

International Right of Way Association		Variance Analysis of Account Headings				
Profit & Loss Budget vs. Actual						
July through December 2018						
		Jul - Dec 18	Budget	\$ Over Budget	% of Budget	
3	Ordinary Income/Expense					
4	Income					
5	40 · EDUCATION INCOME					
111	410 · COURSE INCOME - CLASSROOM	506,329.50	614,298.00	-107,968.50	82.42%	We budgeted for 196 courses with 2,940 attendees, but had 171 courses with 2,555 attendees. Tuition increase was budgeted, but not implemented.
163	415 · COURSE INCOME - ONLINE	418,823.50	558,700.00	-139,876.50	74.96%	We budgeted 1,733 attendees, but had 1,306 attendees. Tuition increase was budgeted, not implemented. Dec/Jan Sale was postponed to Feb/Mar.
172	920 · EDUCATIONAL INCOME - OTHER	40,720.83	53,860.00	-13,139.17	75.61%	CLIMB was postponed to June
173	Total 40 · EDUCATION INCOME	965,873.83	1,226,858.00	-260,984.17	78.73%	
177	41 · ADVERTISING INCOME	114,930.84	133,500.00	-18,569.16	86.09%	Mainly due to smaller ad sizes than budgeted
180	43 · INVESTMENT INCOME	9,964.35	17,299.98	-7,335.63	57.6%	
188	44 · MEMBERSHIP INCOME	954,367.56	1,072,131.89	-117,764.33	89.02%	Budgeted 93 new members per month, but had 74
191	45 · MERCHANDISE - SALES	1,607.00	3,039.00	-1,432.00	52.88%	
195	46 · OTHER INCOME	260.00	709.98	-449.98	36.62%	
206	47 · SEMINARS & CONFERENCES	-6,715.00	0.00	-6,715.00	100.0%	Conference registration refunds
207	Total Income	2,040,288.58	2,453,538.85	-413,250.27	83.16%	
208	Gross Profit	2,040,288.58	2,453,538.85	-413,250.27	83.16%	
209	Expense					
213	50 · COST OF GOODS SOLD	1,389.78	2,729.04	-1,339.26	50.93%	
331	55 · EDUCATION EXPENSES	226,482.32	267,067.00	-40,584.68	84.8%	We budgeted for 196 courses with 2,940 attendees, but had 171 courses with 2,555 attendees.
340	597 · BUILDING OPERATION	55,469.57	57,632.04	-2,162.47	96.25%	
345	60 · PAYROLL & BENEFITS	1,190,304.22	1,222,716.00	-32,411.78	97.35%	One employee left and another was on disability.
400	67 · SEMINARS & CONFERENCES EXPENSES	113.87	0.00	113.87	100.0%	
457	73 · TRAVEL EXPENSES	123,973.11	227,500.14	-103,527.03	54.49%	Less travel for the association than budgeted.
512	80 · ADMINISTRATIVE EXPENSES	447,161.20	533,968.14	-86,806.94	83.74%	Primarily due to lower credit card fees and lower marketing, organization remodeling, training and vacation expenses than budgeted.
515	88 · INCOME TAXES	8,183.34	0.00	8,183.34	100.0%	Payment of taxes to the IRS and FTB for unrelated business income, such as advertising income.
516	Total Expense	2,053,077.41	2,311,612.36	-258,534.95	88.82%	
517	Net Ordinary Income	-12,788.83	141,926.49	-154,715.32	-9.01%	
518	Other Income/Expense					
534	Other Income	114,617.10	0.00	114,617.10	100.0%	Includes \$134.2k Instructor Pass Through. This account is to verify amounts paid to instructors for chapter courses vs. CSMA's
542	Other Expense	146,282.14	0.00	146,282.14	100.0%	Includes \$134.2k Instructor Pass Through. This account is to verify amounts paid to instructors for chapter courses vs. CSMA's
543	Net Other Income	-31,665.04	0.00	-31,665.04	100.0%	
544	Net Income	-44,453.87	141,926.49	-186,380.36	-31.32%	