Profit & Loss

July through September 2026

	Jul - Sep 26
Ordinary Income/Expense	
Income	
40 · EDUCATION INCOME	
410 · COURSE INCOME - CLASSROOM	
100 · COURSE 100'S	
4100i · 100i-Principles of Land Acq	16,637.03
4102 · 102-Elevating Your Ethical Awar	7,070.00
4105 · 105-URA Executive Summary	690.00
Total 100 · COURSE 100'S	24,397.03
200 · COURSE 200'S	
4200 · 200-Princip. of R/E Negotiation	8,859.00
4201 · 201-Comm. in R/E Acquisition	1,276.00
4203 · 203-Alternative Dispute Resol.	912.00
4205 · 205-Bargaining Negotiations	6,041.00
4207 · 207-Practical Negotiations	2,431.00
4209 · 209-Negotiating with Diverse Cl	1,953.00
4209C · 209C-Negotiating with Diverse	3,906.03
4213 · 213-Conflict Management	414.00
4215 · 215-R/W Acquisit. Pipeline Proj	1,736.00
4218 · 218-R/W Acq. for Elec.Util.Proj	2,909.00
4219 · 219-Introductory Instructor	4,818.00
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	39,239.05
300 · COURSE 300'S	
4304 · 304-When Public Agenc's Collide	320.00
4306i · 306i-Proj Management Basics PM1	3,689.00
Total 300 · COURSE 300'S	4,009.00
400 · COURSE 400'S	
4400 · 400-Principles of R/E Appraisal	4,472.00
4403 · 403-Easement Valuation	552.00
4410 · 410-Review. Apprais. in Eminent	2,070.00
4421 · 421-Valuation of Partial Acquis	16,493.00
4431 · 431-Problems in Valuation P/A	1,736.00
Total 400 · COURSE 400'S	25,323.00
4985 · SR/WA Revenue	3,038.00
500 · COURSE 500'S	
4501 · 501-Residential Reloc. Assist.	9,686.00
4502 · 502-Non-Residential Relocation	1,129.00
4503 · 503-Mobile Home Relocation	1,562.00
4505 · 505-Advanced Res. Reloc.Assist.	596.00
Total 500 · COURSE 500'S	12,973.00
600 · COURSE 600'S	

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4600i · 600i-Environmental Awareness	3,162.00
4604 · 604-Envir Due Diligence and Li.	552.00
4640i · 640i-Water Basics	210.00
4646i · 646i-Soil Basics	350.00
Total 600 · COURSE 600'S	4,274.00
700 · COURSE 700'S	
4700 · 700-Introduction to Prop. Mgmt.	2,041.00
Total 700 · COURSE 700'S	2,041.00
800 · COURSE 800'S	
4800 · 800-Principles of R/E Law	7,252.00
4801 · 801-Land Titles	5,648.00
4802 · 802-Legal Aspects of Easements	1,010.00
4803 · 803-Eminent Domain Law Basics..	3,343.00
Total 800 · COURSE 800'S	17,253.00
900 · COURSE 900'S	
4900 · 900-Principles of R/E Engineer.	6,472.00
4901 · 901-Engineering Plan Develop.	4,316.00
4902 · 902-Property Descriptions	6,236.00
4902C · 902C-Property Descriptions	2,753.98
4904 · 904 . GIS Principles & Use	1,104.00
Total 900 · COURSE 900'S	20,881.98
990 · IRWA Sponsored Courses	
4996 · IRWA Sponsored Course Income	23,705.00
Total 990 · IRWA Sponsored Courses	23,705.00
Total 410 · COURSE INCOME - CLASSROOM	177,134.06
415 · COURSE INCOME - ONLINE	
100O · COURSE 100'S - ONLINE	
4100iV · 100iV-Principles of Land Acq	55,575.00
4102O · Elevating Your Ethical Awarenes	34,570.00
4105O · 105O-URA Executive Summery	15,995.00
Total 100O · COURSE 100'S - ONLINE	106,140.00
200O · COURSE 200'S - ONLINE	
4200O · 200O-Princip. of R/E Negotiat.	24,265.00
4203O · 203O-Alternative Dispute Resol.	12,515.00
4205O · 205O-Bargaining Negotiations	10,535.00
4213O · 213O-Conflict Management	5,035.00
Total 200O · COURSE 200'S - ONLINE	52,350.00
300O · COURSE 300'S - ONLINE	
4303O · 303O-Management Consulting	11,620.00
4304O · 304O-When Public Agenc's Coll.	2,650.00
Total 300O · COURSE 300'S - ONLINE	14,270.00
400O · COURSE 400'S - ONLINE	
4400O · 400O-Principles of R/E Apprais.	19,410.00

