

International Right of Way Association								
Profit & Loss Budget vs. Actual								
July 2017 through June 2018								
					Jul '17 - Jun 18	Budget	\$ Over Budget	% of Budget
1	Ordinary Income/Expense							
2	Income							
3	40 - EDUCATION INCOME							
4	410 - COURSE INCOME - CLASSROOM							
5		4985		SR/WA Revenue	15,362.11	16,275.00	-912.89	94.39%
6		100	COURSE 100'S					
7		4100	100-Principles of Land Acq-US		25,333.32	113,250.00	-87,916.68	22.37%
8		4100C	100C-Principles of Land Acq-Cdn		0.00	0.00	0.00	0.0%
9		4100i	100i-Principles of Land Acq		99,737.96	32,550.00	67,187.96	306.42%
10		4102	102-Elevating Your Ethical Awar		37,647.39	31,050.00	6,597.39	121.25%
11		4103	103-Ethics & ROW Profession		0.00	0.00	0.00	0.0%
12		4103C	103C-Ethics & ROW Profession		0.00	0.00	0.00	0.0%
13		4104	104-Standards of Practice		0.00	0.00	0.00	0.0%
14		4105	105-URA Executive Summary		15,361.95	6,210.00	9,151.95	247.37%
15		Total 100 - COURSE 100'S			178,080.62	183,060.00	-4,979.38	97.28%
16		200	COURSE 200'S					
17		4200	200-Princip. of R/E Negotiation		12,513.37	39,060.00	-26,546.63	32.04%
18		4200C	200C-Princip. of R/E Negotiat'n		2,851.47	6,510.00	-3,658.53	43.8%
19		4201	201-Comm. in R/E Acquisition		8,824.28	22,275.00	-13,450.72	39.62%
20		4203	203-Alternative Dispute Resol.		3,472.13	9,765.00	-6,292.87	35.56%
21		4203C	203C-Alternative Dispute Resol.		0.00	9,765.00	-9,765.00	0.0%
22		4205	205-Bargaining Negotiations		0.00	22,785.00	-22,785.00	0.0%
23		4205C	205C-Bargaining Negotiations		4,230.68	0.00	4,230.68	100.0%
24		4207	207-Practical Negotiations		6,538.25	13,020.00	-6,481.75	50.22%
25		4209	209-Negotiating with Diverse Cl		2,477.08	9,765.00	-7,287.92	25.37%
26		4209C	209C-Negotiating with Diverse		0.00	0.00	0.00	0.0%
27		4213	213-Conflict Management		30,300.52	22,770.00	7,530.52	133.07%
28		4213C	213C-Conflict Management		2,070.05	2,070.00	0.05	100.0%
29		4215	215-R/W Acquisit. Pipeline Proj		19,799.43	35,805.00	-16,005.57	55.3%
30		4218	218-R/W Acq. for Elec.Util.Proj		64,651.03	19,530.00	45,121.03	331.03%
31		4219	219-Introductory Instructor		3,347.26	9,765.00	-6,417.74	34.28%
32		4219C	219C-Introductory Instructor		0.00	0.00	0.00	0.0%
33		4220	220-Cultural Awareness		0.00	0.00	0.00	0.0%
34		4222C	222C-Negotiat. for Native Lands		0.00	0.00	0.00	0.0%
35		4225	225-Social Ecology		18,614.45	16,275.00	2,339.45	114.38%
36		4230	230-Oil&Gas Land Basics & Issue		6,773.78	8,280.00	-1,506.22	81.81%
37		4235C	C235C - Cdn Oil & Gas Industry		3,223.35	0.00	3,223.35	100.0%
38		Total 200 - COURSE 200'S			189,687.13	247,440.00	-57,752.87	76.66%
39		300	COURSE 300'S					
40		4303	303-Management Consulting		4,907.33	26,040.00	-21,132.67	18.85%
41		4303C	303C-Management Consulting		0.00	3,255.00	-3,255.00	0.0%
42		4304	304-When Public Agenc's Collide		2,518.85	6,210.00	-3,691.15	40.56%
43		Total 300 - COURSE 300'S			7,426.18	35,505.00	-28,078.82	20.92%
44		400	COURSE 400'S					
45		4400	400-Principles of R/E Appraisal		28,917.82	16,275.00	12,642.82	177.68%
46		4400C	400C-Principles of R/E Apprais.		4,520.78	3,255.00	1,265.78	138.89%
47		4402	402-Intro to Income Cap Approac		3,538.02	6,210.00	-2,671.98	56.97%
48		4403	403-Easement Valuation		10,506.89	14,490.00	-3,983.11	72.51%
49		4406A	406A-15 Hour National USPAP		0.00	0.00	0.00	0.0%
50		4406B	406B-7 Hour National USPAP		4,352.00	3,825.00	527.00	113.78%
51		4407	407- Val. of Contaminated Prop.		0.00	0.00	0.00	0.0%
52		4408C	408C-Valuation of Native Lands		0.00	0.00	0.00	0.0%
53		4409	409-Integrating Appraisal Stds.		5,106.00	0.00	5,106.00	100.0%
54		4410	410-Review. Apprais. in Eminent		5,134.43	12,420.00	-7,285.57	41.34%
55		4417	417-Valuation of Contamin. R/E		5,881.58	9,765.00	-3,883.42	60.23%
56		4421	421-Valuation of Partial Acquis		76,064.61	71,460.00	4,604.61	106.44%
57		4421C	421C-Valuation of Partial Acqui		12,326.49	11,910.00	416.49	103.5%
58		4422	422-Advanced Valu. of Part. Acq		0.00	0.00	0.00	0.0%

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59		4431 · 431-Problems in Valuation P/A	11,254.25	14,490.00	-3,235.75	77.67%
60		4431C · 431C-Problems in Valuation P/A	6,027.86	0.00	6,027.86	100.0%
61		<b>Total 400 · COURSE 400'S</b>	<b>173,630.73</b>	<b>164,100.00</b>	<b>9,530.73</b>	<b>105.81%</b>
62		<b>500 · COURSE 500'S</b>				
63		4501 · 501-Residential Reloc. Assist.	26,112.32	39,060.00	-12,947.68	66.85%
64		4502 · 502-Non-Residential Relocation	34,229.82	39,060.00	-4,830.18	87.63%
65		4503 · 503-Mobile Home Relocation	566.84	6,210.00	-5,643.16	9.13%
66		4504 · 504-Computing Replace. Hous.Pmt	16,063.71	13,020.00	3,043.71	123.38%
