Variance Analysis - September 2026

	Jul - Sep 26	Budget	$ Over Budget	% of Budget	
Ordinary Income/Expense					
Income					
40 · EDUCATION INCOME					
410 · COURSE INCOME - CLASSROOM	177,134.06	253,831.40	-76,697.34	69.78%	
415 · COURSE INCOME - ONLINE	268,740.00	239,644.11	29,095.89	112.14%	
920 · EDUCATIONAL INCOME - OTHER	102,239.32	153,262.50	-51,023.18	66.71%	
Total 40 · EDUCATION INCOME	548,113.38	646,738.01	-98,624.63	84.75%	Primarily due to lower calssroom course income and timing of course development.
41 · ADVERTISING INCOME	24,711.14	28,699.26	-3,988.12	86.1%	
43 · INVESTMENT INCOME	24,849.76	22,500.00	2,349.76	110.44%	
44 · MEMBERSHIP INCOME	476,033.58	467,705.63	8,327.95	101.78%	
45 · MERCHANDISE - SALES	337.00	1,744.97	-1,407.97	19.31%	
46 · OTHER INCOME	650.00	3,152.49	-2,502.49	20.62%	
47 · SEMINARS & CONFERENCES	-2,620.00	0.00	-2,620.00	100.0%	
Total Income	1,072,074.86	1,170,540.36	-98,465.50	91.59%	
Gross Profit	1,072,074.86	1,170,540.36	-98,465.50	91.59%	
Expense					
50 · COST OF GOODS SOLD	501.08	2,259.99	-1,758.91	22.17%	
55 · EDUCATION EXPENSES	120,519.45	116,756.17	3,763.28	103.22%	
597 · BUILDING OPERATION	32,950.25	34,700.73	-1,750.48	94.96%	
60 · PAYROLL & BENEFITS	538,289.98	570,800.28	-32,510.30	94.3%	
67 · SEMINARS & CONFERENCES EXPENSES	21,427.62	0.00	21,427.62	100.0%	
73 · LEADERSHIP TRAVEL / INCIDENTALS	142,818.62	158,202.25	-15,383.63	90.28%	
80 · ADMINISTRATIVE EXPENSES	166,505.53	254,447.48	-87,941.95	65.44%	
88 · INCOME TAXES	0.00	2,499.99	-2,499.99	0.0%	
Total Expense	1,023,012.53	1,139,666.89	-116,654.36	89.76%	Primarily due to lower payroll, travel and G&A expenses.
Net Ordinary Income	49,062.33	30,873.47	18,188.86	158.91%	
Other Income/Expense					
Other Income	73,574.43				Includes $78.6K Instructor Pass Through. This account is to verify amounts paid to instructors for chapter courses vs. CSMAs, Conversion gain of $1.0K, and $23.1K unrealized investment Loss.
Other Expense	89,239.61				Includes $78.6K Instructor Pass Through. This account is to verify amounts paid to instructors for chapter courses vs. CSMAs.
Net Other Income	-15,665.18				
Net Income	**33,397.15**	**30,873.47**	**2,523.68**	**108.17%**	

410 · COURSE INCOME - CLASSROOM	2026 - 27 Budget	2026 - 27 Actual	Over (Under)	Change	
	1225	882	(343)	72%	Attendees
	87	85	(2)	98%	Courses
	(62.61)	287.79	350.40	-460%	Average Income

415 · COURSE INCOME - ONLINE	2026 - 27 Budget	2026 - 27 Actual	Over (Under)	Change	
	754	867	113	115%	Attendees
	$38.59	$276.41	$237.82	716%	Average Income

55 · EDUCATION EXPENSES	2026 - 27 Budget	2026 - 27 Actual	Over (Under)	Change	
	1225	882	(343)	72%	Attendees
	87	85	(2)	98%	Courses
	($10.39)	$53.20	$63.59	-512%	Average Expense
	-5%	18%	23%	73%	Course Expenses