

International Right of Way Association														
Profit & Loss														
July 2017 through June 2018														
	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL	
Ordinary Income/Expense														
Income														
40 - EDUCATION INCOME														
410 - COURSE INCOME - CLASSROOM														
4985 - SR/WA Revenue	102.69	0.00	4,339.98	0.00	3,528.95	988.65	0.00	0.00	1,936.00	428.73	1,838.94	2,198.17	15,362.11	
100 - COURSE 100'S														
4100 - 100-Principles of Land Acq-US	0.00	0.00	8,337.00	0.00	10,760.31	0.00	6,236.01	0.00	0.00	0.00	0.00	0.00	25,333.32	
4100I - 100I-Principles of Land Acq	0.00	1,736.00	8,029.00	0.00	6,352.11	0.00	7,882.39	13,114.96	12,177.00	13,587.19	28,149.83	8,709.48	99,737.96	
4102 - 102-Elevating Your Ethical Awar	0.00	3,864.00	2,484.00	1,360.05	5,535.85	0.00	3,251.52	3,691.65	0.00	12,590.38	2,622.00	2,247.94	37,647.39	
4105 - 105-URA Executive Summary	0.00	0.00	0.00	0.00	0.00	10,273.98	24.54	0.00	0.00	0.00	5,040.41	23.02	15,361.95	
Total 100 - COURSE 100'S	0.00	5,600.00	18,850.00	1,360.05	22,648.27	10,273.98	17,394.46	16,806.61	12,177.00	26,177.57	35,812.24	10,980.44	178,080.62	
200 - COURSE 200'S														
4200 - 200-Princip. of R/E Negotiation	0.00	0.00	1,736.00	2,613.89	0.00	0.00	0.00	0.00	0.00	5,316.30	26.48	2,820.70	12,513.37	
4200C - 200C-Princip. of R/E Negotiat'n	0.00	0.00	0.00	2,851.47	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,851.47	
4201 - 201-Comm. in R/E Acquisition	0.00	0.00	5,048.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,775.34	0.00	8,824.28	
4203 - 203-Alternative Dispute Resol.	0.00	0.00	0.00	1,188.13	0.00	0.00	0.00	0.00	1,085.00	0.00	0.00	1,199.00	3,472.13	
4205C - 205C-Bargaining Negotiations	0.00	0.00	0.00	2,851.47	0.00	0.00	0.00	0.00	0.00	0.00	1,379.21	0.00	4,230.68	
4207 - 207-Practical Negotiations	0.00	0.00	0.00	0.00	0.00	4,943.36	0.00	0.00	0.00	1,594.89	0.00	0.00	6,538.25	
4209 - 209-Negotiating with Diverse CI	0.00	868.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,609.08	0.00	2,477.08	
4213 - 213-Conflict Management	0.00	1,656.00	0.00	4,231.28	4,039.59	0.00	812.88	0.00	0.00	6,043.62	7,162.98	6,354.17	30,300.52	
4213C - 213C-Conflict Management	0.00	0.00	2,070.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,070.05	
4215 - 215-R/W Acquisit. Pipeline Proj	1,114.17	0.00	0.00	2,851.51	0.00	0.00	2,130.37	1,719.99	2,170.00	7,974.45	1,838.94	0.00	19,799.43	
4218 - 218-R/W Acq. for Elec.Util.Proj	3,119.68	5,859.00	0.00	3,326.76	4,234.74	0.00	7,456.31	16,339.95	8,680.00	6,911.19	2,528.55	6,194.85	64,651.03	
4219 - 219-Introductory Instructor	0.00	0.00	1,085.00	0.00	0.00	0.00	0.00	0.00	0.00	1,063.26	0.00	1,199.00	3,347.26	
4225 - 225-Social Ecology	0.00	0.00	0.00	3,777.93	0.00	0.00	0.00	0.00	5,106.00	1,690.44	8,040.08	0.00	18,614.45	
4230 - 230-Oil&Gas Land Basics & Issue	0.00	2,898.00	0.00	0.00	0.00	2,357.78	0.00	0.00	1,518.00	0.00	0.00	0.00	6,773.78	
4235C - C235C - Cdn Oil & Gas Industry	0.00	0.00	3,223.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,223.35	
Total 200 - COURSE 200'S	4,233.85	11,281.00	13,163.34	23,692.44	8,274.33	7,301.14	10,399.56	18,059.94	18,559.00	30,594.15	26,360.66	17,767.72	189,687.13	
300 - COURSE 300'S														
4303 - 303-Management Consulting	0.00	0.00	1,085.00	0.00	2,823.16	0.00	0.00	0.00	0.00	0.00	0.00	999.17	4,907.33	
4304 - 304-When Public Agenc's Collide	0.00	1,104.00	966.00	0.00	448.85	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,518.85	
Total 300 - COURSE 300'S	0.00	1,104.00	2,051.00	0.00	3,272.01	0.00	0.00	0.00	0.00	0.00	0.00	999.17	7,426.18	
400 - COURSE 400'S														
4400 - 400-Principles of R/E Appraisal	102.69	0.00	2,387.00	4,514.89	1,909.21	2,281.46	3,195.56	0.00	6,760.85	654.20	5,313.45	1,798.51	28,917.82	
4400C - 400C-Principles of R/E Apprais.	0.00	0.00	0.00	0.00	0.00	0.00	1,065.19	0.00	0.00	3,455.59	0.00	0.00	4,520.78	
4402 - 402-Intro to Income Cap Approac	0.00	0.00	0.00	906.72	0.00	0.00	0.00	0.00	0.00	0.00	2,631.30	0.00	3,538.02	
4403 - 403-Easement Valuation	3,259.34	0.00	0.00	0.00	0.00	0.00	2,980.56	0.00	0.00	2,366.61	1,900.38	0.00	10,506.89	
4406B - 406B-7 Hour National USPAP	0.00	0.00	0.00	0.00	1,105.85	0.00	0.00	1,684.33	0.00	1,561.82	0.00	0.00	4,352.00	
4409 - 409-Integrating Appraisal Stds.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,106.00	0.00	0.00	0.00	5,106.00	
4410 - 410-Review. Apprais. in Eminent	2,834.21	0.00	0.00	0.00	0.00	1,886.22	0.00	0.00	414.00	0.00	0.00	0.00	5,134.43	
4417 - 417-Valuation of Contamin. R/E	0.00	0.00	0.00	0.00	5,881.58	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,881.58	
4421 - 421-Valuation of Partial Acquis	51.34	0.00	15,086.00	19,563.08	9,469.07	0.00	0.00	1,180.02	3,970.00	11,185.05	15,560.05	0.00	76,064.61	
4421C - 421C-Valuation of Partial Acqui	0.00	0.00	3,572.97	0.00	0.00	0.00	0.00	0.00	0.00	8,753.52	0.00	0.00	12,326.49	