67		4505 · 505-Advanced Res. Reloc.Assist.	12,458.90	10,350.00	2,108.90	120.38%
68		4506 · 506-Advanced Bus. Reloc.Assist.	9,736.67	22,785.00	-13,048.33	42.73%
69		<b>Total 500 · COURSE 500'S</b>	<b>99,168.26</b>	<b>130,485.00</b>	<b>-31,316.74</b>	<b>76.0%</b>
70		<b>600 · COURSE 600'S</b>				
71		4600 · 600-Environmental Awareness	4,416.66	8,280.00	-3,863.34	53.34%
72		4600C · 600C-Environmental Awareness	1,242.03	6,210.00	-4,967.97	20.0%
73		4602 · 602-Project Devel.& Envir.Proc.	0.00	0.00	0.00	0.0%
74		4602C · 602C-Project Development and ..	0.00	0.00	0.00	0.0%
75		4603 · 603-Understanding Environment	11,819.07	12,420.00	-600.93	95.16%
76		4603C · 603C-Understanding Environment	1,242.03	6,210.00	-4,967.97	20.0%
77		4604 · 604-Envir Due Diligence and Li.	23,690.75	12,420.00	11,270.75	190.75%
78		4606 · 606-Environmental Process	2,099.36	6,210.00	-4,110.64	33.81%
79		4606C · 606C-Environmental Process	717.12	4,140.00	-3,422.88	17.32%
80		<b>Total 600 · COURSE 600'S</b>	<b>45,227.02</b>	<b>55,890.00</b>	<b>-10,662.98</b>	<b>80.92%</b>
81		<b>700 · COURSE 700'S</b>				
82		4700 · 700-Introduction to Prop. Mgmt.	15,650.72	16,275.00	-624.28	96.16%
83		4700C · 700C-Introduction to Prop. Mgt.	3,834.67	6,510.00	-2,675.33	58.9%
84		4701 · 701-Property Mgmt. - Leasing	10,736.72	22,785.00	-12,048.28	47.12%
85		4703 · 703-Real Property/Asset Mgmt.	820.37	12,420.00	-11,599.63	6.61%
86		<b>Total 700 · COURSE 700'S</b>	<b>31,042.48</b>	<b>57,990.00</b>	<b>-26,947.52</b>	<b>53.53%</b>
87		<b>800 · COURSE 800'S</b>				
88		4800 · 800-Principles of R/E Law	10,199.17	22,785.00	-12,585.83	44.76%
89		4800C · 800C- Principles of R/E Law	4,452.78	6,510.00	-2,057.22	68.4%
90		4801 · 801-Land Titles	24,755.37	6,510.00	18,245.37	380.27%
91		4801C · 801C-Land Titles	1,149.34	6,510.00	-5,360.66	17.66%
92		4802 · 802-Legal Aspects of Easements	19,049.16	12,420.00	6,629.16	153.38%
93		4802C · 802C-Legal Aspects of Easements	0.00	4,140.00	-4,140.00	0.0%
94		4803 · 803-Eminent Domain Law Basics..	26,071.10	39,060.00	-12,988.90	66.75%
95		4803C · 803C-Expropriation Law REP	5,795.19	9,765.00	-3,969.81	59.35%
96		4804 · 804-Skills of Expert Testimony	4,112.35	8,280.00	-4,167.65	49.67%
97		<b>Total 800 · COURSE 800'S</b>	<b>95,584.46</b>	<b>115,980.00</b>	<b>-20,395.54</b>	<b>82.42%</b>
98		<b>900 · COURSE 900'S</b>				
99		4900 · 900-Principles of R/E Engineer.	27,745.16	13,020.00	14,725.16	213.1%
100		4900C · 900C-Principles of R/E Engineer	0.00	9,765.00	-9,765.00	0.0%
101		4901 · 901-Engineering Plan Develop.	19,715.13	14,490.00	5,225.13	136.06%
102		4901C · 901C-Engineering Plan Develop.	957.09	2,070.00	-1,112.91	46.24%
103		4902 · 902-Property Descriptions	24,783.00	22,770.00	2,013.00	108.84%
104		4902C · 902C-Property Descriptions	957.10	2,070.00	-1,112.90	46.24%
105		<b>Total 900 · COURSE 900'S</b>	<b>74,157.48</b>	<b>64,185.00</b>	<b>9,972.48</b>	<b>115.54%</b>
106		<b>990 · IRWA Sponsored Courses</b>				
107		4996 · IRWA Sponsored Course Income	174,025.49	79,090.00	94,935.49	220.04%
108		<b>Total 990 · IRWA Sponsored Courses</b>	<b>174,025.49</b>	<b>79,090.00</b>	<b>94,935.49</b>	<b>220.04%</b>
109		<b>Total 410 · COURSE INCOME - CLASSROOM</b>	<b>1,083,391.96</b>	<b>1,150,000.00</b>	<b>-66,608.04</b>	<b>94.21%</b>
110		<b>415 · COURSE INCOME - ONLINE</b>				
111		4150 · Courses Discount - Online				
112		4953 · Course Discount - Online	-144,438.50	-171,001.00	26,562.50	84.47%
113		<b>Total 4150 · Courses Discount - Online</b>	<b>-144,438.50</b>	<b>-171,001.00</b>	<b>26,562.50</b>	<b>84.47%</b>
114		<b>1000 · COURSE 100'S - ONLINE</b>				
115		4100iV · 100iV-Principles of Land Acq	118,235.00	67,245.00	50,990.00	175.83%
116		4103O · 103O-Ethics & ROW Prof.	109,280.00	42,915.00	66,365.00	254.64%
117		4104O · 104O-Standards of Practice	57,685.00	42,915.00	14,770.00	134.42%
118		4105O · 105O-URA Executive Summery	38,655.00	42,915.00	-4,260.00	90.07%
119		<b>Total 1000 · COURSE 100'S - ONLINE</b>	<b>323,855.00</b>	<b>195,990.00</b>	<b>127,865.00</b>	<b>165.24%</b>

			Jul '17 - Jun 18	Budget	\$ Over Budget	% of Budget
120		<b>2000 · COURSE 200'S - ONLINE</b>				
121		42000 · 2000-Princip. of R/E Negotiat.	95,800.00	67,245.00	28,555.00	142.46%
122		42030 · 2030-Alternative Dispute Resol.	43,165.00	67,245.00	-24,080.00	64.19%
123		42050 · 2050-Bargaining Negotiations	28,950.00	67,245.00	-38,295.00	43.05%
124		42130 · 2130-Conflict Management	48,950.00	42,915.00	6,035.00	114.06%
125		4213V · 213V-Conflict Management	0.00	0.00	0.00	0.0%
126		2000 · COURSE 200'S - ONLINE - Other	0.00	0.00	0.00	0.0%
127		<b>Total 2000 · COURSE 200'S - ONLINE</b>	<b>216,865.00</b>	<b>244,650.00</b>	<b>-27,785.00</b>	<b>88.64%</b>
