International Right of Way Association
Profit & Loss
July 2026

	TOTAL
Ordinary Income/Expense	
Income	
40 · EDUCATION INCOME	
410 · COURSE INCOME - CLASSROOM	
100 · COURSE 100'S	
4100i · 100i-Principles of Land Acq	3,736.00
4102 · 102-Elevating Your Ethical Awar	1,424.00
Total 100 · COURSE 100'S	5,160.00
200 · COURSE 200'S	
4200 · 200-Princip. of R/E Negotiation	3,082.00
4207 · 207-Practical Negotiations	1,346.00
4219 · 219-Introductory Instructor	1,736.00
4235C · C235C - Cdn Oil & Gas Industry	2,604.02
4239 · 239 Prin. of Wind Eng. Ld Aq	1,380.00
Total 200 · COURSE 200'S	10,148.02
400 · COURSE 400'S	
4400 · 400-Principles of R/E Appraisal	3,126.00
4421 · 421-Valuation of Partial Acquis	7,392.00
Total 400 · COURSE 400'S	10,518.00
500 · COURSE 500'S	
4501 · 501-Residential Reloc. Assist.	3,038.00
4502 · 502-Non-Residential Relocation	1,129.00
4503 · 503-Mobile Home Relocation	734.00
4505 · 505-Advanced Res. Reloc.Assist.	596.00
Total 500 · COURSE 500'S	5,497.00
800 · COURSE 800'S	
4800 · 800-Principles of R/E Law	4,387.00
4801 · 801-Land Titles	3,000.00
4803 · 803-Eminent Domain Law Basics..	3,343.00
Total 800 · COURSE 800'S	10,730.00
900 · COURSE 900'S	
4902 · 902-Property Descriptions	2,754.00
Total 900 · COURSE 900'S	2,754.00
990 · IRWA Sponsored Courses	
4996 · IRWA Sponsored Course Income	5,005.00
Total 990 · IRWA Sponsored Courses	5,005.00
Total 410 · COURSE INCOME - CLASSROOM	49,812.02
415 · COURSE INCOME - ONLINE	
100O · COURSE 100'S - ONLINE	
4100iV · 100iV-Principles of Land Acq	16,270.00
4102O · Elevating Your Ethical Awarenes	11,660.00
4105O · 105O-URA Executive Summery	5,950.00
Total 100O · COURSE 100'S - ONLINE	33,880.00
200O · COURSE 200'S - ONLINE	
4200O · 200O-Princip. of R/E Negotiat.	6,450.00
4203O · 203O-Alternative Dispute Resol.	3,895.00
4205O · 205O-Bargaining Negotiations	4,150.00
4213O · 213O-Conflict Management	1,325.00
Total 200O · COURSE 200'S - ONLINE	15,820.00
300O · COURSE 300'S - ONLINE	
4303O · 303O-Management Consulting	4,150.00
4304O · 304O-When Public Agenc's Coll.	1,325.00
Total 300O · COURSE 300'S - ONLINE	5,475.00
400O · COURSE 400'S - ONLINE	
4400O · 400O-Principles of R/E Apprais.	8,045.00
4402O · 402O-Intro to Income Cap Appro.	795.00
4403O · 403O-Easement Valuation	2,650.00
Total 400O · COURSE 400'S - ONLINE	11,490.00
415O · Courses Discount - Online	
4953 · Course Discount - Online	-21,700.00