4431 - 431-Problems in Valuation P/A	6,376.97	0.00	0.00	0.00	0.00	0.00	4,877.28	0.00	0.00	0.00	0.00	0.00	11,254.25	
4431C - 431C-Problems in Valuation P/A	0.00	0.00	0.00	0.00	1,496.18	0.00	0.00	0.00	0.00	0.00	4,531.68	0.00	6,027.86	
Total 400 - COURSE 400'S	12,624.55	0.00	21,045.97	24,984.69	19,861.89	4,167.68	12,118.59	2,864.35	16,250.85	27,976.79	29,936.86	1,798.51	173,630.73	
500 - COURSE 500'S														
4501 - 501-Residential Reloc. Assist.	3,119.68	3,255.00	0.00	0.00	7,057.90	0.00	7,030.24	1,719.99	0.00	1,860.70	2,068.81	0.00	26,112.32	
4502 - 502-Non-Residential Relocation	2,228.35	3,038.00	7,812.00	2,613.89	3,085.53	0.00	6,440.21	1,199.84	7,812.00	0.00	0.00	0.00	34,229.82	
4503 - 503-Mobile Home Relocation	566.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	566.84	
4504 - 504-Computing Replace. Hous.Pmt	2,005.51	0.00	1,953.00	0.00	0.00	0.00	1,278.22	5,159.98	5,667.00	0.00	0.00	0.00	16,063.71	
4505 - 505-Advanced Res. Reloc.Assist.	1,275.39	3,036.00	878.00	27.38	0.00	500.03	2,032.20	1,367.28	3,312.00	30.62	0.00	0.00	12,458.90	
4506 - 506-Advanced Bus. Reloc.Assist.	0.00	5,094.75	0.00	0.00	0.00	0.00	2,658.30	0.00	1,953.00	30.62	0.00	0.00	9,736.67	
Total 500 - COURSE 500'S	9,195.77	14,423.75	10,643.00	2,641.27	10,143.43	500.03	19,439.17	9,447.09	18,744.00	1,921.94	2,068.81	0.00	99,168.26	
600 - COURSE 600'S														
4600 - 600-Environmental Awareness	0.00	690.00	0.00	1,360.05	0.00	0.00	0.00	0.00	0.00	2,366.61	0.00	0.00	4,416.66	
4600C - 600C-Environmental Awareness	0.00	0.00	1,242.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,242.03	
4603 - 603-Understanding Environment	0.00	1,518.00	0.00	2,417.87	3,441.13	0.00	0.00	0.00	966.00	0.00	1,315.65	2,160.42	11,819.07	
4603C - 603C-Understanding Environment	0.00	0.00	1,242.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,242.03	
4604 - 604-Envir Due Diligence and Li.	0.00	4,002.06	0.00	2,115.69	2,094.60	0.00	2,845.08	0.00	1,242.00	1,521.39	7,455.35	2,414.58	23,690.75	
4606 - 606-Environmental Process	0.00	414.00	0.00	0.00	1,685.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,099.36	
4606C - 606C-Environmental Process	0.00	0.00	690.02	0.00	27.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	717.12	
Total 600 - COURSE 600'S	0.00	6,624.06	3,174.08	5,893.61	7,248.19	0.00	2,845.08	0.00	2,208.00	3,888.00	8,771.00	4,575.00	45,227.02	
700 - COURSE 700'S														
4700 - 700-Introduction to Prop. Mgmt.	0.00	2,170.00	1,736.00	0.00	1,411.58	0.00	0.00	24.77	0.00	6,911.19	0.00	3,397.18	15,650.72	
4700C - 700C-Introduction to Prop. Mgt.	0.00	0.00	0.00	0.00	0.00	0.00	3,834.67	0.00	0.00	0.00	0.00	0.00	3,834.67	
4701 - 701-Property Mgmt. - Leasing	0.00	651.00	1,519.00	5,703.02	0.00	0.00	1,065.19	0.00	0.00	0.00	0.00	1,798.51	10,736.72	
4703 - 703-Real Property/Asset Mgmt.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	820.37	0.00	0.00	0.00	0.00	820.37	
Total 700 - COURSE 700'S	0.00	2,821.00	3,255.00	5,703.02	1,411.58	0.00	4,899.86	845.14	0.00	6,911.19	0.00	5,195.69	31,042.48	
800 - COURSE 800'S														
4800 - 800-Principles of R/E Law	0.00	0.00	0.00	4,039.64	1,882.11	0.00	0.00	0.00	1,519.00	0.0				

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL
4041 - Member Dues - Renewal	139,767.29	138,031.03	136,382.31	136,268.95	136,708.95	136,268.89	122,010.59	125,988.04	128,053.13	129,544.57	131,501.54	146,604.59	1,607,129.88
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	139,155.68	148,064.77	151,688.05	154,862.18	189,150.20	1,903,753.68
45 - MERCHANDISE - SALES													
4490 - Sales of Merchandise	246.00	85.00	0.00	518.00	610.00	290.00	72.00	498.00	630.00	1,134.00	1,067.00	357.00	5,507.00
Total 45 - MERCHANDISE - SALES	246.00	85.00	0.00	518.00	610.00	290.00	72.00	498.00	630.00	1,134.00	1,067.00	357.00	5,507.00
46 - OTHER INCOME													
4045 - Magazine Subscription Income	60.00	0.00	0.00	0.00	0.00	0.00	30.00	340.00	60.00	0.00	0.00	60.00	550.00
4050 - Miscellaneous Income	0.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 46 - OTHER INCOME	60.00	0.00	0.00	0.00	5,000.00	0.00	30.00	340.00	60.00	0.00	0.00	60.00	5,550.00
47 - SEMINARS & CONFERENCES													
950 - INTERNATIONAL CONFERENCE													
4667 - Advertising Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,240.00	6,240.00
4669 - Exhibitors Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	44,500.00	44,500.00
4675 - Registration Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	408,365.00	408,365.00
4677 - Sponsorship Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	142,700.00	142,700.00
Total 950 - INTERNATIONAL CONFERENCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	601,805.00	601,805.00
975 - OTHER SEMINARS & CONFERENCES													
4680 - FAU PRES - Global Congress													
4680R - Registration Income	0.00	0.00	0.00	0.00	3,998.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,998.00