128		<b>3000 · COURSE 300'S - ONLINE</b>				
129		43030 · 3030-Management Consulting	21,480.00	67,245.00	-45,765.00	31.94%
130		43040 · 3040-When Public Agenc's Coll.	11,125.00	43,180.00	-32,055.00	25.76%
131		<b>Total 3000 · COURSE 300'S - ONLINE</b>	<b>32,605.00</b>	<b>110,425.00</b>	<b>-77,820.00</b>	<b>29.53%</b>
132		<b>4000 · COURSE 400'S - ONLINE</b>				
133		44000 · 4000-Principles of R/E Apprais.	66,535.00	67,660.00	-1,125.00	98.34%
134		44020 · 4020-Intro to Income Cap Appro.	6,755.00	43,180.00	-36,425.00	15.64%
135		44030 · 4030-Easement Valuation	23,555.00	43,180.00	-19,625.00	54.55%
136		44110 · 4110 - Appraisal Concepts	25,630.00	26,220.00	-590.00	97.75%
137		<b>Total 4000 · COURSE 400'S - ONLINE</b>	<b>122,475.00</b>	<b>180,240.00</b>	<b>-57,765.00</b>	<b>67.95%</b>
138		<b>5000 · COURSE 500'S - ONLINE</b>				
139		45030 · 5030-Mobile Home Relocation	12,710.00	26,220.00	-13,510.00	48.47%
140		45070 · 5020-Special Non-Residential Py	9,870.00	26,220.00	-16,350.00	37.64%
141		45200 · 5200.Special Topics in Replac.	12,585.00	26,220.00	-13,635.00	48.0%
142		45210 · 5210-Non-Residential Fixed Pts.	9,340.00	27,810.00	-18,470.00	33.59%
143		<b>Total 5000 · COURSE 500'S - ONLINE</b>	<b>44,505.00</b>	<b>106,470.00</b>	<b>-61,965.00</b>	<b>41.8%</b>
144		<b>6000 · COURSE 600'S - ONLINE</b>				
145		46000 · 6000-Environmental Awareness	45,900.00	42,915.00	2,985.00	106.96%
146		46060 · 6060-Environmental Process	10,730.00	42,915.00	-32,185.00	25.0%
147		4606CO · 606CO-Environmental Process Cdn	0.00	7,950.00	-7,950.00	0.0%
148		<b>Total 6000 · COURSE 600'S - ONLINE</b>	<b>56,630.00</b>	<b>93,780.00</b>	<b>-37,150.00</b>	<b>60.39%</b>
149		<b>7000 · COURSE 700'S - ONLINE</b>				
150		47000 · 7000-Introduction to Prop. Mgt.	37,365.00	67,245.00	-29,880.00	55.57%
151		<b>Total 7000 · COURSE 700'S - ONLINE</b>	<b>37,365.00</b>	<b>67,245.00</b>	<b>-29,880.00</b>	<b>55.57%</b>
152		<b>8000 · COURSE 800'S - ONLINE</b>				
153		48000 · 8000-Principles of R/E Law	61,750.00	67,245.00	-5,495.00	91.83%
154		48010 · 8010-Land Titles	42,260.00	73,485.00	-31,225.00	57.51%
155		48020 · 8020-Legal Aspects of Easements	44,425.00	46,875.00	-2,450.00	94.77%
156		<b>Total 8000 · COURSE 800'S - ONLINE</b>	<b>148,435.00</b>	<b>187,605.00</b>	<b>-39,170.00</b>	<b>79.12%</b>
157		<b>9000 · COURSE 900'S - ONLINE</b>				
158		49000 · 9000-Principles of R/E Engineer	57,705.00	71,405.00	-13,700.00	80.81%
159		49030 · 9030-Underground Infr. Panorama	3,795.00	0.00	3,795.00	100.0%
160		<b>Total 9000 · COURSE 900'S - ONLINE</b>	<b>61,500.00</b>	<b>71,405.00</b>	<b>-9,905.00</b>	<b>86.13%</b>
161		<b>Total 415 · COURSE INCOME - ONLINE</b>	<b>899,796.50</b>	<b>1,086,809.00</b>	<b>-187,012.50</b>	<b>82.79%</b>
162		<b>920 · EDUCATIONAL INCOME - OTHER</b>				
163		4945 · Contribution Revenue	360,000.00	0.00	360,000.00	100.0%
164		4950 · Credentialing Income	78,524.02	105,000.00	-26,475.98	74.79%
165		4955 · Course Revenue - Misc.	16,570.76	0.00	16,570.76	100.0%
166		4965 · CLIMB	100.00	35,275.00	-35,175.00	0.28%
167		4966 · Leadership Institute	0.00	0.00	0.00	0.0%
168		4990 · Textbooks - Optional Sales	2,298.00	2,500.00	-202.00	91.92%
169		4991 · Textbooks - PROW Book	3,515.00	4,575.00	-1,060.00	76.83%
170		4997 · Vendor Discount	1,062.73	1,000.00	62.73	106.27%
171		<b>Total 920 · EDUCATIONAL INCOME - OTHER</b>	<b>462,070.51</b>	<b>148,350.00</b>	<b>313,720.51</b>	<b>311.47%</b>
172		<b>Total 40 · EDUCATION INCOME</b>	<b>2,445,258.97</b>	<b>2,385,159.00</b>	<b>60,099.97</b>	<b>102.52%</b>
173		<b>41 · ADVERTISING INCOME</b>				
174		4010 · Magazine	233,577.90	250,000.00	-16,422.10	93.43%
175		4015 · Website	31,088.30	30,000.00	1,088.30	103.63%
176		<b>Total 41 · ADVERTISING INCOME</b>	<b>264,666.20</b>	<b>280,000.00</b>	<b>-15,333.80</b>	<b>94.52%</b>
177		<b>43 · INVESTMENT INCOME</b>				
178		4020 · Interest & Dividend Income	64,637.62	36,000.00	28,637.62	179.55%
179		<b>Total 43 · INVESTMENT INCOME</b>	<b>64,637.62</b>	<b>36,000.00</b>	<b>28,637.62</b>	<b>179.55%</b>
180		<b>44 · MEMBERSHIP INCOME</b>				

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181		4031 · Member Dues - Affiliates	7,400.00	7,400.00	0.00	100.0%
182		4033 · Member Dues - Agency	87,487.04	84,000.00	3,487.04	104.15%
183		4035 · Member Dues - Application Fee	21,725.00	30,000.00	-8,275.00	72.42%
184		4037 · Member Dues - Late Fees	0.00	0.00	0.00	0.0%
185		4039 · Member Dues - New	180,011.76	234,221.00	-54,209.24	76.86%
186		4041 · Member Dues - Renewal	1,607,129.88	1,680,030.00	-72,900.12	95.66%
