

International Right of Way Association		Variance Analysis of Account Headings				
Profit & Loss Budget vs. Actual						
July through November 2018						
		Jul - Nov 18	Budget	\$ Over Budget	% of Budget	
	Ordinary Income/Expense					
	Income					
	40 · EDUCATION INCOME					
111	410 · COURSE INCOME - CLASSROOM	412,383.40	554,369.00	-141,985.60	74.39%	We budgeted for 178 courses with 2,670 attendees, but had 149 courses with 2,208 attendees. Tuition increase was budgeted, but not implemented.
163	415 · COURSE INCOME - ONLINE	361,888.50	425,655.00	-63,766.50	85.02%	We budgeted 1,326 attendees, but had 1,149 attendees. Tuition increase was budgeted, not implemented.
172	920 · EDUCATIONAL INCOME - OTHER	31,798.77	46,500.00	-14,701.23	68.38%	CLIMB was postponed to June
173	Total 40 · EDUCATION INCOME	806,070.67	1,026,524.00	-220,453.33	78.52%	
177	41 · ADVERTISING INCOME	95,042.89	111,250.00	-16,207.11	85.43%	Mainly due to smaller ad sizes than budgeted
180	43 · INVESTMENT INCOME	9,919.85	14,416.65	-4,496.80	68.81%	
188	44 · MEMBERSHIP INCOME	792,892.19	893,683.00	-100,790.81	88.72%	Budgeted 93 new members per month, but had 80
191	45 · MERCHANDISE - SALES	1,387.00	2,550.00	-1,163.00	54.39%	
195	46 · OTHER INCOME	260.00	191.65	68.35	135.66%	
206	47 · SEMINARS & CONFERENCES	-6,715.00	0.00	-6,715.00	100.0%	Conference registration refunds
207	Total Income	1,698,857.60	2,048,615.30	-349,757.70	82.93%	
208	Gross Profit	1,698,857.60	2,048,615.30	-349,757.70	82.93%	
209	Expense					
213	50 · COST OF GOODS SOLD	1,109.68	2,272.49	-1,162.81	48.83%	
331	55 · EDUCATION EXPENSES	192,585.21	235,838.41	-43,253.20	81.66%	We budgeted for 178 courses with 2,670 attendees, but had 149 courses with 2,208 attendees.
340	597 · BUILDING OPERATION	46,627.92	48,100.20	-1,472.28	96.94%	
345	60 · PAYROLL & BENEFITS	971,817.34	1,018,930.00	-47,112.66	95.38%	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	123,389.38	204,583.45	-81,194.07	60.31%	Less travel for the association than budgeted.
512	80 · ADMINISTRATIVE EXPENSES	364,061.00	442,571.95	-78,510.95	82.26%	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	1,707,887.74	1,952,296.50	-244,408.76	87.48%	
517	Net Ordinary Income	-9,030.14	96,318.80	-105,348.94	-9.38%	
518	Other Income/Expense					
534	Total Other Income	116,467.38	0.00	116,467.38	100.0%	Includes \$113.8k Instructor Pass Trough. This account is to verify amounts paid to instructors for chapter courses vs. CSMA's
542	Total Other Expense	114,295.97	0.00	114,295.97	100.0%	Includes \$113.8k Instructor Pass Trough. This account is to verify amounts paid to instructors for chapter courses vs. CSMA's
543	Net Other Income	2,171.41	0.00	2,171.41	100.0%	
544	Net Income	-6,858.73	96,318.80	-103,177.53	-7.12%	