4680S - Sponsorship Income	0.00	0.00	0.00	0.00	4,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00
Total 4680 - FAU PRES - Global Congress	0.00	0.00	0.00	0.00	7,998.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,998.00
Total 975 - OTHER SEMINARS & CONFERENCE	0.00	0.00	0.00	0.00	7,998.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,998.00
Total 47 - SEMINARS & CONFERENCES	0.00	0.00	0.00	0.00	7,998.00	0.00	0.00	0.00	0.00	0.00	0.00	601,805.00	609,803.00
Total Income	335,260.07	355,233.11	350,884.21	403,200.98	377,099.16	325,966.29	406,745.12	289,955.20	316,312.10	382,367.65	434,483.97	1,321,668.61	5,299,176.47
Gross Profit	335,260.07	355,233.11	350,884.21	403,200.98	377,099.16	325,966.29	406,745.12	289,955.20	316,312.10	382,367.65	434,483.97	1,321,668.61	5,299,176.47
Expense													
50 - COST OF GOODS SOLD													
5001 - Merchandise	180.01	66.83	0.00	374.50	470.28	238.42	49.49	379.57	493.86	877.72	777.75	260.63	4,169.06
5002 - Merchandise - PROW Book	79.40	19.85	99.25	119.10	99.25	59.55	258.05	39.70	39.70	79.40	138.95	59.91	1,092.11
Total 50 - COST OF GOODS SOLD	259.41	86.68	99.25	493.60	569.53	297.97	307.54	419.27	533.56	957.12	916.70	320.54	5,261.17
55 - EDUCATION EXPENSES													
501 - COURSE EXPENSES													
5070 - SR/WA Expenses	0.00	0.00	924.98	0.00	853.62	0.00	0.00	0.00	476.52	0.00	335.43	653.83	3,244.38
510 - COURSE 100'S													
5100 - 100-Principles of Land Acq-US	276.58	0.00	1,663.54	0.00	1,253.73	0.00	891.19	0.00	0.00	0.00	0.00	0.00	4,085.04
5100i - 100i-Principl. of Land Acq-In'l	0.00	2,103.67	3,757.99	0.00	5,681.06	0.00	3,192.09	5,278.46	6,058.71	4,851.74	11,874.83	7,094.41	49,892.96
5102 - 102-Elevating Your Ethical Awar	115.87	3,840.24	1,762.08	857.45	2,468.54	0.00	1,113.80	1,858.15	0.00	5,613.40	883.62	973.74	19,486.89
5105 - 105-URA Executive Summery	0.00	0.00	0.00	0.00	0.00	1,328.58	0.00	0.00	0.00	0.00	633.82	0.00	1,962.40
Total 510 - COURSE 100'S	392.45	5,943.91	7,183.61	857.45	9,403.33	1,328.58	5,197.08	7,136.61	6,058.71	10,465.14	13,392.27	8,068.15	75,427.29
520 - COURSE 200'S													
5200 - 200-Princip. of R/E Negotiation	0.00	329.29	195.18	236.55	0.00	0.00	0.00	0.00	493.38	0.00	0.00	259.32	1,513.72
5200C - 200C-Princip. of R/E Negotiat'n	0.00	0.00	0.00	340.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	340.70
5201 - 201-Comm. in R/E Acquisition	0.00	0.00	370.18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	539.55	0.00	909.73
5203 - 203-Alternative Dispute Resol.	0.00	0.00	0.00	297.59	0.00	0.00	0.00	0.00	235.05	0.00	0.00	187.71	720.35
5205C - 205C-Bargaining Negotiations	0.00	0.00	0.00	276.76	0.00	0.00	0.00	0.00	0.00	0.00	324.93	0.00	601.69
5207 - 207-Practical Negotiations	0.00	0.00	0.00	0.00	0.00	991.44	0.00	0.00	0.00	309.42	0.00	0.00	1,300.86
5209 - 209-Negotiating with Diverse Cl	0.00	261.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	464.41	0.00	726.01
5213 - 213-Conflict Management	0.00	214.30	321.95	573.19	544.95	0.00	267.20	0.00	0.00	681.55	826.69	942.81	4,372.64
5215 - 215-R/W Acquisit. Pipeline Proj	534.47	0.00	0.00	580.52	0.00	0.00	798.36	686.56	1,002.90	1,751.93	576.51	0.00	5,393.25
5218 - 218-R/W Acq. for Elec.Util.Proj	689.37	1,203.58	0.00	525.75	1,135.94	0.00	1,770.27	3,889.08	2,317.62	1,318.98	699.63	867.35	14,417.57
5219 - 219-Introductory Facilitator	0.00	0.00	135.19	0.00	0.00	0.00	0.00	0.00	147.29	0.00	0.00	304.64	587.12
5225 - 225-Social Ecology	0.00	0.00	0.00	781.65	0.00	0.00	0.00	0.00	1,803.16	478.98	1,692.08	0.00	4,755.87
5230 - 230-Oil&Gas Land Basics & Issue	0.00	2,025.96	0.00	0.00	0.00	1,595.45	0.00	0.00	1,570.11	0.00	0.00	0.00	5,191.52
Total 520 - COURSE 200'S	1,223.84	4,034.73	1,022.50	3,612.71	1,680.89	2,586.89	2,835.83	4,575.64	6,928.84	5,181.53	5,123.80	2,561.83	41,369.03
530 - COURSE 300'S													
5303 - 303-Management Consulting	0.00	0.00	204.10	0.00	314.33	0.00	0.00	0.00	0.00	0.00	0.00	131.69	650.12
5304 - 304-When Public Agenc's Collide	0.00	150.74	240.83	0.00	127.85	0.00	0.00	0.00	0.00	0.00	0.00	0.00	519.42
Total 530 - COURSE 300'S	0.00	150.74	444.93	0.00	442.18	0.00	0.00	0.00	0.00	0.00	0.00	131.69	1,169.54
540 - COURSE 400'S													
5400 - 400-Principles of R/E Appraisal	198.50	0.00	993.87	968.23	709.80	847.84	527.95	0.00	6,974.48	234.06	1,370.79	1,368.27	14,193.79
5400C - 400C-Principles of R/E Apprais.	0.00	0.00	0.00	0.00	0.00	0.00	598.81	0.00	0.00	773.06	0.00	0.00	1,371.87
5402 - 402-Intro to Income Cap Approac	0.00	0.00	0.00	246.11	0.00	0.00	0.00	0.00	0.00	0.00	455.24	0.00	701.35
5403 - 403-Easement Valuation	528.49	0.00	0.00	0.00	0.00	0.00	551.46	0.00	0.00	343.90	474.79	0.00	1,898.64
5406B - 406B-7 Hour National USPAP	0.00	0.00	0.00	0.00	984.86	0.00	0.00	835.08	0.00	620.61	0.00	0.00	2,440.55
5409 - 409-Integrating Appraisal Stds.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	898.89	0.00	0.00	0.00	898.89
5410 - 410-Review.Apprais. in Eminent	341.60	0.00	0.00	0.00	0.00	918.27	0.00	0.00	250.66	0.00	0.00	0.00	1,510.53
