Variance Analysis - August 2026

	Jul - Aug 26	Budget	$ Over Budget	% of Budget	
Ordinary Income/Expense					
Income					
40 · EDUCATION INCOME					
410 · COURSE INCOME - CLASSROOM	112,053.03	149,677.40	-37,624.37	74.86%	
415 · COURSE INCOME - ONLINE	208,465.00	175,218.93	33,246.07	118.97%	
920 · EDUCATIONAL INCOME - OTHER	84,507.97	102,175.00	-17,667.03	82.71%	
Total 40 · EDUCATION INCOME	405,026.00	427,071.33	-22,045.33	94.84%	Primarily due to less classroom attendees.
41 · ADVERTISING INCOME	15,128.61	19,132.84	-4,004.23	79.07%	
43 · INVESTMENT INCOME	18,084.05	15,000.00	3,084.05	120.56%	
44 · MEMBERSHIP INCOME	314,764.72	311,421.56	3,343.16	101.07%	
45 · MERCHANDISE - SALES	204.00	1,163.30	-959.30	17.54%	
46 · OTHER INCOME	450.00	2,101.66	-1,651.66	21.41%	
47 · SEMINARS & CONFERENCES	-2,620.00	0.00	-2,620.00	100.0%	
Total Income	751,037.38	775,890.69	-24,853.31	96.8%	
Gross Profit	751,037.38	775,890.69	-24,853.31	96.8%	
Expense					
50 · COST OF GOODS SOLD	376.96	1,506.66	-1,129.70	25.02%	
55 · EDUCATION EXPENSES	85,053.29	71,109.36	13,943.93	119.61%	
597 · BUILDING OPERATION	22,138.79	23,133.82	-995.03	95.7%	
60 · PAYROLL & BENEFITS	358,998.42	380,533.52	-21,535.10	94.34%	One less employee than budgeted.
67 · SEMINARS & CONFERENCES EXPENSES	21,012.62	0.00	21,012.62	100.0%	
73 · LEADERSHIP TRAVEL / INCIDENTALS	128,787.81	134,851.50	-6,063.69	95.5%	
80 · ADMINISTRATIVE EXPENSES	126,286.47	168,693.93	-42,407.46	74.86%	Primarily due to less marketing, depreciation and staff training/
88 · INCOME TAXES	0.00	1,666.66	-1,666.66	0.0%	
Total Expense	742,654.36	781,495.45	-38,841.09	95.03%	
Net Ordinary Income	8,383.02	-5,604.76	13,987.78	-149.57%	
Other Income/Expense					
Other Income	56,611.51				Includes $55.0K Instructor Pass Through. This account is to verify amounts paid to instructors for chapter courses vs. CSMAs, Conversion gain of $1.5K, and $0.15K unrealized investment Gain.
Other Expense	54,966.70				Includes $20.3K Instructor Pass Through. This account is to verify amounts paid to instructors for chapter courses vs. CSMAs.
Net Other Income	1,644.81				
Net Income	**10,027.83**	**-5,604.76**	**15,632.59**	**-178.92%**	

410 · COURSE INCOME - CLASSROOM	2026 - 27 Budget	2026 - 27 Actual	Over (Under)	Change	
	709	541	(168)	76%	Attendees
	51	54	3	106%	Courses
	211.11	207.12	(3.99)	98%	Average Income

415 · COURSE INCOME - ONLINE	2026 - 27 Budget	2026 - 27 Actual	Over (Under)	Change	
	588	709	121	121%	Attendees
	$297.99	$294.03	($3.96)	99%	Average Income

55 · EDUCATION EXPENSES	2026 - 27 Budget	2026 - 27 Actual	Over (Under)	Change	
	709	541	(168)	76%	Attendees
	51	54	3	106%	Courses
	$45.21	$37.87	($7.34)	84%	Average Expense
	29%	18%	-10%	0%	Course Expenses