

**International Right of Way Association**  
**Statement of Activities for three Months Ended September 30, 2013**

|  | Jul 13               | Aug 13               | Sep 13                | TOTAL                  |
|--|----------------------|----------------------|-----------------------|------------------------|
| <b>INCOME</b>                              |                      |                      |                       |                        |
| Total 40 · EDUCATION INCOME                | 153,728.75           | 225,399.00           | 155,902.53            | 535,030.28             |
| Total 41 · ADVERTISING INCOME              | 18,121.81            | 27,099.75            | 16,634.92             | 61,856.48              |
| Total 43 · INVESTMENT INCOME               | 1,117.67             | 1,803.08             | 2,375.05              | 5,295.80               |
| Total 44 · MEMBERSHIP INCOME               | 159,768.27           | 158,137.89           | 160,079.91            | 477,986.07             |
| Total 45 · MERCHANDISE - SALES             | 473.00               | 315.00               | 425.00                | 1,213.00               |
| Total 46 · OTHER INCOME                    | 30.00                | 60.00                | 530.02                | 620.02                 |
| Total 47 · SEMINARS & CONFERENCES          | (300.00)             | (3,250.00)           | -                     | (3,550.00)             |
| <b>TOTAL INCOME</b>                        | <b>\$ 332,939.50</b> | <b>\$ 409,564.72</b> | <b>\$ 335,947.43</b>  | <b>\$ 1,078,451.65</b> |
| <b>EXPENSE</b>                             |                      |                      |                       |                        |
| Total 50 · COST OF GOODS SOLD              | 501.29               | 369.40               | 236.98                | 1,107.67               |
| Total 55 · EDUCATION EXPENSES              | 26,665.21            | 40,216.96            | 34,474.25             | 101,356.42             |
| Total 597 · Building Operation             | 12,246.16            | 14,058.52            | 13,236.26             | 39,540.94              |
| Total 60 · PAYROLL & BENEFITS              | 160,654.41           | 171,612.61           | 172,329.66            | 504,596.68             |
| Total 67 · SEMINARS & CONFERENCES EXPENSES | 631.19               | -                    | -                     | 631.19                 |
| Total 73 · TRAVEL EXPENSES                 | 22,965.93            | 5,369.92             | 88,349.00             | 116,684.85             |
| Total 80 · ADMINISTRATIVE EXPENSES         | 58,355.20            | 62,661.32            | 68,528.88             | 189,545.40             |
| <b>TOTAL EXPENSE</b>                       | <b>\$ 282,019.39</b> | <b>\$ 294,288.73</b> | <b>\$ 377,155.03</b>  | <b>\$ 953,463.15</b>   |
| <b>NET ORDINARY INCOME</b>                 | <b>\$ 50,920.11</b>  | <b>\$ 115,275.99</b> | <b>\$ (41,207.60)</b> | <b>\$ 124,988.50</b>   |
| TOTAL OTHER INCOME                         | 26,767.53            | 22,075.00            | 40,775.56             | 89,618.09              |
| TOTAL OTHER EXPENSE                        | 18,600.00            | 22,075.00            | 42,475.00             | 83,150.00              |
| <b>NET OTHER INCOME (EXPENSE)</b>          | <b>\$ 8,167.53</b>   | <b>\$ -</b>          | <b>\$ (1,699.44)</b>  | <b>\$ 6,468.09</b>     |
| <b>NET INCOME</b>                          | <b>\$ 59,087.64</b>  | <b>\$ 115,275.99</b> | <b>\$ (42,907.04)</b> | <b>\$ 131,456.59</b>   |