5417 - 417-Valuation of Contamin. R/E	0.00	0.00	0.00	0.00	798.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	798.29
5421 - 421-Valuation of Partial Acquis	0.00	0.00	2,450.89	3,254.85	543.59	0.00	0.00	759.53	956.23	1,019.17	2,065.17	0.00	11,049.43
5421C - 421C-Valuation of Partial Acqui	0.00	0.00	524.10	0.00	0.00	0.00	0.00	0.00	1,602.45	0.00	0.00	0.00	2,126.55
5431 - 431-Problems in Valuation P/A	730.02	0.00	0.00	0.00	0.00	0.00	708.40	0.00	0.00	0.00	0.00	0.00	1,438.42
5431C - 431C-Problems in Valuation P/A	0.00	0.00	0.00	0.00	326.88	0.00	0.00	0.00	0.00	0.00	540.52	0.00	867.40
Total 540 - COURSE 400'S	1,798.61	0.00	3,968.86	4,469.19	3,363.42	1,766.11	2,386.62	1,594.61	9,080.26	4,593.25	4,9		

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL
5600C · 600C-Environmental Awareness	0.00	0.00	304.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	304.06
5603 · 603-Understanding Environment	0.00	433.86	0.00	562.38	447.50	0.00	0.00	0.00	197.33	0.00	264.24	433.24	2,338.55
5603C · 603C-Understanding Environment	0.00	0.00	211.73	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	211.73
5604 · 604-Envir Due Diligence and Li.	0.00	1,084.09	0.00	406.64	478.82	0.00	709.18	0.00	239.94	721.13	1,597.43	507.74	5,744.97
5606 · 606-Environmental Process	0.00	247.81	0.00	0.00	262.79	0.00	0.00	0.00	0.00	0.00	0.00	0.00	510.60
5606C · 606C-Environmental Process	0.00	0.00	285.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	285.28
Total 560 · COURSE 600'S	0.00	1,969.92	801.07	1,186.40	1,189.11	0.00	709.18	0.00	437.27	1,356.94	1,861.67	940.98	10,452.54
570 · COURSE 700'S													
5700 · 700-Introduction to Prop. Mgmt.	0.00	423.68	244.58	0.00	165.95	0.00	0.00	116.91	0.00	496.81	0.00	516.66	1,964.59
5700C · 700C-Introduction to Prop. Mgt.	0.00	0.00	0.00	0.00	0.00	0.00	458.39	0.00	0.00	0.00	0.00	0.00	458.39
5701 · 701-Property Mgmt. - Leasing	0.00	206.79	230.75	651.10	0.00	0.00	341.30	0.00	0.00	0.00	0.00	367.31	1,797.25
Total 570 · COURSE 700'S	0.00	630.47	475.33	651.10	165.95	0.00	799.69	116.91	0.00	496.81	0.00	883.97	4,220.23
580 · COURSE 800'S													
5800 · 800-Principles of R/E Law	0.00	0.00	0.00	970.63	874.77	0.00	0.00	0.00	178.39	0.00	644.36	0.00	2,668.15
5800C · 800C-Principles of R/E Law	0.00	0.00	0.00	219.81	0.00	0.00	0.00	0.00	0.00	0.00	618.53	0.00	838.34
5801 · 801-Land Titles	0.00	0.00	2,180.08	618.88	0.00	0.00	0.00	0.00	468.47	0.00	0.00	1,968.18	5,235.61
5801C · 801C-Land Titles	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	565.49	0.00	565.49
5802 · 802-Legal Aspects of Easements	577.94	0.00	1,764.12	1,324.49	0.00	0.00	0.00	1,149.45	0.00	0.00	0.00	1,717.79	6,533.79
5803 · 803-Eminent Domain Law Basics..	528.88	0.00	2,168.20	913.34	873.97	958.69	323.42	0.00	0.00	623.27	0.00	0.00	6,389.77
5803C · 803C-Expropriation Law REP	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,748.23	1,748.23
5804 · Skills of Expert Testimony	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,499.98	161.66	0.00	0.00	1,661.64
Total 580 · COURSE 800'S	1,106.82	0.00	6,112.40	4,047.15	1,748.74	958.69	323.42	1,149.45	2,146.84	784.93	1,828.38	5,434.20	25,641.02
590 · COURSE 900'S													
5900 · 900-Principles of R/E Engineer.	1,044.49	0.00	1,237.96	995.86	0.00	0.00	651.42	0.00	0.00	426.92	618.07	0.00	4,974.72
5901 · 901-Engineering Plan Develop.	0.00	0.00	524.10	1,493.63	0.00	0.00	486.32	856.24	1,404.82	809.71	1,332.25	0.00	6,907.07
5901C · 901C-Engineering Plan Develop.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	258.86	0.00	0.00	0.00	0.00	258.86
5902 · 902-Property Descriptions	0.00	0.00	995.38	1,479.12	0.00	0.00	863.98	899.15	1,534.21	798.87	725.08	1,433.22	8,729.01
5902C · 902C-Property Descriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	334.69	0.00	0.00	0.00	0.00	334.69
Total 590 · COURSE 900'S	1,044.49	0.00	2,757.44	3,968.61	0.00	0.00	2,001.72	2,348.94	2,939.03	2,035.50	2,675.40	1,433.22	21,204.35
599 · IRWA Sponsored Courses													
5996 · IRWA Sponsored Course Expense	1,978.00	2,032.70	1,015.14	14,627.15	11,946.72	3,843.79	4,291.06	2,037.03	2,726.47	3,569.95	12,040.30	4,124.68	64,232.99
Total 599 · IRWA Sponsored Courses	1,978.00	2,032.70	1,015.14	14,627.15	11,946.72	3,843.79	4,291.06	2,037.03	2,726.47	3,569.95	12,040.30	4,124.68	64,232.99
Total 501 · COURSE EXPENSES	9,113.03	16,533.94	26,374.03	33,758.33	32,272.17	10,607.56	21,463.82	21,038.33	33,920.02	28,717.31	42,424.96	25,600.82	301,824.32
595 · EDUCATIONAL EXP. - OTHER													
5069 · Royalty													
5069O · 411O - Royalty Online	0.00	0.00	0.00	2,880.00	0.00	0.00	3,175.00	0.00	0.00	5,665.00	0.00	6,160.00	17,880.00
Total 5069 · Royalty	0.00	0.00	0.00	2,880.00	0.00	0.00	3,175.00	0.00	0.00	5,665.00	0.00	6,160.00	17,880.00
5005 · Scholarship Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	51,856.00	51,856.00