187		<b>Total 44 · MEMBERSHIP INCOME</b>	<b>1,903,753.68</b>	<b>2,035,651.00</b>	<b>-131,897.32</b>	<b>93.52%</b>
188		<b>45 · MERCHANDISE - SALES</b>				
189		4490 · Sales of Merchandise	5,507.00	6,321.00	-814.00	87.12%
190		<b>Total 45 · MERCHANDISE - SALES</b>	<b>5,507.00</b>	<b>6,321.00</b>	<b>-814.00</b>	<b>87.12%</b>
191		<b>46 · OTHER INCOME</b>				
192		4045 · Magazine Subscription Income	550.00	890.00	-340.00	61.8%
193		4050 · Miscellaneous Income	5,000.00	100.00	4,900.00	5,000.0%
194		<b>Total 46 · OTHER INCOME</b>	<b>5,550.00</b>	<b>990.00</b>	<b>4,560.00</b>	<b>560.61%</b>
195		<b>47 · SEMINARS &amp; CONFERENCES</b>				
196		<b>950 · INTERNATIONAL CONFERENCE</b>				
197		4667 · Advertising Revenue	6,240.00	10,000.00	-3,760.00	62.4%
198		4669 · Exhibitors Income	44,500.00	59,750.00	-15,250.00	74.48%
199		4675 · Registration Income	408,365.00	448,395.00	-40,030.00	91.07%
200		4677 · Sponsorship Income	142,700.00	160,000.00	-17,300.00	89.19%
201		<b>Total 950 · INTERNATIONAL CONFERENCE</b>	<b>601,805.00</b>	<b>678,145.00</b>	<b>-76,340.00</b>	<b>88.74%</b>
202		<b>975 · OTHER SEMINARS &amp; CONFERENCES</b>				
203		<b>4680 · FAU PRES - Global Congress</b>				
204		4680R · Registration Income	3,998.00	18,400.00	-14,402.00	21.73%
205		4680S · Sponsorship Income	4,000.00	40,000.00	-36,000.00	10.0%
206		<b>Total 4680 · FAU PRES - Global Congress</b>	<b>7,998.00</b>	<b>58,400.00</b>	<b>-50,402.00</b>	<b>13.7%</b>
207		4695 · Young Professionals Group	0.00	0.00	0.00	0.0%
208		<b>Total 975 · OTHER SEMINARS &amp; CONFERENCES</b>	<b>7,998.00</b>	<b>58,400.00</b>	<b>-50,402.00</b>	<b>13.7%</b>
209		<b>Total 47 · SEMINARS &amp; CONFERENCES</b>	<b>609,803.00</b>	<b>736,545.00</b>	<b>-126,742.00</b>	<b>82.79%</b>
210		<b>Total Income</b>	<b>5,299,176.47</b>	<b>5,480,666.00</b>	<b>-181,489.53</b>	<b>96.69%</b>
211		<b>Gross Profit</b>	<b>5,299,176.47</b>	<b>5,480,666.00</b>	<b>-181,489.53</b>	<b>96.69%</b>
212		<b>Expense</b>				
213		<b>50 · COST OF GOODS SOLD</b>				
214		5001 · Merchandise	4,169.06	4,300.69	-131.63	96.94%
215		5002 · Merchandise - PROW Book	1,092.11	1,389.50	-297.39	78.6%
216		<b>Total 50 · COST OF GOODS SOLD</b>	<b>5,261.17</b>	<b>5,690.19</b>	<b>-429.02</b>	<b>92.46%</b>
217		<b>55 · EDUCATION EXPENSES</b>				
218		<b>501 · COURSE EXPENSES</b>				
219		5070 · SR/WA Expenses	3,244.38	0.00	3,244.38	100.0%
220		<b>510 · COURSE 100'S</b>				
221		5100 · 100-Principles of Land Acq-US	4,085.04	0.00	4,085.04	100.0%
222		5100C · 100C-Principles of Land Acq-Cdn	0.00	0.00	0.00	0.0%
223		5100i · 100i-Principl. of Land Acq-In'l	49,892.96	0.00	49,892.96	100.0%
224		5102 · 102-Elevating Your Ethical Awar	19,486.89	0.00	19,486.89	100.0%
225		5103 · 103-Ethics & ROW Profession	0.00	0.00	0.00	0.0%
226		5103C · 103C-Ethics & ROW Profession	0.00	0.00	0.00	0.0%
227		5104 · 104-Standards of Practice	0.00	0.00	0.00	0.0%
228		5105 · 105-URA Executive Summery	1,962.40	0.00	1,962.40	100.0%
229		<b>Total 510 · COURSE 100'S</b>	<b>75,427.29</b>	<b>0.00</b>	<b>75,427.29</b>	<b>100.0%</b>
230		<b>520 · COURSE 200'S</b>				
231		5200 · 200-Princip. of R/E Negotiation	1,513.72	0.00	1,513.72	100.0%
232		5200C · 200C-Princip. of R/E Negotiat'n	340.70	0.00	340.70	100.0%
233		5201 · 201-Comm. in R/E Acquisition	909.73	0.00	909.73	100.0%
234		5203 · 203-Alternative Dispute Resol.	720.35	0.00	720.35	100.0%
235		5203C · 203C-Alternative Dispute Resol.	0.00	0.00	0.00	0.0%
236		5205 · 205-Bargaining Negotiations	0.00	0.00	0.00	0.0%
237		5205C · 205C-Bargaining Negotiations	601.69	0.00	601.69	100.0%
238		5207 · 207-Practical Negotiations	1,300.86	0.00	1,300.86	100.0%
239		5209 · 209-Negotiating with Diverse CI	726.01	0.00	726.01	100.0%
240		5209C · 209C-Negotiating with Diverse	0.00	0.00	0.00	0.0%
241		5213 · 213-Conflict Management	4,372.64	0.00	4,372.64	100.0%

					Jul '17 - Jun 18	Budget	\$ Over Budget	% of Budget
242				5213C · 213C-Conflict Management	0.00	0.00	0.00	0.0%
243				5215 · 215-R/W Acquisit. Pipeline Proj	5,931.25	0.00	5,931.25	100.0%
244				5218 · 218-R/W Acq. for Elec.Util.Proj	14,417.57	0.00	14,417.57	100.0%
245				5219 · 219-Introductory Facilitator	587.12			
246				5225 · 225-Social Ecology	4,755.87	0.00	4,755.87	100.0%
247				5230 · 230-Oil&Gas Land Basics & Issue	5,191.52			
248				<b>Total 520 · COURSE 200'S</b>	<b>41,369.03</b>	<b>0.00</b>	<b>41,369.03</b>	<b>100.0%</b>
249				<b>530 · COURSE 300'S</b>				
250				5303 · 303-Management Consulting	650.12	0.00	650.12	100.0%
251				5303C · 303C-Management Consulting	0.00	0.00	0.00	0.0%
252				5304 · 304-When Public Agenc's Collide	519.42			
253				<b>Total 530 · COURSE 300'S</b>	<b>1,169.54</b>	<b>0.00</b>	<b>1,169.54</b>	<b>100.0%</b>