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4402O · 402O-Intro to Income Cap Appro.	1,855.00
4403O · 403O-Easement Valuation	6,890.00
Total 400O · COURSE 400'S - ONLINE	28,155.00
415O · Courses Discount - Online	
4953 · Course Discount - Online	-56,900.00
Total 415O · Courses Discount - Online	-56,900.00
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	17,225.00
4606O · 606O-Environmental Process	2,770.00
Total 600O · COURSE 600'S - ONLINE	19,995.00
700O · COURSE 700'S - ONLINE	
4700O · 700O-Introduction to Prop. Mgt.	17,495.00
Total 700O · COURSE 700'S - ONLINE	17,495.00
800O · COURSE 800'S - ONLINE	
4800O · 800O-Principles of R/E Law	30,615.00
4801O · 801O-Land Titles	19,220.00
4802O · 802O-Legal Aspects of Easements	11,660.00
Total 800O · COURSE 800'S - ONLINE	61,495.00
900O · COURSE 900'S - ONLINE	
4900O · 900O-Principles of R/E Engineer	25,475.00
Total 900O · COURSE 900'S - ONLINE	25,475.00
Total 415 · COURSE INCOME - ONLINE	268,740.00
920 · EDUCATIONAL INCOME - OTHER	
4945 · Contribution Revenue	78,569.00
4950 · Credentialing Income	16,109.55
4955 · Course Revenue - Misc.	1,000.00
4965 · PEAK	0.00
4990 · Textbooks - Optional Sales	4,954.00
4991 · Textbooks - PROW Book	1,180.00
4997 · Vendor Discount	426.77
Total 920 · EDUCATIONAL INCOME - OTHER	102,239.32
Total 40 · EDUCATION INCOME	548,113.38
41 · ADVERTISING INCOME	
4010 · Magazine	20,798.25
4015 · Website - Job Posting	3,070.12
4016 · Digital Ads	842.77
Total 41 · ADVERTISING INCOME	24,711.14
43 · INVESTMENT INCOME	
4020 · Interest & Dividend Income	24,849.76
Total 43 · INVESTMENT INCOME	24,849.76

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	Jul - Sep 26
44 · MEMBERSHIP INCOME	
4033 · Member Dues - Agency	32,552.71
4034 · Member Dues - Corporate	95,362.06
4035 · Member Dues - Application Fee	6,175.00
4039 · Member Dues - New	62,650.33
4041 · Member Dues - Regular Renewal	279,293.48
Total 44 · MEMBERSHIP INCOME	476,033.58
45 · MERCHANDISE - SALES	
4490 · Sales of Merchandise	337.00
Total 45 · MERCHANDISE - SALES	337.00
46 · OTHER INCOME	
4031 · Dues - Affiliates	600.00
4050 · Miscellaneous Income	50.00
Total 46 · OTHER INCOME	650.00
47 · SEMINARS & CONFERENCES	
950 · INTERNATIONAL CONFERENCE	
4675 · Registration Income	-2,620.00
Total 950 · INTERNATIONAL CONFERENCE	-2,620.00
Total 47 · SEMINARS & CONFERENCES	-2,620.00
Total Income	1,072,074.86
Gross Profit	1,072,074.86
Expense	
50 · COST OF GOODS SOLD	
5001 · Merchandise	201.38
5002 · Merchandise - PROW Book	299.70
Total 50 · COST OF GOODS SOLD	501.08
55 · EDUCATION EXPENSES	
501 · COURSE EXPENSES	
5070 · SR/WA Expenses	1,751.20
510 · COURSE 100'S	
5100i · 100i-Principl. of Land Acq-In'l	9,009.65
5102 · 102-Elevating Your Ethical Awar	337.01
Total 510 · COURSE 100'S	9,346.66
520 · COURSE 200'S	
5200 · 200-Princip. of R/E Negotiation	45.15
5205 · 205-Bargaining Negotiations	186.10
5215 · 215-R/W Acquisit. Pipeline Proj	57.69
5218 · 218-R/W Acq. for Elec.Util.Proj	129.16
5219 · 219-Introductory Instructor	1,183.42
Total 520 · COURSE 200'S	1,601.52
540 · COURSE 400'S	
5400 · 400-Principles of R/E Appraisal	181.30
5421 · 421-Valuation of Partial Acquis	2,631.32

