

<b>International Right of Way Association</b>				
<b>Balance Sheet Prev Year Comparison</b>				
<b>As of September 30, 2018</b>				
	<b>Sep 30, 18</b>	<b>Sep 30, 17</b>	<b>\$ Change</b>	<b>% Change</b>
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
<b>10 - CASH AND BANK</b>				
1000 - Petty Cash	250.00	250.00	0.00	0.0%
1001 - Union Bank - Checking	113,096.87	97,716.17	15,380.70	15.74%
1002 - Union Bank - Money Market	157,894.70	97,122.62	60,772.08	62.57%
1003 - Bank of Montreal - Checking	-9,472.62	117,407.42	-126,880.04	-108.07%
1005 - Bank One - Pipeline Committee	35,269.41	35,952.35	-682.94	-1.9%
1007 - Bank of America - Checking	32,687.25	33,436.33	-749.08	-2.24%
1008 - Bank of Montreal - USD Saving	1,000.19	1,000.00	0.19	0.02%
<b>Total 10 - CASH AND BANK</b>	<b>330,725.80</b>	<b>382,884.89</b>	<b>-52,159.09</b>	<b>-13.62%</b>
<b>Total Checking/Savings</b>	<b>330,725.80</b>	<b>382,884.89</b>	<b>-52,159.09</b>	<b>-13.62%</b>
<b>Accounts Receivable</b>				
<b>11 - ACCOUNTS RECEIVABLE - NET</b>				
1122 - Accounts Receivable	80,513.30	41,923.30	38,590.00	92.05%
1124 - Provision for Bad Debt	-20,407.41	-7,470.98	-12,936.43	-173.16%
1126 - Other Receivables	295.00	152.00	143.00	94.08%
1127 - Other Receivables - Advertising	8,159.13	10,129.76	-1,970.63	-19.45%
<b>Total 11 - ACCOUNTS RECEIVABLE - NET</b>	<b>68,560.02</b>	<b>44,734.08</b>	<b>23,825.94</b>	<b>53.26%</b>
<b>Total Accounts Receivable</b>	<b>68,560.02</b>	<b>44,734.08</b>	<b>23,825.94</b>	<b>53.26%</b>
<b>Other Current Assets</b>				
<b>12 - INVESTMENTS</b>				
1237 - Invest. Available for Sale LPL	1,090,649.83	1,018,468.99	72,180.84	7.09%
1238 - Unreal. Gain (Loss) on Inv. LPL	58,993.71	89,453.84	-30,460.13	-34.05%
1239 - Money Market - LPL	22,949.16	22,334.76	614.40	2.75%
<b>Total 12 - INVESTMENTS</b>	<b>1,172,592.70</b>	<b>1,130,257.59</b>	<b>42,335.11</b>	<b>3.75%</b>
<b>14 - OTHER RECEIVABLES</b>				
1310 - Contribution Receivable	225,000.00	0.00	225,000.00	100.0%
<b>Total 14 - OTHER RECEIVABLES</b>	<b>225,000.00</b>	<b>0.00</b>	<b>225,000.00</b>	<b>100.0%</b>
<b>15 - INVENTORY</b>				
1450 - Merchandise and Supplies	40,034.35	58,237.92	-18,203.57	-31.26%
<b>Total 15 - INVENTORY</b>	<b>40,034.35</b>	<b>58,237.92</b>	<b>-18,203.57</b>	<b>-31.26%</b>
<b>16 - PREPAID EXPENSES</b>				
1515 - PPD Course Printing & Mailing	10,202.15	5,876.53	4,325.62	73.61%
1520 - PPD Dues - Appraisal Foundation	1,920.00	1,920.00	0.00	0.0%
1545 - PPD Insurance-Comm. Package	2,699.65	2,760.60	-60.95	-2.21%
1560 - PPD Magazine - Right of Way	4,950.38	5,068.94	-118.56	-2.34%
1563 - PPD Membership Mailing	0.00	9,594.53	-9,594.53	-100.0%
1565 - PPD Expenses/Misc. Receivables	103,146.60	234,866.18	-131,719.58	-56.08%
1570 - PPD Postage				
1571 - PPD Postage - Meter	4,301.93	1,773.53	2,528.40	142.56%
