850.00
7350 · Inventory Obsolescence	600.00
7390 · Mail-Postal Equipment	1,200.00
7440 · Magazine-Printing	58,500.00
7450 · Magazine-Postage	37,200.00
7460 · Magazine-Art Work/Photography	5,420.00
7470 · Magazine-Other	11,100.00
7480 · Maintenance-AMS	17,600.00
7485 · Maintenance-Computer&Peripheral	22,415.00
7505 · Marketing & Development	
7505E · Marketing & Develop - Editorial	10,400.00
7505F · Marketing & Develop - Field Opp	40,000.00
Total 7505 · Marketing & Development	50,400.00
7530 · Membership Certificate & Pin	6,000.00
7540 · Membership-Higher Logic	21,420.00
7550 · Membership Renewal Mailings	24,000.00
7600 · Miscellaneous Expenses	1,200.00
7620 · Moving Expense	0.00
7650 · Postage & Shipping	35,000.00
7660 · Printing	1,000.00
7670 · Professional-Audit	26,000.00
7680 · Professional-Cdn Account.	2,616.00
7700 · Professional-Legal	8,000.00
7720 · Professional-Consulting	12,000.00
7730 · Professional-Organ'I Remodeling	50,000.00
7740 · QB Online for Chapters	28,050.00

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7800 · Rent-Offsite Storage	3,420.00
7820 · Staff Recruitment	8,000.00
7840 · Supplies-Kitchen	4,500.00
7850 · Supplies-Office	13,000.00
7870 · Taxes & Licenses	7,600.00
7875 · Teleconferencing	29,940.00
7890 · Telephone	30,400.00
7910 · Temporary Help	5,000.00
7930 · Training & Development	48,000.00
7950 · Uncategorized Expenses	0.00
7970 · Vacation Expense	20,000.00
7990 · Web Site-IRWA	28,000.00
Total 80 · ADMINISTRATIVE EXPENSES	1,009,397.00
88 · INCOME TAXES	
8800 · Federal and State Income Taxes	9,200.00
Total 88 · INCOME TAXES	9,200.00
Total Expense	5,439,524.83
Net Ordinary Income	41,141.17
Net Income	41,141.17