254				<b>540 · COURSE 400'S</b>				
255				5400 · 400-Principles of R/E Appraisal	14,193.79	0.00	14,193.79	100.0%
256				5400C · 400C-Principles of R/E Apprais.	1,371.87	0.00	1,371.87	100.0%
257				5402 · 402-Intro to Income Cap Approac	701.35	0.00	701.35	100.0%
258				5403 · 403-Easement Valuation	1,898.64	0.00	1,898.64	100.0%
259				5406A · 406A-15 Hour National USPAP	0.00	0.00	0.00	0.0%
260				5406B · 406B-7 Hour National USPAP	2,440.55	0.00	2,440.55	100.0%
261				5409 · 409-Integrating Appraisal Stds.	898.89	0.00	898.89	100.0%
262				5410 · 410-Review.Apprais. in Eminent	1,510.53	0.00	1,510.53	100.0%
263				5417 · 417-Valuation of Contamin. R/E	798.29	0.00	798.29	100.0%
264				5421 · 421-Valuation of Partial Acquis	11,049.43	0.00	11,049.43	100.0%
265				5421C · 421C-Valuation of Partial Acqui	2,126.55	0.00	2,126.55	100.0%
266				5431 · 431-Problems in Valuation P/A	1,438.42	0.00	1,438.42	100.0%
267				5431C · 431C-Problems in Valuation P/A	867.40	0.00	867.40	100.0%
268				<b>Total 540 · COURSE 400'S</b>	<b>39,295.71</b>	<b>0.00</b>	<b>39,295.71</b>	<b>100.0%</b>
269				<b>550 · COURSE 500'S</b>				
270				5501 · 501-Residential Reloc. Assist.	3,899.85	0.00	3,899.85	100.0%
271				5502 · 502-Non-Residential Relocation	4,812.31	0.00	4,812.31	100.0%
272				5503 · 503-Mobile Home Relocation	199.59	0.00	199.59	100.0%
273				5504 · 504-Computing Replace.Hous. Pmt	2,760.60	0.00	2,760.60	100.0%
274				5505 · 505-Advanced Res.Reloc. Assist.	2,715.45	0.00	2,715.45	100.0%
275				5506 · 506-Advanced Bus.Reloc. Assist.	1,179.44	0.00	1,179.44	100.0%
276				<b>Total 550 · COURSE 500'S</b>	<b>15,567.24</b>	<b>0.00</b>	<b>15,567.24</b>	<b>100.0%</b>
277				<b>560 · COURSE 600'S</b>				
278				5600 · 600-Environmental Awareness	1,057.35	0.00	1,057.35	100.0%
279				5600C · 600C-Environmental Awareness	304.06	0.00	304.06	100.0%
280				5603 · 603-Understanding Environment	2,338.55	0.00	2,338.55	100.0%
281				5603C · 603C-Understanding Environment	211.73	0.00	211.73	100.0%
282				5604 · 604-Envir Due Diligence and Li.	5,744.97	0.00	5,744.97	100.0%
283				5606 · 606-Environmental Process	510.60			
284				5606C · 606C-Environmental Process	285.28			
285				<b>Total 560 · COURSE 600'S</b>	<b>10,452.54</b>	<b>0.00</b>	<b>10,452.54</b>	<b>100.0%</b>
286				<b>570 · COURSE 700'S</b>				
287				5700 · 700-Introduction to Prop. Mgmt.	1,964.59	0.00	1,964.59	100.0%
288				5700C · 700C-Introduction to Prop. Mgt.	458.39			
289				5701 · 701-Property Mgmt. - Leasing	1,797.25	0.00	1,797.25	100.0%
290				5703 · 703-Real Property/Asset Mgmt.	0.00	0.00	0.00	0.0%
291				<b>Total 570 · COURSE 700'S</b>	<b>4,220.23</b>	<b>0.00</b>	<b>4,220.23</b>	<b>100.0%</b>
292				<b>580 · COURSE 800'S</b>				
293				5800 · 800-Principles of R/E Law	2,668.15	0.00	2,668.15	100.0%
294				5800C · 800C-Principles of R/E Law	838.34	0.00	838.34	100.0%
295				5801 · 801-Land Titles	5,235.61	0.00	5,235.61	100.0%
296				5801C · 801C-Land Titles	565.49			
297				5802 · 802-Legal Aspects of Easements	6,533.79	0.00	6,533.79	100.0%
298				5802C · 802C-Legal aspects of Easements	0.00	0.00	0.00	0.0%
299				5803 · 803-Eminent Domain Law Basics..	6,389.77	0.00	6,389.77	100.0%
300				5803C · 803C-Expropriation Law REP	1,748.23			
301				5804 · Skills of Expert Testimony	1,661.64	0.00	1,661.64	100.0%
302				<b>Total 580 · COURSE 800'S</b>	<b>25,641.02</b>	<b>0.00</b>	<b>25,641.02</b>	<b>100.0%</b>

			Jul '17 - Jun 18	Budget	\$ Over Budget	% of Budget
303		<b>590 · COURSE 900'S</b>				
304		5900 · 900-Principles of R/E Engineer.	4,974.72	0.00	4,974.72	100.0%
305		5900C · 900C-Principles of R/E Engineer	0.00	0.00	0.00	0.0%
306		5901 · 901-Engineering Plan Develop.	6,907.07	0.00	6,907.07	100.0%
307		5901C · 901C-Engineering Plan Develop.	258.86	0.00	258.86	100.0%
308		5902 · 902-Property Descriptions	8,729.01	0.00	8,729.01	100.0%
309		5902C · 902C-Property Descriptions	334.69	0.00	334.69	100.0%
310		<b>Total 590 · COURSE 900'S</b>	<b>21,204.35</b>	<b>0.00</b>	<b>21,204.35</b>	<b>100.0%</b>
311		<b>599 · IRWA Sponsored Courses</b>				
312		5996 · IRWA Sponsored Course Expense	64,232.99	0.00	64,232.99	100.0%
313		<b>Total 599 · IRWA Sponsored Courses</b>	<b>64,232.99</b>	<b>0.00</b>	<b>64,232.99</b>	<b>100.0%</b>
314		<b>501 · COURSE EXPENSES - Other</b>	<b>0.00</b>	<b>264,500.00</b>	<b>-264,500.00</b>	<b>0.0%</b>
315		<b>Total 501 · COURSE EXPENSES</b>	<b>301,824.32</b>	<b>264,500.00</b>	<b>37,324.32</b>	<b>114.11%</b>
316		<b>595 · EDUCATIONAL EXP. - OTHER</b>				
317		5069 · Royalty				
318		5069O · 411O - Royalty Online	17,880.00	63,345.00	-45,465.00	28.23%
