

## International Right of Way Association

### Statement of Activities for Seven Months Ended January 31, 2018

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	TOTAL
<b>INCOME</b>								
Total 40 · EDUCATION INCOME	147,035.25	161,605.04	159,578.27	216,076.96	177,307.26	110,291.58	247,356.96	1,219,251.32
Total 41 · ADVERTISING INCOME	21,017.64	20,881.71	21,528.10	22,152.86	21,447.37	23,773.05	23,908.92	154,709.65
Total 43 · INVESTMENT INCOME	4,979.57	1,946.54	3,521.90	1,782.25	1,786.02	28,960.50	1,709.39	44,686.17
Total 44 · MEMBERSHIP INCOME	161,921.61	170,714.82	166,255.94	162,670.91	162,950.51	162,651.16	133,667.85	1,120,832.80
Total 45 · MERCHANDISE - SALES	246.00	85.00	-	518.00	610.00	290.00	72.00	1,821.00
Total 46 · OTHER INCOME	60.00	-	-	-	5,000.00	-	30.00	5,090.00
Total 47 · SEMINARS & CONFERENCES	-	-	-	-	7,998.00	-	-	7,998.00
<b>TOTAL INCOME</b>	<b>\$335,260.07</b>	<b>\$355,233.11</b>	<b>\$350,884.21</b>	<b>\$403,200.98</b>	<b>\$377,099.16</b>	<b>\$325,966.29</b>	<b>\$ 406,745.12</b>	<b>\$2,554,388.94</b>
<b>EXPENSE</b>								
Total 50 · COST OF GOODS SOLD	\$ 259.41	\$ 86.68	\$ 99.25	\$ 493.60	\$ 569.53	\$ 297.97	\$ 307.54	\$ 2,113.98
Total 55 · EDUCATION EXPENSES	18,455.28	26,744.23	29,308.07	53,938.14	54,470.11	25,132.88	43,013.31	251,062.02
Total 597 · Building Operation	9,490.91	9,415.89	9,680.63	10,979.81	9,099.78	10,623.13	9,112.57	68,402.72
Total 60 · PAYROLL & BENEFITS	191,734.65	199,949.14	191,701.29	211,031.63	199,567.24	214,125.53	207,833.01	1,415,942.49
Total 67 · SEMINARS & CONFERENCES EXPENSES	726.56	-	-	-	102,788.33	-	-	103,514.89
Total 73 · TRAVEL EXPENSES	17,512.69	50,321.04	72,793.06	51,243.82	7,558.96	9,408.92	5,394.24	214,232.73
Total 80 · ADMINISTRATIVE EXPENSES	55,087.03	66,128.74	81,522.46	80,047.33	68,173.64	65,445.77	104,848.20	521,253.17
Total 88 · INCOME TAXES	-	-	-	-	6,000.00	-	-	6,000.00
<b>TOTAL EXPENSE</b>	<b>\$293,266.53</b>	<b>\$352,645.72</b>	<b>\$385,104.76</b>	<b>\$407,734.33</b>	<b>\$448,227.59</b>	<b>\$325,034.20</b>	<b>\$ 370,508.87</b>	<b>\$2,582,522.00</b>
<b>NET ORDINARY INCOME</b>	<b>\$ 41,993.54</b>	<b>\$ 2,587.39</b>	<b>\$ (34,220.55)</b>	<b>\$ (4,533.35)</b>	<b>\$ (71,128.43)</b>	<b>\$ 932.09</b>	<b>\$ 36,236.25</b>	<b>\$ (28,133.06)</b>
TOTAL OTHER INCOME	32,082.04	13,502.27	38,298.40	37,323.76	24,080.61	(7,748.66)	49,109.09	186,647.51
TOTAL OTHER EXPENSE	12,500.00	12,542.01	28,976.10	30,586.63	18,312.90	20,614.31	19,940.00	143,471.95
<b>NET OTHER INCOME (EXPENSE)</b>	<b>\$ 19,582.04</b>	<b>\$ 960.26</b>	<b>\$ 9,322.30</b>	<b>\$ 6,737.13</b>	<b>\$ 5,767.71</b>	<b>\$ (28,362.97)</b>	<b>\$ 29,169.09</b>	<b>\$ 43,175.56</b>
<b>NET INCOME</b>	<b>\$ 61,575.58</b>	<b>\$ 3,547.65</b>	<b>\$ (24,898.25)</b>	<b>\$ 2,203.78</b>	<b>\$ (65,360.72)</b>	<b>\$ (27,430.88)</b>	<b>\$ 65,405.34</b>	<b>\$ 15,042.50</b>