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Total 415O · Courses Discount - Online	-21,700.00
500O · COURSE 500'S - ONLINE	
4503O · 503O-Mobile Home Relocation	265.00
Total 500O · COURSE 500'S - ONLINE	265.00
600O · COURSE 600'S - ONLINE	
4600O · 600O-Environmental Awareness	6,625.00
4606O · 606O-Environmental Process	1,060.00
Total 600O · COURSE 600'S - ONLINE	7,685.00
700O · COURSE 700'S - ONLINE	
4700O · 700O-Introduction to Prop. Mgt.	6,545.00
Total 700O · COURSE 700'S - ONLINE	6,545.00
800O · COURSE 800'S - ONLINE	
4800O · 800O-Principles of R/E Law	8,715.00
4801O · 801O-Land Titles	7,695.00
4802O · 802O-Legal Aspects of Easements	2,650.00
Total 800O · COURSE 800'S - ONLINE	19,060.00
900O · COURSE 900'S - ONLINE	
4900O · 900O-Principles of R/E Engineer	8,875.00
Total 900O · COURSE 900'S - ONLINE	8,875.00
Total 415 · COURSE INCOME - ONLINE	87,395.00
920 · EDUCATIONAL INCOME - OTHER	
4945 · Contribution Revenue	21,900.00
4950 · Credentialing Income	5,504.55
4955 · Course Revenue - Misc.	300.00
4965 · PEAK	0.00
4990 · Textbooks - Optional Sales	50.00
4991 · Textbooks - PROW Book	290.00
4997 · Vendor Discount	84.16
Total 920 · EDUCATIONAL INCOME - OTHER	28,128.71
Total 40 · EDUCATION INCOME	165,335.73
41 · ADVERTISING INCOME	
4010 · Magazine	6,337.75
4015 · Website - Job Posting	990.11
Total 41 · ADVERTISING INCOME	7,327.86
43 · INVESTMENT INCOME	
4020 · Interest & Dividend Income	10,981.04
Total 43 · INVESTMENT INCOME	10,981.04
44 · MEMBERSHIP INCOME	
4033 · Member Dues - Agency	10,757.07
4034 · Member Dues - Corporate	31,421.77
4035 · Member Dues - Application Fee	2,025.00
4039 · Member Dues - New	18,489.11
4041 · Member Dues - Regular Renewal	92,619.16
Total 44 · MEMBERSHIP INCOME	155,312.11
45 · MERCHANDISE - SALES	
4490 · Sales of Merchandise	101.00
Total 45 · MERCHANDISE - SALES	101.00
46 · OTHER INCOME	
4031 · Dues - Affiliates	200.00
4050 · Miscellaneous Income	50.00
Total 46 · OTHER INCOME	250.00
47 · SEMINARS & CONFERENCES	
950 · INTERNATIONAL CONFERENCE	
4675 · Registration Income	-595.00
Total 950 · INTERNATIONAL CONFERENCE	-595.00
Total 47 · SEMINARS & CONFERENCES	-595.00
Total Income	338,712.74
Gross Profit	338,712.74
Expense	
50 · COST OF GOODS SOLD	

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5001 · Merchandise	63.38
5002 · Merchandise - PROW Book	66.60
Total 50 · COST OF GOODS SOLD	129.98
55 · EDUCATION EXPENSES	
501 · COURSE EXPENSES	
5070 · SR/WA Expenses	0.00
510 · COURSE 100'S	
5100i · 100i-Principl. of Land Acq-In'l	2,361.63
Total 510 · COURSE 100'S	2,361.63
520 · COURSE 200'S	
5215 · 215-R/W Acquisit. Pipeline Proj	0.00
Total 520 · COURSE 200'S	0.00
540 · COURSE 400'S	
5421 · 421-Valuation of Partial Acquis	402.28
Total 540 · COURSE 400'S	402.28
590 · COURSE 900'S	
5900 · 900-Principles of R/E Engineer.	0.00
5900C · 900C-Principles of R/E Engineer	0.00
5901 · 901-Engineering Plan Develop.	0.00
5902 · 902-Property Descriptions	0.00
Total 590 · COURSE 900'S	0.00
599 · IRWA Sponsored Courses	
5996 · IRWA Sponsored Course Expense	3,211.02
Total 599 · IRWA Sponsored Courses	3,211.02
Total 501 · COURSE EXPENSES	5,974.93
595 · EDUCATIONAL EXP. - OTHER	
5005 · Scholarship Expense	
5005D · Scholarship - Global Edu. Initi	3,965.00
5005E · Scholarship - SRWA	0.00
5005F · Scholarship - CRWEF	680.00
5005G · Scholarship - 50 for Fifty	17,255.00
5005 · Scholarship Expense - Other	0.00
Total 5005 · Scholarship Expense	21,900.00
5008 · Chapter Incentive	2,916.63
5009 · Other Incentives	415.00
5016 · Course State Certification	682.00
5020 · Credentialing Expense	442.08
5036 · Instructors' Material	1,736.09
5060O · Online Hosting	1,025.00
5066 · P/P/S Education	366.00
Total 595 · EDUCATIONAL EXP. - OTHER	29,482.80
Total 55 · EDUCATION EXPENSES	35,457.73
597 · BUILDING OPERATION	
6004 · Building Association Fee	2,184.00
6005 · Building Depreciation	3,158.02
6028 · Building Maintenance	2,969.47
6031 · Building Property Tax	2,472.32
6036 · Building Utilities	968.77
Total 597 · BUILDING OPERATION	11,752.58
60 · PAYROLL & BENEFITS	
6020 · Payroll	138,006.24
6030 · Pension Plan	5,520.28
6040 · Taxes & Benefits	38,875.65
Total 60 · PAYROLL & BENEFITS	182,402.17
67 · SEMINARS & CONFERENCES EXPENSES	
65 · INTERNATIONAL CONFERENCE	
6115 · Committee Breaks	126.41
6128 · Final Program & At A Glance	288.40
6149 · Miscellaneous	2,050.57
6172 · Shipping	6,674.34