1572 - PPD Postage - Magazine	3,228.07	2,908.05	320.02	11.01%
<b>Total 1570 - PPD Postage</b>	<b>7,530.00</b>	<b>4,681.58</b>	<b>2,848.42</b>	<b>60.84%</b>
1575 - PPD Travel - IEC/IGC	591.10	522.40	68.70	13.15%

	Sep 30, 18	Sep 30, 17	\$ Change	% Change
1580 · PPD FAU PRES/Global Congress	0.00	60,730.14	-60,730.14	-100.0%
1585 · PPD Travel - Staff	2,754.46	1,995.13	759.33	38.06%
1589 · Course Dev.- Online/Classroom				
1589A · Course Development Other	776.45	4,106.80	-3,330.35	-81.09%
1589 · Course Dev.- Online/Classroom - Other	40,000.00	47,964.12	-7,964.12	-16.6%
<b>Total 1589 · Course Dev.- Online/Classroom</b>	<b>40,776.45</b>	<b>52,070.92</b>	<b>-11,294.47</b>	<b>-21.69%</b>
<b>Total 16 · PREPAID EXPENSES</b>	<b>174,570.79</b>	<b>380,086.95</b>	<b>-205,516.16</b>	<b>-54.07%</b>
17 · PPD International Conference				
1618 · PPD Conference - 2018 - AB	0.00	70,466.46	-70,466.46	-100.0%
1619 · PPD Conference - 2019 - OR	7,048.63	5,000.00	2,048.63	40.97%
1620 · PPD Conference - 2020 - MN	258.28	258.28	0.00	0.0%
1621 · PPD Conference - 2021 - TX	5,357.89	5,357.89	0.00	0.0%
1622 · PPD Conference - 2022 - OH	14,719.20	2,863.20	11,856.00	414.08%
<b>Total 17 · PPD International Conference</b>	<b>27,384.00</b>	<b>83,945.83</b>	<b>-56,561.83</b>	<b>-67.38%</b>
18 · SECURITY DEPOSITS				
1730 · Goods and Services Tax (GST)	17,349.04	18,276.17	-927.13	-5.07%
<b>Total 18 · SECURITY DEPOSITS</b>	<b>17,349.04</b>	<b>18,276.17</b>	<b>-927.13</b>	<b>-5.07%</b>
<b>Total Other Current Assets</b>	<b>1,656,930.88</b>	<b>1,670,804.46</b>	<b>-13,873.58</b>	<b>-0.83%</b>
<b>Total Current Assets</b>	<b>2,056,216.70</b>	<b>2,098,423.43</b>	<b>-42,206.73</b>	<b>-2.01%</b>
<b>Fixed Assets</b>				
19 · FIXED ASSETS				
1900 · Office Land & Building	1,952,877.00	1,952,877.00	0.00	0.0%
1901 · Acc. Dep. - Building	-314,746.20	-277,723.80	-37,022.40	-13.33%
1904 · Computer & Peripherals	540,736.39	533,067.53	7,668.86	1.44%
1905 · Acc. Dep.-Computer & Peripheral	-490,252.04	-473,337.01	-16,915.03	-3.57%
1908 · Office Furn. & Equipment	314,961.56	306,962.34	7,999.22	2.61%
1909 · Acc. Dep. - Furn. & Equipment	-280,607.49	-267,376.25	-13,231.24	-4.95%
1910 · Online Curriculum	1,070,458.72	835,814.80	234,643.92	28.07%
1911 · Online Curriculum-Amortization	-720,537.51	-611,976.59	-108,560.92	-17.74%
<b>Total 19 · FIXED ASSETS</b>	<b>2,072,890.43</b>	<b>1,998,308.02</b>	<b>74,582.41</b>	<b>3.73%</b>
<b>Total Fixed Assets</b>	<b>2,072,890.43</b>	<b>1,998,308.02</b>	<b>74,582.41</b>	<b>3.73%</b>
<b>TOTAL ASSETS</b>	<b>4,129,107.13</b>	<b>4,096,731.45</b>	<b>32,375.68</b>	<b>0.79%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
21 · ACCOUNTS PAYABLE				
2000 · Accounts Payable	131,908.19	161,002.50	-29,094.31	-18.07%
<b>Total 21 · ACCOUNTS PAYABLE</b>	<b>131,908.19</b>	<b>161,002.50</b>	<b>-29,094.31</b>	<b>-18.07%</b>