319		<b>Total 5069 · Royalty</b>	<b>17,880.00</b>	<b>63,345.00</b>	<b>-45,465.00</b>	<b>28.23%</b>
320		5005 · Scholarship Expense	51,856.00			
321		5008 · Class Incentive	51,416.00	75,000.00	-23,584.00	68.56%
322		5009 · Class Incentive - Other	13,300.00	0.00	13,300.00	100.0%
323		5010 · Course Development Expenses	973.30	0.00	973.30	100.0%
324		5012 · Course Expenses - Misc.	6,718.11	3,000.00	3,718.11	223.94%
325		5014 · Course Revision Expenses	700.00	5,000.00	-4,300.00	14.0%
326		5016 · Course State Certification	12,748.64	17,700.00	-4,951.36	72.03%
327		5020 · Credentialing Expense	7,132.47	5,775.00	1,357.47	123.51%
328		5028 · CLIMB	8,188.93	50,000.00	-41,811.07	16.38%
329		5032 · Instructors' Develop.	10,505.42	0.00	10,505.42	100.0%
330		5036 · Instructors' Material	16,511.52	15,000.00	1,511.52	110.08%
331		5050 · Marketing Expense for Courses	675.87	5,000.00	-4,324.13	13.52%
332		5060O · Online Hosting	5,400.00	8,000.00	-2,600.00	67.5%
333		5065O · Online Seminars - IRWA	3,605.28	3,600.00	5.28	100.15%
334		5066 · P/P/S Education	10,986.54	10,000.00	986.54	109.87%
335		5068 · PROW Expenses	0.00	1,000.00	-1,000.00	0.0%
336		5080 · Textbooks-Cost of Opt. Purchase	0.00	0.00	0.00	0.0%
337		5084 · Textbook Revision	0.00	0.00	0.00	0.0%
338		<b>Total 595 · EDUCATIONAL EXP. - OTHER</b>	<b>218,598.08</b>	<b>262,420.00</b>	<b>-43,821.92</b>	<b>83.3%</b>
339		<b>Total 55 · EDUCATION EXPENSES</b>	<b>520,422.40</b>	<b>526,920.00</b>	<b>-6,497.60</b>	<b>98.77%</b>
340		<b>597 · BUILDING OPERATION</b>				
341		6003 · Bank Interest	7,731.53	8,950.00	-1,218.47	86.39%
342		6004 · Building Association Fee	15,847.68	16,644.00	-796.32	95.22%
343		6005 · Building Depreciation	37,022.40	37,100.00	-77.60	99.79%
344		6010 · Building Insurance - Commercial	0.00	1,650.00	-1,650.00	0.0%
345		6028 · Building Maintenance	18,340.15	16,250.00	2,090.15	112.86%
346		6031 · Building Property Tax	24,786.25	19,000.00	5,786.25	130.45%
347		6034 · Building Replacement Reserve	0.00	0.00	0.00	0.0%
348		6036 · Building Utilities	11,145.38	15,000.00	-3,854.62	74.3%
349		<b>Total 597 · BUILDING OPERATION</b>	<b>114,873.39</b>	<b>114,594.00</b>	<b>279.39</b>	<b>100.24%</b>
350		<b>60 · PAYROLL &amp; BENEFITS</b>				
351		6020 · Payroll	1,845,334.81	1,979,672.45	-134,337.64	93.21%
352		6030 · Pension Plan	61,678.82	76,018.90	-14,340.08	81.14%
353		6040 · Taxes & Benefits - Insperity	511,383.45	532,132.29	-20,748.84	96.1%
354		<b>Total 60 · PAYROLL &amp; BENEFITS</b>	<b>2,418,397.08</b>	<b>2,587,823.64</b>	<b>-169,426.56</b>	<b>93.45%</b>
355		<b>67 · SEMINARS &amp; CONFERENCES EXPENSES</b>				
356		<b>65 · INTERNATIONAL CONFERENCE</b>				
357		6102 · Advisory Breakfast	799.33	875.00	-75.67	91.35%
358		6103 · Auction Reception	0.00	0.00	0.00	0.0%
359		6104 · Audiovisual	108,939.28	112,000.00	-3,060.72	97.27%
360		6106 · Awards Program	0.00	3,000.00	-3,000.00	0.0%
361		6108 · Banquet	41,569.17	46,150.00	-4,580.83	90.07%
362		6110 · Breakfast	0.00	24,000.00	-24,000.00	0.0%
363		6112 · Breaks	38,481.00	85,000.00	-46,519.00	45.27%

						Jul '17 - Jun 18	Budget	\$ Over Budget	% of Budget
364					<b>6113 · Board of Directors</b>	4,456.00	6,000.00	-1,544.00	74.27%
365					<b>6114 · Cancellation Insurance</b>	0.00	3,000.00	-3,000.00	0.0%
366					<b>6115 · Committee Breaks</b>	2,013.11	6,000.00	-3,986.89	33.55%
367					<b>6116 · Committee Gifts</b>	0.00	1,250.00	-1,250.00	0.0%
368					<b>6117 · Committee Speakers</b>	0.00	6,750.00	-6,750.00	0.0%
369					<b>6118 · Conference Registration</b>	10,500.00	14,700.00	-4,200.00	71.43%
370					<b>6119 · Credit Card Fees</b>	15,422.61	25,000.00	-9,577.39	61.69%
371					<b>6123 · Finnegan Fun Run</b>	0.00	1,000.00	-1,000.00	0.0%
372					<b>6124 · Exhibits</b>	0.00	9,375.00	-9,375.00	0.0%
373					<b>6126 · Fee to Local Host</b>	10,000.00	10,000.00	0.00	100.0%
374					<b>6128 · Final Program Book</b>	5,140.55	6,000.00	-859.45	85.68%
375					<b>6129 · Graphics</b>	0.00	1,000.00	-1,000.00	0.0%
376					<b>6130 · Gratuities</b>	2,000.00	3,000.00	-1,000.00	66.67%
377					<b>6132 · Hotel Attrition</b>	53,736.27	5,000.00	48,736.27	1,074.73%
378					<b>6135 · IEC Receptions</b>	1,595.67	3,300.00	-1,704.33	48.35%
379					<b>6139 · International Gifts</b>	0.00	1,500.00	-1,500.00	0.0%
380					<b>6140 · International Luncheon</b>	0.00	0.00	0.00	0.0%
381					<b>6145 · Host Committee Food/Housing</b>	5,837.52	4,000.00	1,837.52	145.94%
382					<b>6147 · luncheon/Award</b>	32,102.88	39,850.00	-7,747.12	80.56%
383					<b>6149 · Miscellaneous</b>	12,190.07	10,000.00	2,190.07	121.9%
384					<b>6150 · Wednesday Night</b>				