5008 · Class Incentive	6,060.80	6,060.80	-2,683.20	6,060.80	6,060.80	6,060.80	6,060.80	6,060.80	6,060.80	6,060.80	6,060.80	-6,508.80	51,416.00
5009 · Class Incentive - Other	0.00	0.00	1,000.00	0.00	0.00	3,000.00	8,700.00	600.00	0.00	0.00	0.00	0.00	13,300.00
5010 · Course Development Expenses	0.00	0.00	0.00	0.00	206.16	0.00	0.00	75.00	692.14	0.00	0.00	0.00	973.30
5012 · Course Expenses - Misc.	170.00	185.00	1,496.74	1,242.84	1,878.53	200.00	200.00	200.00	470.00	215.00	230.00	230.00	6,718.11
5014 · Course Revision Expenses	0.00	0.00	0.00	700.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	700.00
5016 · Course State Certification	470.26	510.00	-260.00	1,362.50	3,080.00	1,072.50	70.00	4,170.00	525.00	1,398.38	115.00	235.00	12,748.64
5020 · Credentialing Expense	290.81	478.93	541.78	552.10	337.60	1,057.42	324.89	445.92	518.07	595.95	236.99	1,752.01	7,132.47
5028 · CLIMB	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,188.93	8,188.93
5032 · Instructors' Develop.	0.00	0.00	0.00	2,565.92	7,939.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,505.42
5036 · Instructors' Material	658.83	2,095.40	2,003.15	3,056.79	962.71	1,015.34	1,488.09	398.23	1,695.54	1,012.70	1,308.93	815.81	16,511.52
5050 · Marketing Expense for Courses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	675.87	0.00	0.00	675.87
5060O · Online Hosting	450.00	450.00	0.00	0.00	0.00	1,800.00	0.00	0.00	0.00	2,250.00	450.00	5,400.00	5,400.00
5065O · Online Seminars - IRWA	300.00	302.97	300.00	300.00	300.00	300.00	302.31	300.00	300.00	300.00	300.00	300.00	3,605.28
5066 · P/P/S Education	941.55	127.19	535.57	1,458.86	1,432.64	19.26	1,228.40	81.47	3,552.04	551.43	19.26	1,038.87	10,986.54
Total 595 · EDUCATIONAL EXP. - OTHER	9,342.25	10,210.29	2,934.04	20,179.81	22,197.94	14,525.32	21,549.49	12,331.42	13,813.59	16,475.13	10,520.98	64,517.82	218,598.08
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	33,369.75	47,733.61	45,192.44	52,945.94	90,118.64	520,422.40
597 · BUILDING OPERATION													
6003 · Bank Interest	803.39	776.90	726.14	723.61	674.41	669.99	643.09	556.48	558.85	573.57	534.39	490.71	7,731.53
6004 · Building Association Fee	1,320.64	1,320.64	1,320.64	1,320.64	1,320.64	1,320.64	1,320.64	1,320.64	1,320.64	1,320.64	1,320.64	1,320.64	15,847.68
6005 · Building Depreciation	3,085.20	3,085.20	3,085.20	3,085.20	3,085.20	3,085.20	3,085.20	3,085.20	3,085.20	3,085.20	3,085.20	3,085.20	37,022.40
6028 · Building Maintenance	1,220.70	1,102.34	1,073.12	2,820.02	1,067.70	2,679.03	1,220.70	2,322.21	1,413.85	1,625.70	1,299.56	495.22	18,340.15
6031 · Building Property Tax	1,960.00	1,960.00	2,276.57	2,065.52	2,065.52	2,065.52	2,065.52	2,065.52	2,065.52	2,065.52	2,065.52	2,065.52	24,786.25
6036 · Building Utilities	1,100.98	1,170.81	1,198.96	964.82	886.31	802.75	777.42	769.52	807.01	797.80	793.62	1,075.38	11,145.38
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	10,119.57	9,251.07	9,468.43	9,098.93	8,532.67	114,873.39
60 · PAYROLL & BENEFITS													
6020 · Payroll	148,946.19	155,122.08	147,678.89	164,265.50	155,345.61	167,942.72	149,296.40	140,779.72	162,635.71	145,532.26	151,706.21	156,083.52	1,845,334.81
6030 · Pension Plan	4,165.85	4,370.98	4,224.90	4,820.11	4,241.95	4,327.50	5,947.73	5,606.52	6,313.00	5,695.04	5,935.66	6,029.58	61,678.82
6040 · Taxes & Benefits - Insperity	38,622.61	40,456.08	39,797.50	41,946.02	39,979.68	41,855.31	52,588.88	42,470.78	44,744.59	41,981.58	43,279.01	43,661.41	511,383.45
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	188,857.02	213,693.30	193,208.88	200,920.88	205,774.51	2,418,397.08
67 · SEMINARS & CONFERENCES EXPENSES													

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL
6145 - Host Committee Food/Housing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,837.52	5,837.52
6147 - luncheon/Award	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32,102.88	32,102.88
6149 - Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,190.07	12,190.07
6150 - Wednesday Night													
6153 - Facility	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,672.83	7,672.83
Total 6150 - Wednesday Night	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,672.83	7,672.83
6157 - Names Tag and Ribbons	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,521.57	2,521.57
6159 - Opening Ceremonies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	435.37	435.37
6160 - Past President/Other Comps	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13,620.00	13,620.00
6161 - Photographer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,953.86	5,953.86
6163 - Planning	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16,014.78	16,014.78
6172 - Shipping	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,099.93	6,099.93
6173 - Signs/Banners	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,788.16	1,788.16
6174 - Speakers Gifts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	455.55	455.55