<b>Total Accounts Payable</b>	<b>131,908.19</b>	<b>161,002.50</b>	<b>-29,094.31</b>	<b>-18.07%</b>
<b>Other Current Liabilities</b>				
23 · DEFERRED REVENUE - DUES				
2340 · Agencies-Current Calendar Year	25,350.33	18,454.71	6,895.62	37.37%
2341 · Agencies-Next Calendar Year	975.00	0.00	975.00	100.0%
2345 · New Mem-Current Calendar Yr				
2345Oct · New Membership - Oct	5,132.79	0.00	5,132.79	100.0%
2345Nov · New Membership - Nov	5,118.75	0.00	5,118.75	100.0%
2345Dec · New Membership - Dec	4,592.04	0.00	4,592.04	100.0%

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<b>2345Jan · New Membership - Jan</b>	5,343.75	0.00	5,343.75	100.0%
<b>2345Feb · New Membership - Feb</b>	4,339.90	0.00	4,339.90	100.0%
<b>2345Mar · New Membership - Mar</b>	4,822.50	0.00	4,822.50	100.0%
<b>2345Apr · New Membership - Apr</b>	3,632.17	0.00	3,632.17	100.0%
<b>2345May · New Membership - May</b>	3,184.30	0.00	3,184.30	100.0%
<b>2345Jun · New Membership - Jun</b>	2,475.42	0.00	2,475.42	100.0%
<b>2345Jul · New Membership - Jul</b>	4,838.12	5,359.86	-521.74	-9.73%
<b>2345Aug · New Membership - Aug</b>	5,256.35	4,958.25	298.10	6.01%
<b>2345Sep · New Membership - Sep</b>	6,346.87	3,616.87	2,730.00	75.48%
<b>2345 · New Mem-Current Calendar Yr - Other</b>	0.00	39,461.01	-39,461.01	-100.0%
<b>Total 2345 · New Mem-Current Calendar Yr</b>	<b>55,082.96</b>	<b>53,395.99</b>	<b>1,686.97</b>	<b>3.16%</b>
<b>2355 · New Mem-Next Calendar Yr</b>	0.00	3,150.00	-3,150.00	-100.0%
<b>2370 · Member Dues - International Ch.</b>	774.00	0.00	774.00	100.0%
<b>2375 · Renewal-Current Calendar Yr</b>				
<b>2375Oct · Renewal - Oct</b>	115,860.54	0.00	115,860.54	100.0%
<b>2375Nov · Renewal - Nov</b>	88,014.38	0.00	88,014.38	100.0%
<b>2375Dec · Renewal - Dec</b>	98,433.14	0.00	98,433.14	100.0%
<b>2375Jan · Renewal - Jan</b>	63,723.68	0.00	63,723.68	100.0%
<b>2375Feb · Renewal - Feb</b>	10,938.02	0.00	10,938.02	100.0%
<b>2375Mar · Renewal - Mar</b>	5,162.75	0.00	5,162.75	100.0%
<b>2375Apr · Renewal - Apr</b>	3,355.77	0.00	3,355.77	100.0%
<b>2375May · Renewal - May</b>	3,913.92	0.00	3,913.92	100.0%
<b>2375Jun · Renewal - Jun</b>	2,449.08	0.00	2,449.08	100.0%
<b>2375Jul · Renewal - Jul</b>	1,820.33	0.00	1,820.33	100.0%
<b>2375Aug · Renewal - Aug</b>	-87.75	0.00	-87.75	-100.0%
<b>2375Sep · Renewal - Sep</b>	735.08	0.00	735.08	100.0%
<b>2375 · Renewal-Current Calendar Yr - Other</b>	0.00	408,806.79	-408,806.79	-100.0%
<b>Total 2375 · Renewal-Current Calendar Yr</b>	<b>394,318.94</b>	<b>408,806.79</b>	<b>-14,487.85</b>	<b>-3.54%</b>
<b>2385 · Renewal-Next Calendar Yr</b>	3,505.00	0.00	3,505.00	100.0%
<b>Total 23 · DEFERRED REVENUE - DUES</b>	<b>480,006.23</b>	<b>483,807.49</b>	<b>-3,801.26</b>	<b>-0.79%</b>
<b>24 · DEFERRED REVENUE-EDUCATION</b>				
<b>2215 · Courses</b>	123,296.00	154,995.00	-31,699.00	-20.45%