385					6152 · Decor	0.00	6,000.00	-6,000.00	0.0%
386					6153 · Facility	7,672.83	0.00	7,672.83	100.0%
387					6150 · Wednesday Night - Other	0.00	3,000.00	-3,000.00	0.0%
388					<b>Total 6150 · Wednesday Night</b>	<b>7,672.83</b>	<b>9,000.00</b>	<b>-1,327.17</b>	<b>85.25%</b>
389					<b>6157 · Names Tag and Ribbons</b>	<b>2,521.57</b>	<b>2,500.00</b>	<b>21.57</b>	<b>100.86%</b>
390					<b>6159 · Opening Ceremonies</b>	<b>435.37</b>	<b>2,000.00</b>	<b>-1,564.63</b>	<b>21.77%</b>
391					<b>6160 · Past President/Other Comps</b>	<b>13,620.00</b>	<b>26,250.00</b>	<b>-12,630.00</b>	<b>51.89%</b>
392					<b>6161 · Photographer</b>	<b>5,953.86</b>	<b>8,000.00</b>	<b>-2,046.14</b>	<b>74.42%</b>
393					<b>6163 · Planning</b>	<b>16,014.78</b>	<b>12,000.00</b>	<b>4,014.78</b>	<b>133.46%</b>
394					<b>6167 · Printing</b>	<b>0.00</b>	<b>3,000.00</b>	<b>-3,000.00</b>	<b>0.0%</b>
395					<b>6171 · Security</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
396					<b>6172 · Shipping</b>	<b>6,099.93</b>	<b>10,000.00</b>	<b>-3,900.07</b>	<b>61.0%</b>
397					<b>6173 · Signs/Banners</b>	<b>1,788.16</b>	<b>2,500.00</b>	<b>-711.84</b>	<b>71.53%</b>
398					<b>6174 · Speakers Gifts</b>	<b>455.55</b>	<b>4,500.00</b>	<b>-4,044.45</b>	<b>10.12%</b>
399					<b>6175 · Speakers</b>	<b>40,462.67</b>	<b>50,000.00</b>	<b>-9,537.33</b>	<b>80.93%</b>
400					<b>6177 · Sponsor Premiums</b>	<b>32,361.66</b>	<b>20,000.00</b>	<b>12,361.66</b>	<b>161.81%</b>
401					<b>6178 · Staff Site Visits</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
402					<b>6180 · Staff Travel and Hotel</b>	<b>41,308.54</b>	<b>35,000.00</b>	<b>6,308.54</b>	<b>118.02%</b>
403					<b>6181 · Reception</b>	<b>8,589.60</b>	<b>25,000.00</b>	<b>-16,410.40</b>	<b>34.36%</b>
404					<b>6183 · Temporary Personnel</b>	<b>2,218.07</b>	<b>4,000.00</b>	<b>-1,781.93</b>	<b>55.45%</b>
405					<b>6188 · Totes</b>	<b>5,824.50</b>	<b>8,500.00</b>	<b>-2,675.50</b>	<b>68.52%</b>
406					<b>Total 65 · INTERNATIONAL CONFERENCE</b>	<b>530,110.55</b>	<b>650,000.00</b>	<b>-119,889.45</b>	<b>81.56%</b>
407					<b>70 · OTHER SEMINARS &amp; CONFERENCES</b>				
408					<b>6235 · FAU PRES - Global Congress</b>				
409					6204 · Audiovisual	0.00	2,500.00	-2,500.00	0.0%
410					6249 · Miscellaneous	66,025.17	60,000.00	6,025.17	110.04%
411					6283 · Temporary Personnel	36,763.16	20,000.00	16,763.16	183.82%
412					<b>Total 6235 · FAU PRES - Global Congress</b>	<b>102,788.33</b>	<b>82,500.00</b>	<b>20,288.33</b>	<b>124.59%</b>
413					<b>6395 · Young Professionals Group</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
414					<b>Total 70 · OTHER SEMINARS &amp; CONFERENCES</b>	<b>102,788.33</b>	<b>82,500.00</b>	<b>20,288.33</b>	<b>124.59%</b>
415					<b>Total 67 · SEMINARS &amp; CONFERENCES EXPENSE</b>	<b>632,898.88</b>	<b>732,500.00</b>	<b>-99,601.12</b>	<b>86.4%</b>
416					<b>73 · TRAVEL EXPENSES</b>				
417					<b>74 · TRAVEL - REGIONS</b>				
418					6501 · Region 1	5,615.22	5,000.00	615.22	112.3%
419					6502 · Region 2	0.00	5,000.00	-5,000.00	0.0%
420					6503 · Region 3	2,961.55	5,000.00	-2,038.45	59.23%
421					6504 · Region 4	2,869.21	5,000.00	-2,130.79	57.38%
422					6505 · Region 5	1,396.96	5,000.00	-3,603.04	27.94%
423					6506 · Region 6	4,759.64	5,000.00	-240.36	95.19%
424					6507 · Region 7	2,170.54	5,000.00	-2,829.46	43.41%

						Jul '17 - Jun 18	Budget	\$ Over Budget	% of Budget	
425						<b>6508 · Region 8</b>	2,065.08	5,000.00	-2,934.92	41.3%
426						<b>6509 · Region 9</b>	4,362.67	5,000.00	-637.33	87.25%
427						<b>6510 · Region 10</b>	1,577.89	5,000.00	-3,422.11	31.56%
428						<b>6520 · Regional Governance</b>	0.00	0.00	0.00	0.0%
429						<b>Total 74 · TRAVEL - REGIONS</b>	27,778.76	50,000.00	-22,221.24	55.56%
430						<b>75 · TRAVEL - INDUSTRIES &amp; COPS</b>				
431						<b>6673 · Special Committee Projects</b>	0.00	20,000.00	-20,000.00	0.0%
432						<b>751 · Communities of Practice</b>				
433						<b>6605 · Asset Management COP</b>	2,990.28	0.00	2,990.28	100.0%
434						<b>6670 · Valuation COP</b>	391.80	0.00	391.80	100.0%
435						<b>751 · Communities of Practice - Other</b>	0.00	20,000.00	-20,000.00	0.0%
436						<b>Total 751 · Communities of Practice</b>	3,382.08	20,000.00	-16,617.92	16.91%
437						<b>755 · Industry Committees</b>				
438						<b>6640 · Public Agency Committee</b>	-560.87	0.00	-560.87	100.0%
439						<b>6645 · Oil &amp; Gas Pipeline Committee</b>	0.00	0.00	0.00	0.0%
440						<b>6660 · Transportation Committee</b>	1,316.68	0.00	1,316.68	100.0%
441						<b>6665 · Electric &amp; Utilities Committee</b>	391.80	0.00	391.80	100.0%