6175 - Speakers	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,462.67	40,462.67
6177 - Sponsor Premiums	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32,361.66	32,361.66
6180 - Staff Travel and Hotel	726.56	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,581.98	41,308.54
6181 - Reception	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,589.60	8,589.60
6183 - Temporary Personnel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,218.07	2,218.07
6188 - Totes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,824.50	5,824.50
Total 65 - INTERNATIONAL CONFERENCE	726.56	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	529,383.99	530,110.55
70 - OTHER SEMINARS & CONFERENCES													
6235 - FAU PRES - Global Congress													
6249 - Miscellaneous	0.00	0.00	0.00	0.00	66,025.17	0.00	0.00	0.00	0.00	0.00	0.00	0.00	66,025.17
6283 - Temporary Personnel	0.00	0.00	0.00	0.00	36,763.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00	36,763.16
Total 6235 - FAU PRES - Global Congress	0.00	0.00	0.00	0.00	102,788.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	102,788.33
Total 70 - OTHER SEMINARS & CONFERENCES	0.00	0.00	0.00	0.00	102,788.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	102,788.33
Total 67 - SEMINARS & CONFERENCES EXPENSES	726.56	0.00	0.00	0.00	102,788.33	0.00	0.00	0.00	0.00	0.00	0.00	529,383.99	632,898.88
73 - TRAVEL EXPENSES													
74 - TRAVEL - REGIONS													
6501 - Region 1	0.00	0.00	107.39	801.05	438.23	0.00	1,558.24	0.00	1,903.99	806.32	0.00	0.00	5,615.22
6503 - Region 3	0.00	0.00	0.00	775.78	0.00	0.00	0.00	0.00	1,457.32	728.45	0.00	0.00	2,961.55
6504 - Region 4	0.00	0.00	0.00	1,640.95	0.00	0.00	0.00	0.00	1,228.26	0.00	0.00	0.00	2,869.21
6505 - Region 5	0.00	0.00	0.00	679.24	0.00	0.00	0.00	0.00	0.00	0.00	717.72	0.00	1,396.96
6506 - Region 6	0.00	0.00	0.00	2,363.73	0.00	0.00	0.00	0.00	2,395.91	0.00	0.00	0.00	4,759.64
6507 - Region 7	0.00	0.00	0.00	463.72	0.00	344.00	180.00	0.00	1,182.82	0.00	0.00	0.00	2,170.54
6508 - Region 8	0.00	0.00	0.00	0.00	0.00	1,295.04	0.00	0.00	0.00	0.00	770.04	0.00	2,065.08
6509 - Region 9	0.00	655.98	0.00	1,696.19	0.00	0.00	0.00	0.00	1,145.94	0.00	0.00	864.56	4,362.67
6510 - Region 10	0.00	0.00	0.00	72.57	279.76	0.00	0.00	0.00	0.00	0.00	1,225.56	0.00	1,577.89
Total 74 - TRAVEL - REGIONS	0.00	655.98	107.39	8,493.23	717.99	1,639.04	1,738.24	0.00	5,690.07	5,158.94	2,713.32	864.56	27,778.76
75 - TRAVEL - INDUSTRIES & COPS													
751 - Communities of Practice													
6605 - Asset Management COP	2,598.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	391.80	2,990.28
6670 - Valuation COP	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	391.80	391.80
Total 751 - Communities of Practice	2,598.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	783.60	3,382.08
755 - Industry Committees													
6640 - Public Agency Committee	0.00	0.00	0.00	-850.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	289.80	-560.87
6660 - Transportation Committee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	924.88	0.00	0.00	391.80	1,316.68
6665 - Electric & Utilities Committee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	391.80	391.80
Total 755 - Industry Committees	0.00	0.00	0.00	-850.67	0.00	0.00	0.00	0.00	924.88	0.00	0.00	1,073.40	1,147.61
Total 75 - TRAVEL - INDUSTRIES & COPS	2,598.48	0.00	0.00	-850.67	0.00	0.00	0.00	0.00	924.88	0.00	0.00	1,857.00	4,529.69
76 - TRAVEL - SERVICE COMMITTEES													
6675 - Ethics Committee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,239.76	2,239.76
6680 - Communic. & Marketing Committee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6685 - Nomination & Election Committee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,318.67	8,318.67
6690 - PIPE	0.00	0.00	21,165.86	857.66	0.00	0.00	0.00	0.00	0.00	0.00	3,343.44	1,466.04	26,833.00
Total 76 - TRAVEL - SERVICE COMMITTEES	0.00	0.00	21,165.86	857.66	0.00	0.00	0.00	0.00	0.00	0.00	3,343.44	12,024.47	37,391.43
77 - TRAVEL - OTHER													
6710 - Agency Liaison	0.00	0.00	0.00	1,977.43	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,977.43
6720 - Allied Organizations	0.00	2,307.24	0.00	2,910.91	0.00	4,765.94	0.00	0.00	0.00	0.00	0.00	0.00	9,984.09
6727 - Governance Task Force	0.00	0.00	0.00	1,713.37	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,713.37
6730 - Appraisal Foundation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	821.98	821.98
Total 77 - TRAVEL - OTHER	0.00	2,307.24	0.00	6,601.71	0.00	4,765.94	0.00	0.00	0.00	0.00	0.00	821.98	14,496.87
78 - TRAVEL - INT'L GOVERNING COUNCIL													
6810 - IGC/IEC Meeting	11,956.23	24,809.15	37,509.44	7,901.54	-50.31	823.48	0.00	0.00	0.00	0.00	0.00	4,326.03	87,275.56
6815 - Regional Meetings	0.00	196.62	0.00	0.00	0.00	0.00	0.00	0.00	961.87	483.51	0.00	0.00	1,642.00
6817 - Chapter Visits	0.00	0.00	0.00	0.00	1,280.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,280.00