Profit & Loss

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	Jul - Sep 26
Total 540 · COURSE 400'S	2,812.62
550 · COURSE 500'S	
5501 · 501-Residential Reloc. Assist.	294.62
5502 · 502-Non-Residential Relocation	176.94
Total 550 · COURSE 500'S	471.56
590 · COURSE 900'S	
5900 · 900-Principles of R/E Engineer.	1,269.72
5900C · 900C-Principles of R/E Engineer	0.00
5901 · 901-Engineering Plan Develop.	1,372.28
5902 · 902-Property Descriptions	1,038.98
Total 590 · COURSE 900'S	3,680.98
599 · IRWA Sponsored Courses	
5996 · IRWA Sponsored Course Expense	14,528.99
Total 599 · IRWA Sponsored Courses	14,528.99
Total 501 · COURSE EXPENSES	34,193.53
595 · EDUCATIONAL EXP. - OTHER	
5005 · Scholarship Expense	
5005D · Scholarship - Global Edu. Initi	12,035.00
5005E · Scholarship - SRWA	13,549.00
5005F · Scholarship - CRWEF	1,510.00
5005G · Scholarship - 50 for Fifty	31,475.00
5005 · Scholarship Expense - Other	0.00
Total 5005 · Scholarship Expense	58,569.00
5008 · Chapter Incentive	8,749.89
5009 · Other Incentives	3,699.69
5012 · Course Expenses - Misc.	2,772.00
5016 · Course State Certification	1,762.50
5020 · Credentialing Expense	930.61
5036 · Instructors' Material	5,035.71
5060O · Online Hosting	3,075.00
5066 · P/P/S Education	1,731.52
Total 595 · EDUCATIONAL EXP. - OTHER	86,325.92
Total 55 · EDUCATION EXPENSES	120,519.45
597 · BUILDING OPERATION	
6004 · Building Association Fee	6,552.00
6005 · Building Depreciation	9,474.06
6028 · Building Maintenance	6,558.47
6031 · Building Property Tax	7,416.96
6036 · Building Utilities	2,948.76
Total 597 · BUILDING OPERATION	32,950.25
60 · PAYROLL & BENEFITS	
6020 · Payroll	406,267.44
6030 · Pension Plan	16,250.75

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	Jul - Sep 26
6040 · Taxes & Benefits	115,771.79
Total 60 · PAYROLL & BENEFITS	538,289.98
67 · SEMINARS & CONFERENCES EXPENSES	
65 · INTERNATIONAL CONFERENCE	
6115 · Committee Breaks	126.41
6128 · Final Program & At A Glance	288.40
6149 · Miscellaneous	2,100.57
6172 · Shipping	6,674.34
6174 · Speakers Gifts	785.00
6180 · Staff Travel and Hotel	775.72
6181 · Reception	6,529.01
Total 65 · INTERNATIONAL CONFERENCE	17,279.45
70 · OTHER SEMINARS & CONFERENCES	
6395 · Young Professionals Group	4,148.17
Total 70 · OTHER SEMINARS & CONFERENCE	4,148.17
Total 67 · SEMINARS & CONFERENCES EXPEN	21,427.62
73 · LEADERSHIP TRAVEL / INCIDENTALS	
74 · TRAVEL - REGIONS	
6502 · Region 2	1,904.60
6503 · Region 3	707.49
6504 · Region 4	1,195.04
6507 · Region 7	3,203.62
6509 · Region 9	1,495.35
Total 74 · TRAVEL - REGIONS	8,506.10
75 · TRAVEL - INDUSTRIES	
755 · Industry Committees	
6665 · Electric & Utilities Committee	489.40
Total 755 · Industry Committees	489.40
Total 75 · TRAVEL - INDUSTRIES	489.40
76 · TRAVEL - SERVICE COMMITTEES	
6680 · Marketing & Membership Committ	5,553.75
6685 · Nomination & Election Committee	2,481.48
6695 · Young Professional	1,085.63
Total 76 · TRAVEL - SERVICE COMMITTEES	9,120.86
78 · TRAVEL- IEC/IGC	
6805 · IEC Meeting	26,162.63
6810 · IGC Meeting	63,482.37
6815 · IEC Regional Meetings	2,209.73
6825 · IEC/IGC Annual Conference	2,420.50
6830 · IEC Other Expenses	2,771.93
Total 78 · TRAVEL- IEC/IGC	97,047.16
79 · TRAVEL - STAFF	
6855 · IEC Meeting	6,199.25