442						<b>755 · Industry Committees - Other</b>	0.00	30,000.00	-30,000.00	0.0%
443						<b>Total 755 · Industry Committees</b>	1,147.61	30,000.00	-28,852.39	3.83%
444						<b>Total 75 · TRAVEL - INDUSTRIES &amp; COPS</b>	4,529.69	70,000.00	-65,470.31	6.47%
445						<b>76 · TRAVEL - SERVICE COMMITTEES</b>				
446						<b>6675 · Ethics Committee</b>	2,239.76	7,500.00	-5,260.24	29.86%
447						<b>6680 · Communic. &amp; Marketing Committee</b>	0.00	0.00	0.00	0.0%
448						<b>6685 · Nomination &amp; Election Committee</b>	8,318.67	18,000.00	-9,681.33	46.22%
449						<b>6690 · PIPE</b>	26,833.00	18,000.00	8,833.00	149.07%
450						<b>Total 76 · TRAVEL - SERVICE COMMITTEES</b>	37,391.43	43,500.00	-6,108.57	85.96%
451						<b>77 · TRAVEL - OTHER</b>				
452						<b>6710 · Agency Liaison</b>	1,977.43	5,000.00	-3,022.57	39.55%
453						<b>6720 · Allied Organizations</b>	9,984.09	15,000.00	-5,015.91	66.56%
454						<b>6727 · Governance Task Force</b>	1,713.37			
455						<b>6730 · Appraisal Foundation</b>	821.98	2,500.00	-1,678.02	32.88%
456						<b>6750 · Committee Chair/Vice Meeting</b>	0.00	5,000.00	-5,000.00	0.0%
457						<b>Total 77 · TRAVEL - OTHER</b>	14,496.87	27,500.00	-13,003.13	52.72%
458						<b>78 · TRAVEL - INT'L GOVERNING COUNCIL</b>				
459						<b>6810 · IGC/IEC Meeting</b>	87,275.56	68,400.00	18,875.56	127.6%
460						<b>6815 · Regional Meetings</b>	1,642.00	6,000.00	-4,358.00	27.37%
461						<b>6817 · Chapter Visits</b>	1,280.00	12,000.00	-10,720.00	10.67%
462						<b>6820 · Committee Liaison</b>	1,796.18	6,500.00	-4,703.82	27.63%
463						<b>6825 · Annual Conference</b>	94,697.68	72,000.00	22,697.68	131.53%
464						<b>6830 · Other Expenses</b>	26,667.30	6,000.00	20,667.30	444.46%
465						<b>6835 · IEC/IGC International Travel</b>	4,854.99			
466						<b>Total 78 · TRAVEL - INT'L GOVERNING COUNCIL</b>	218,213.71	170,900.00	47,313.71	127.69%
467						<b>79 · TRAVEL - STAFF</b>				
468						<b>6860 · IEC/IGC Meeting</b>	6,603.29	10,500.00	-3,896.71	62.89%
469						<b>6865 · Regional Meetings</b>	42,426.91	30,000.00	12,426.91	141.42%
470						<b>6870 · Committee Liaison</b>	1,714.95	6,000.00	-4,285.05	28.58%
471						<b>6875 · Chapter Meetings</b>	13,711.39	20,000.00	-6,288.61	68.56%
472						<b>6880 · Other Expenses</b>	21,306.00	25,000.00	-3,694.00	85.22%
473						<b>6885 · Staff International Travel</b>	10,926.24			
474						<b>Total 79 · TRAVEL - STAFF</b>	96,688.78	91,500.00	5,188.78	105.67%
475						<b>Total 73 · TRAVEL EXPENSES</b>	399,099.24	453,400.00	-54,300.76	88.02%
476						<b>80 · ADMINISTRATIVE EXPENSES</b>				
477						<b>7005 · Public Relations</b>	32,083.29	25,000.00	7,083.29	128.33%
478						<b>7010 · Assets Costing Less Than \$250</b>	3,203.79	3,600.00	-396.21	88.99%
479						<b>7020 · Awards &amp; Recognition</b>	2,243.57	2,500.00	-256.43	89.74%
480						<b>7040 · Abila - Project Management</b>	0.00	0.00	0.00	0.0%
481						<b>7050 · Bad Debt Expense</b>	5,970.36	2,000.00	3,970.36	298.52%
482						<b>7100 · Bank Charges &amp; Credit Card Fees</b>	113,441.83	130,000.00	-16,558.17	87.26%
483						<b>7130 · Car Expenses</b>	12,000.00	12,000.00	0.00	100.0%
484						<b>7155 · Computer Consulting Fees</b>	4,510.29	6,000.00	-1,489.71	75.17%
485						<b>7160 · Constant Contact Email</b>	4,960.33	3,540.00	1,420.33	140.12%





						<b>Jul '17 - Jun 18</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>
547		<b>8500</b>	<b>· Gain ( Loss) on Conversion</b>			-3,208.33	0.00	-3,208.33	100.0%
548		<b>8600</b>	<b>· Gain (Loss) on Disposal of F/A</b>			-44.80	0.00	-44.80	100.0%
549		<b>8700</b>	<b>· Unrealized Invest. Gain (Loss)</b>			10,234.66	0.00	10,234.66	100.0%
550		<b>8769</b>	<b>· Realized Invest. Gain (Loss)</b>			0.00	0.00	0.00	0.0%
551		<b>Total 95</b>	<b>· OTHER INCOME &amp; EXPENSE</b>			6,981.53	0.00	6,981.53	100.0%
552		<b>Total Other Income</b>				265,370.27	0.00	265,370.27	100.0%
553		<b>Other Expense</b>							
554		<b>72</b>	<b>· PIPELINE COMMITTEE EXPENSES</b>						
555		<b>6408</b>	<b>· Bank Fee</b>			12.00	0.00	12.00	100.0%
556		<b>6420</b>	<b>· Contribution Expenses</b>			5,000.00	0.00	5,000.00	100.0%
557		<b>6470</b>	<b>· Quarterly Meeting Expenses</b>			19,167.46	0.00	19,167.46	100.0%
558		<b>Total 72</b>	<b>· PIPELINE COMMITTEE EXPENSES</b>			24,179.46	0.00	24,179.46	100.0%
559		<b>8400</b>	<b>· Instructor Exp.-Pass Through</b>			238,725.40	0.00	238,725.40	100.0%
560		<b>Total Other Expense</b>				262,904.86	0.00	262,904.86	100.0%
561		<b>Net Other Income</b>				2,465.41	0.00	2,465.41	100.0%
562		<b>Net Income</b>				<b>205,978.46</b>	<b>41,141.17</b>	<b>164,837.29</b>	<b>500.66%</b>