Variance Analysis - July 2026

	Jul 26	Budget	$ Over Budget	% of Budget	
Ordinary Income/Expense					
Income					
40 · EDUCATION INCOME					
410 · COURSE INCOME - CLASSROOM	49,812.02	79,240.40	-29,428.38	62.86%	
415 · COURSE INCOME - ONLINE	87,395.00	69,436.33	17,958.67	125.86%	
920 · EDUCATIONAL INCOME - OTHER	28,128.71	51,087.50	-22,958.79	55.06%	
Total 40 · EDUCATION INCOME	165,335.73	199,764.23	-34,428.50	82.77%	
41 · ADVERTISING INCOME	7,327.86	9,566.42	-2,238.56	76.6%	
43 · INVESTMENT INCOME	10,981.04	7,500.00	3,481.04	146.41%	
44 · MEMBERSHIP INCOME	155,312.11	155,274.45	37.66	100.02%	
45 · MERCHANDISE - SALES	101.00	581.63	-480.63	17.37%	
46 · OTHER INCOME	250.00	1,050.83	-800.83	23.79%	
47 · SEMINARS & CONFERENCES	-595.00	0.00	-595.00	100.0%	
Total Income	338,712.74	373,737.56	-35,024.82	90.63%	
Gross Profit	338,712.74	373,737.56	-35,024.82	90.63%	
Expense					
50 · COST OF GOODS SOLD	129.98	753.33	-623.35	17.25%	
55 · EDUCATION EXPENSES	35,457.73	37,988.80	-2,531.07	93.34%	
597 · BUILDING OPERATION	11,752.58	11,566.91	185.67	101.61%	
60 · PAYROLL & BENEFITS	182,402.17	190,266.76	-7,864.59	95.87%	One Less EE than budgeted.
67 · SEMINARS & CONFERENCES EXPENS	17,229.45	0.00	17,229.45	100.0%	2026 Transactions
73 · LEADERSHIP TRAVEL / INCIDENTALS	41,388.22	56,350.75	-14,962.53	73.45%	Less travel in TFY.
80 · ADMINISTRATIVE EXPENSES	61,813.09	83,800.77	-21,987.68	73.76%	Timing
88 · INCOME TAXES	0.00	833.33	-833.33	0.0%	
Total Expense	350,173.22	381,560.65	-31,387.43	91.77%	
Net Ordinary Income	-11,460.48	-7,823.09	-3,637.39	146.5%	
Other Income/Expense					
Other Income	-29,830.25				Includes $20.3K Instructor Pass Through. This account is to verify amounts paid to instructors for chapter courses vs. CSMAs, Conversion gain of $2.0K, and $324.4K unrealized investment Gain offset by loss in investment of $52.1K.
Other Expense	20,275.00				Includes $20.3K Instructor Pass Through. This account is to verify amounts paid to instructors for chapter courses vs. CSMAs.
Net Other Income	-50,105.25				
Net Income	**-61,565.73**	**-7,823.09**	**-53,742.64**	**786.98%**	

2026 - 27 Budget	2026 - 27 Actual	Over (Under)	Change	
373.00	242	(131)	65%	Attendees
27.00	23	(4)	85%	Courses
212.44	205.83	(6.61)	97%	Average Income

2026 - 27 Budget	2026 - 27 Actual	Over (Under)	Change	
292.00	270	-22	92%	Attendees
$ 237.80	$323.69	$85.89	136%	Average Income

2026 - 27 Budget	2026 - 27 Actual	Over (Under)	Change	
373	242	(131)	65%	Attendees
27	23	(4)	85%	Courses
49.49	$24.69	($24.80)	50%	Average Expense
37%	12%	-25%	0%	Course Expenses