	Jul - Sep 26
6860 · IGC Meeting	11,884.15
6865 · Regional Meetings	5,383.17
6880 · Other Expenses	4,188.53
Total 79 · TRAVEL - STAFF	27,655.10
Total 73 · LEADERSHIP TRAVEL / INCIDENTALS	142,818.62
80 · ADMINISTRATIVE EXPENSES	
7010 · Assets Costing Less Than $250	151.54
7050 · Bad Debt Expense	-3,047.58
7100 · Bank Charges & Credit Card Fees	38,371.95
7155 · Computer Consulting Fees	320.00
7200 · Depreciation & Amortization	22,199.85
7220 · Dues & Subscriptions	993.00
7310 · Insurance-D&O	2,824.64
7320 · Insurance-D&O-Chapters	2,824.64
7340 · Insurance-General Liability	1,493.97
7375 · Leadership Development	590.42
7440 · Magazine-Printing	13,421.44
7450 · Magazine-Postage	7,576.20
7470 · Magazine-Other	3,197.00
7480 · Maintenance-AMS	8,667.60
7485 · Maintenance-Computer&Peripheral	9,620.98
7505 · Marketing & Development	
7505F · M'ting & Dev. - F/Op Trade Show	3,576.51
7505M · M'ting & Dev. - F/Op Membership	1,265.00
Total 7505 · Marketing & Development	4,841.51
7530 · Membership Certificate & Pin	56.57
7540 · Membership-Higher Logic	20,375.55
7550 · Membership Renewal Mailings	0.00
7600 · Miscellaneous Expenses	332.66
7650 · Postage & Shipping	6,160.98
7670 · Professional-Audit	9,999.99
7680 · Professional-Cdn Account.	750.00
7740 · QB/ONS for Chapters/Regions	11,023.74
7741 · QBs Enterprise for HQ	1,652.01
7800 · Rent-Offsite Storage	852.00
7840 · Supplies-Kitchen	521.56
7850 · Supplies-Office	3,077.36
7870 · Taxes & Licenses	718.67
7890 · Telephone	3,568.76
7910 · Temporary Help	300.74
7930 · Training & Development - Staff	142.77
7950 · Uncategorized Expenses	0.00
7970 · Vacation Expense	-21,097.18

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7990 · Website - Database	
7992 · Website - American Eagle	2,950.00
7996 · Website - Database - NetFORUM	11,072.19
Total 7990 · Website - Database	14,022.19
Total 80 · ADMINISTRATIVE EXPENSES	166,505.53
Total Expense	1,023,012.53
Net Ordinary Income	49,062.33
Other Income/Expense	
Other Income	
4095 · Instructor Income-Pass Through	78,611.17
48 · PIPELINE COMMITTEE REVENUE	
4755 · Interest Income	0.00
4760 · IRWA Support (BLM)	13,085.70
4762 · Member Dues	3,939.12
4765 · Sponsorship	0.00
Total 48 · PIPELINE COMMITTEE REVENUE	17,024.82
95 · OTHER INCOME & EXPENSE	
8500 · Gain (Loss) on Conversion	1,002.75
8700 · Unrealized Invest. Gain (Loss)	-23,064.31
Total 95 · OTHER INCOME & EXPENSE	-22,061.56
Total Other Income	73,574.43
Other Expense	
72 · PIPELINE COMMITTEE EXPENSES	
6408 · Bank Fee	415.18
6420 · Contribution Expenses	0.00
6470 · Quarterly Meeting Expenses	10,213.26
Total 72 · PIPELINE COMMITTEE EXPENSES	10,628.44
8400 · Instructor Exp.-Pass Through	78,611.17
Total Other Expense	89,239.61
Net Other Income	-15,665.18
Net Income	**33,397.15**