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	TOTAL
6174 · Speakers Gifts	785.00
6180 · Staff Travel and Hotel	775.72
6181 · Reception	6,529.01
Total 65 · INTERNATIONAL CONFERENCE	17,229.45
Total 67 · SEMINARS & CONFERENCES EXPENSES	17,229.45
73 · LEADERSHIP TRAVEL / INCIDENTALS	
74 · TRAVEL - REGIONS	
6502 · Region 2	1,149.44
6503 · Region 3	707.49
Total 74 · TRAVEL - REGIONS	1,856.93
78 · TRAVEL- IEC/IGC	
6805 · IEC Meeting	26,162.63
6825 · IEC/IGC Annual Conference	336.26
6830 · IEC Other Expenses	1,975.64
Total 78 · TRAVEL- IEC/IGC	28,474.53
79 · TRAVEL - STAFF	
6855 · IEC Meeting	7,002.76
6865 · Regional Meetings	764.47
6880 · Other Expenses	3,289.53
Total 79 · TRAVEL - STAFF	11,056.76
Total 73 · LEADERSHIP TRAVEL / INCIDENTALS	41,388.22
80 · ADMINISTRATIVE EXPENSES	
7010 · Assets Costing Less Than $250	151.54
7100 · Bank Charges & Credit Card Fees	12,239.81
7200 · Depreciation & Amortization	7,305.36
7220 · Dues & Subscriptions	48.64
7310 · Insurance-D&O	941.54
7320 · Insurance-D&O-Chapters	941.54
7340 · Insurance-General Liability	497.99
7440 · Magazine-Printing	4,208.10
7450 · Magazine-Postage	2,483.21
7470 · Magazine-Other	999.00
7480 · Maintenance-AMS	2,889.20
7485 · Maintenance-Computer&Peripheral	3,119.43
7505 · Marketing & Development	
7505F · M'ting & Dev. - F/Op Trade Show	1,192.17
7505M · M'ting & Dev. - F/Op Membership	565.00
Total 7505 · Marketing & Development	1,757.17
7530 · Membership Certificate & Pin	15.37
7540 · Membership-Higher Logic	6,785.91
7550 · Membership Renewal Mailings	0.00
7600 · Miscellaneous Expenses	142.28
7650 · Postage & Shipping	1,654.18
7670 · Professional-Audit	3,333.33
7680 · Professional-Cdn Account.	250.00
7740 · QB/ONS for Chapters/Regions	3,566.78
7741 · QBs Enterprise for HQ	550.67
7800 · Rent-Offsite Storage	284.00
7840 · Supplies-Kitchen	204.02
7850 · Supplies-Office	1,354.15
7870 · Taxes & Licenses	220.15
7890 · Telephone	1,189.01
7930 · Training & Development - Staff	39.98
7950 · Uncategorized Expenses	0.00
7990 · Website - Database	
7992 · Website - American Eagle	950.00
7996 · Website - Database - NetFORUM	3,690.73
Total 7990 · Website - Database	4,640.73
Total 80 · ADMINISTRATIVE EXPENSES	61,813.09
Total Expense	350,173.22

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	TOTAL
Net Ordinary Income	-11,460.48
Other Income/Expense	
Other Income	
4095 · Instructor Income-Pass Through	20,275.00
95 · OTHER INCOME & EXPENSE	
8500 · Gain (Loss) on Conversion	1,981.72
8700 · Unrealized Invest. Gain (Loss)	-52,086.97
Total 95 · OTHER INCOME & EXPENSE	-50,105.25
Total Other Income	-29,830.25
Other Expense	
8400 · Instructor Exp.-Pass Through	20,275.00
Total Other Expense	20,275.00
Net Other Income	-50,105.25
Net Income	**-61,565.73**