<b>Total 24 · DEFERRED REVENUE-EDUCATION</b>	<b>123,296.00</b>	<b>154,995.00</b>	<b>-31,699.00</b>	<b>-20.45%</b>
<b>25 · DEFERRED REVENUE-EVENTS</b>				
<b>2565 · FAU PRES/Global Congress</b>	0.00	4,748.00	-4,748.00	-100.0%
<b>Total 25 · DEFERRED REVENUE-EVENTS</b>	<b>0.00</b>	<b>4,748.00</b>	<b>-4,748.00</b>	<b>-100.0%</b>
<b>26 · DEFERRED REVENUE - OTHER</b>				
<b>2010 · Advertising</b>	18,849.17	27,268.48	-8,419.31	-30.88%
<b>2015 · Affiliates</b>	4,350.29	-650.01	5,000.30	769.27%
<b>Total 26 · DEFERRED REVENUE - OTHER</b>	<b>23,199.46</b>	<b>26,618.47</b>	<b>-3,419.01</b>	<b>-12.85%</b>
<b>28 · OTHER LIABILITIES</b>				
<b>2710 · Accrued Expenses</b>	206,111.24	200,992.77	5,118.47	2.55%
<b>2720 · Insperity</b>	1,627.28	2,502.38	-875.10	-34.97%
<b>2740 · Auction Proceeds</b>	14,600.00	0.00	14,600.00	100.0%
<b>2743 · Chapter Incentive</b>	21,302.40	18,182.40	3,120.00	17.16%
<b>2750 · Contribution - CRWEF</b>	1,281.23	196.97	1,084.26	550.47%
<b>2751 · Contribution - RWIEF</b>	2,525.75	2,657.25	-131.50	-4.95%
<b>2755 · Dues - Chapter - US</b>	18,061.39	13,485.78	4,575.61	33.93%

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2756 · Dues - Chapter - Cdn	2,268.18	1,612.06	656.12	40.7%
2760 · FIABCI	1,301.00	1,123.00	178.00	15.85%
2770 · GST	-19,015.78	-4,379.64	-14,636.14	-334.19%
2771 · Value Added Tax	0.00	79.68	-79.68	-100.0%
2775 · Income Tax Payable	2,516.66	0.00	2,516.66	100.0%
2780 · Other Current Liabilities	74,850.57	41,561.38	33,289.19	80.1%
2784 · PayPal	-257.01	0.00	-257.01	-100.0%
2788 · RWIEF - Region Prof of the Year	2,275.00	4,500.00	-2,225.00	-49.44%
2797 · Visa / MasterCard	-34,652.40	-5,862.47	-28,789.93	-491.09%
<b>Total 28 · OTHER LIABILITIES</b>	<b>294,795.51</b>	<b>276,651.56</b>	<b>18,143.95</b>	<b>6.56%</b>
<b>Total Other Current Liabilities</b>	<b>921,297.20</b>	<b>946,820.52</b>	<b>-25,523.32</b>	<b>-2.7%</b>
<b>Total Current Liabilities</b>	<b>1,053,205.39</b>	<b>1,107,823.02</b>	<b>-54,617.63</b>	<b>-4.93%</b>
<b>Long Term Liabilities</b>				
<b>29 · LONG TERM LIABILITIES</b>				
2910 · Bank Loan Payable	135,063.34	238,729.48	-103,666.14	-43.42%
2920 · Reserve - Building	19,200.00	19,200.00	0.00	0.0%
<b>Total 29 · LONG TERM LIABILITIES</b>	<b>154,263.34</b>	<b>257,929.48</b>	<b>-103,666.14</b>	<b>-40.19%</b>
<b>Total Long Term Liabilities</b>	<b>154,263.34</b>	<b>257,929.48</b>	<b>-103,666.14</b>	<b>-40.19%</b>
<b>Total Liabilities</b>	<b>1,207,468.73</b>	<b>1,365,752.50</b>	<b>-158,283.77</b>	<b>-11.59%</b>
<b>Equity</b>				
35 · Retained Earnings	2,896,732.43	2,690,753.97	205,978.46	7.66%
Net Income	24,905.97	40,224.98	-15,319.01	-38.08%
<b>Total Equity</b>	<b>2,921,638.40</b>	<b>2,730,978.95</b>	<b>190,659.45</b>	<b>6.98%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,129,107.13</b>	<b>4,096,731.45</b>	<b>32,375.68</b>	<b>0.79%</b>