6820 - Committee Liaison	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,177.12	619.06	0.00	0.00	1,796.18
6825 - Annual Conference	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	94,697.68	94,697.68
6830 - Other Expenses	0.00	9,318.82	4,605.59	9,734.27	3,846.88	0.00	0.00	0.00	0.00	0.00	0.00	-838.26	26,667.30
6835 - IEC/IGC International Travel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,854.99	0.00	0.00	0.00	4,854.99
Total 78 - TRAVEL - INT'L GOVERNING COUNCIL	11,956.23	34,324.59	42,115.03	17,635.81	5,076.57	823.48	0.00	0.00	6,993.98	1,102.57	0.00	98,185.45	218,213.71
79 - TRAVEL - STAFF													
6860 - IEC/IGC Meeting	131.87	3,277.67	2,003.11	739.14	0.00	0.00	0.00	0.00	451.50	0.00	0.00	0.00	6,603.29
6865 - Regional Meetings	684.20	4,530.36	5,270.97	7,590.49	1,661.50	0.00	1,273.80	2,691.94	6,906.06	8,961.96	2,727.63	128.00	42,426.91
6870 - Committee Liaison	0.00	0.00	1,714.95	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,714.95
6875 - Chapter Meetings	2,141.91	760.21	38.40	804.69	102.90	389.31	3,797.88	2,164.18	3,194.07	317.84	0.00	0.00	13,711.39
6880 - Other Expenses	0.00	4,464.99	377.35	9,371.76	0.00	1,791.15	-1,415.68	570.38	3,690.52	1,617.27	0.00	838.26	21,306.00
6885 - Staff International Travel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,435.96	490.28	128.00	-128.00	10,926.24
Total 79 - TRAVEL - STAFF	2,957.98	13,033.23	9,404.78	18,506.08	1,764.40	2,180.46	3,656.00						

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL
7005 · Public Relations	2,083.33	2,083.33	2,083.33	2,083.33	2,083.33	2,083.33	9,166.66	2,083.33	2,083.33	2,083.33	2,083.33	2,083.33	32,083.29
7010 · Assets Costing Less Than \$250	373.39	18.86	165.70	860.46	271.61	281.97	119.25	129.83	218.93	605.26	147.61	10.92	3,203.79
7020 · Awards & Recognition	0.00	0.00	0.00	0.00	2,217.30	26.27	0.00	0.00	0.00	0.00	0.00	0.00	2,243.57
7050 · Bad Debt Expense	0.00	0.00	-1,836.78	0.00	0.00	3,495.76	0.00	0.00	2,005.98	0.00	0.00	2,305.40	5,970.36
7100 · Bank Charges & Credit Card Fees	5,618.92	9,012.41	6,437.79	13,018.01	12,661.53	13,431.52	19,117.89	9,602.76	13,082.55	10,796.23	9,181.83	-8,519.61	113,441.83
7130 · Car Expenses	1,409.22	1,175.12	1,175.12	1,140.12	1,086.39	1,086.39	1,086.39	1,087.22	1,215.17	1,087.22	1,048.72	-597.08	12,000.00
7155 · Computer Consulting Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	862.50	3,647.79	0.00	0.00	4,510.29
7160 · Constant Contact Email	495.00	415.33	405.00	405.00	405.00	405.00	405.00	405.00	405.00	405.00	405.00	405.00	4,960.33
7200 · Depreciation & Amortization	9,720.17	9,784.08	9,905.39	9,916.57	10,398.61	11,636.83	11,513.00	13,442.87	13,108.88	12,937.20	12,945.82	12,359.40	137,668.82
7220 · Dues & Subscriptions	1,016.09	238.79	129.80	640.56	405.51	199.61	1,151.36	358.71	558.11	132.17	642.17	504.92	5,977.80
7250 · Dues-Appraisal Foundation	384.00	384.00	384.00	384.00	384.00	384.00	384.00	384.00	384.00	384.00	384.00	384.00	4,608.00
7310 · Insurance-D&O	836.21	836.21	836.19	851.75	851.75	851.75	851.75	851.75	851.75	851.75	851.75	851.75	10,174.36
7320 · Insurance-D&O-Chapters	836.21	836.21	836.19	851.75	851.75	851.75	851.75	851.75	851.75	851.75	851.75	851.75	10,174.36
7340 · Insurance-General Liability	394.38	394.38	394.38	394.38	394.38	394.38	394.38	394.38	394.38	394.32	385.67	385.67	4,715.08
7375 · Leadership Development	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,539.97	0.00	4,539.97
7390 · Mail Equipment Maintenance	0.00	0.00	265.96	0.00	0.00	266.48	0.00	0.00	840.29	0.00	0.00	266.48	1,639.21
7440 · Magazine-Printing	4,904.65	4,904.64	4,528.12	4,528.11	4,667.15	4,667.14	4,616.33	4,616.33	4,704.03	4,704.02	4,773.53	4,773.53	56,387.58
7450 · Magazine-Postage	2,919.82	2,919.81	2,908.05	2,908.05	2,934.99	2,934.99	3,017.96	3,017.95	3,054.83	3,054.83	3,177.02	3,177.02	36,025.32
7460 · Magazine-Art Work/Photography	110.00	330.00	250.00	699.00	364.50	364.50	114.50	114.50	0.00	0.00	125.00	125.00	2,597.00
7470 · Magazine-Other	946.91	796.90	685.24	665.83	375.00	375.00	627.73	627.72	929.00	929.00	322.75	1,072.75	8,353.83
7480 · Maintenance-AMS	1,597.21	1,597.21	1,597.21	1,597.21	1,597.21	1,597.21	1,597.21	1,597.21	1,597.21	1,597.21	1,597.21	1,597.21	19,166.52
7485 · Maintenance-Computer&Peripheral	1,800.05	1,759.98	2,444.42	2,553.28	1,507.15	1,891.20	2,458.30	1,642.20	2,143.63	2,168.71	1,543.09	2,022.86	23,934.87
7505 · Marketing & Development													
7505E · Marketing & Develop - Editorial	0.00	4,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	229.00	0.00	4,729.00
7505F · Marketing & Develop - Field Opp	1,308.92	708.92	1,858.57	1,042.84	2,409.77	925.87	789.41	1,789.41	333.91	780.37	758.91	24,276.45	36,983.35
Total 7505 · Marketing & Development	1,308.92	5,208.92	1,858.57	1,042.84	2,409.77	925.87	789.41	1,789.41	333.91	780.37	987.91	24,276.45	41,712.35
7530 · Membership Certificate & Pin	85.68	68.82	155.96	58.63	18.89	-3.53	231.38	153.09	121.67	402.59	883.59	60.19	2,236.96
7540 · Membership-Higher Logic	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00	3,000.00	1,700.00	1,700.00	1,700.00	1,700.00	1,700.00	21,700.00
7550 · Membership Renewal Mailings	108.76	54.38	108.76	0.00	0.00	0.00	17,159.80	54.75	0.00	12.55	54.73	0.00	17,553.73
7600 · Miscellaneous Expenses	0.00	127.24	219.34	0.00	217.95	110.97	0.00	136.34	0.00	100.50	0.00	-0.22	911.62
7650 · Postage & Shipping	622.84	2,538.01	3,883.13	4,272.40	2,563.36	2,403.79	3,902.74	1,421.13	3,356.10	1,674.69	2,972.36	1,550.12	31,160.67
7660 · Printing	0.00	179.80	92.86	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	272.66
7670 · Professional-Audit	1,500.00	1,500.00	2,200.00	2,200.00	2,200.00	2,200.00	2,700.00	2,700.00	2,700.00	2,700.00	2,700.00	2,700.00	28,000.00
7680 · Professional-Cdn Account.	200.00	200.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	2,900.00
7700 · Professional-Legal	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00	0.00	0.00	0.00	750.00
7720 · Professional-Consulting	0.00	0.00	0.00	2,825.64	0.00	0.00	2,888.05	0.00	0.00	2,875.95	0.00	2,881.52	11,471.16
7730 · Organizational Remodeling	0.00	0.00	8,500.00	7,545.28	130.04	0.00	0.00	0.00	0.00	65,583.98	2,479.92	23,149.51	107,388.73
7740 · QB Online for Chapters	2,806.78	2,233.95	2,233.95	2,233.95	2,665.95	2,233.95	2,233.95	2,183.95	2,437.95	2,187.95	2,187.95	2,137.95	27,778.23
7800 · Rent-Offsite Storage	0.00	287.00	287.00	296.00	296.00	296.00	296.00	305.00	305.00	305.00	305.00	305.00	3,283.00
7820 · Staff Recruitment	0.00	0.00	0.00	0.00	415.54	0.00	256.16	0.00	0.00	0.00	0.00	0.00	671.70
7840 · Supplies-Kitchen	226.21	748.86	69.98	377.37	723.21	81.55	410.44	997.31	194.24	112.01	1,095.15	38.07	5,074.40
7850 · Supplies-Office	1,854.41	1,566.13	2,185.49	765.20	1,248.42	869.59	2,204.57	1,191.69	1,028.29	1,043.13	2,185.50	1,719.79	17,862.21
7870 · Taxes & Licenses	419.18	419.18	419.18	419.18	438.72	419.18	419.18	439.18	419.18	419.18	419.18	399.98	5,050.50
7875 · Teleconferencing	2,453.34	2,469.34	3,341.16	2,399.75	2,399.75	2,399.75	2,399.75	941.41	941.41	941.41	941.41	941.41	22,569.89
7890 · Telephone	2,657.00	1,922.85	2,629.61	2,453.65	2,604.60	3,029.43	3,081.17	1,739.03	2,169.88	2,576.92	3,406.51	4,549.07	32,819.72
7910 · Temporary Help	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,803.84	2,803.84
7930 · Training & Development - Staff	1,357.49	5,076.14	10,338.93	5,369.17	2,093.42	10,647.05	2,811.28	3,645.84	2,344.78	423.52	6,403.35	622.82	51,133.79
7950 · Uncategorized Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7970 · Vacation Expense	0.00	0.00	5,112.57	0.00	0.00	-11,683.77	0.00	0.00	29,230.72	0.00	0.00	-589.92	22,069.60
7990 · Web Site-IRWA	2,340.86	2,340.86	2,340.86	2,340.86	2,340.86	2,340.86	2,340.86	6,400.86	2,640.86	4,540.86	2,640.86	4,540.86	37,150.32
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	67,256.50	100,215.31	135,259.90	76,619.64	98,096.74	998,701.26
88 · INCOME TAXES													
8800 · Federal and State Income Taxes	0.00	0.00	0.00	0.00	6,000.00	0.00	0.00	0.00	10.00	0.00	0.00	0.00	6,010.00
Total 88 · INCOME TAXES	0.00	0.00	0.00	0.00	6,000.00	0.00	0.00	0.00	10.00	0.00	0.00	0.00	6,010.00
Total Expense	293,266.53	352,645.72	385,104.76	407,734.33	448,227.59	325,034.20	370,508.87	305,448.61	409,723.89	401,735.63	349,414.48	1,046,818.81	5,095,663.42
Net Ordinary Income	41,993.54	2,587.39	-34,220.55	-4,533.35	-71,128.43	932.09	36,236.25	-15,493.41	-93,411.79	-19,367.98	85,069.49	274,849.80	203,513.05
Other Income/Expense													
Other Income													
4095 · Instructor Income-Pass Through	12,500.00	12,542.01	26,476.10	30,586.63	18,312.90	7,957.76	19,940.00	16,900.00	16,200.00	23,870.00	34,820.00	18,620.00	238,725.40
48 · PIPELINE COMMITTEE REVENUE													
4755 · Interest Income	0.00	0.00	0.85	0.00	0.00	0.49	0.00	0.00	0.00	0.00	0.00	0.00	1.34
4760 · IRWA Support (BLM)	0.00	0.00	0.00	0.00	0.00	1,400.00	0.00	0.00	0.00	0.00	0.00	1,862.00	3,262.00
4762 · Member Dues	0.00	0.00	1,350.00	0.00	0.00	5,250.00	0.00	0.00	6,050.00	0.00	0.00	2,350.00	15,000.00
4765 · Sponsorship	0.00	0.00	1,400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,400.00
Total 48 · PIPELINE COMMITTEE REVENUE	0.00	0.00	2,750.85	0.00	0.00	6,650.49	0.00	0.00	6,050.00	0.00	0.00	4,212.00	19,663.34
95 · OTHER INCOME & EXPENSE													
8500 · Gain (Loss) on Conversion	-558.85	-159.18	-41.95	-288.97	-2,324.53	-981.43	6,112.10	470.27	-269.08	45.19	-28.44	-5,183.46	-3,208.33
8600 · Gain (Loss) on Disposal of F/A	0.00	0.00	0.00	0.00	0.00	98.39	0.00	0.00	2,152.41	-2,327.65	-1,066.64	1,098.69	-44.80
8700 · Unrealized Invest. Gain (Loss)	20,140.89	1,119.44	9,113.40	7,026.10	8,092.24	-21,473.87	23,056.99	-31,327.95	-4,674.42	1,200.95	4,904.80	-6,943.91	10,234.66
Total 95 · OTHER INCOME & EXPENSE	19,582.04	960.26	9,071.45	6,73									