

International Right of Way Association

Profit & Loss

July 2020 through March 2021

| | Jul '20 - Mar 21 |
|---|------------------|
| Ordinary Income/Expense | |
| Income | |
| 40 · EDUCATION INCOME | |
| 410 · COURSE INCOME - CLASSROOM | |
| 4985 · SR/WA Revenue | 868.00 |
| 100 · COURSE 100'S | |
| 4100i · 100i-Principles of Land Acq | 13,019.97 |
| 4102 · 102-Elevating Your Ethical Awar | 4,002.00 |
| 4105 · 105-URA Executive Summary | 2,070.00 |
| Total 100 · COURSE 100'S | 19,091.97 |
| 200 · COURSE 200'S | |
| 4200 · 200-Princip. of R/E Negotiation | 7,378.00 |
| 4203 · 203-Alternative Dispute Resol. | 434.00 |
| 4203C · 203C-Alternative Dispute Resol. | 2,387.00 |
| 4205 · 205-Bargaining Negotiations | 1,736.00 |
| 4207 · 207-Practical Negotiations | 4,340.00 |
| 4213 · 213-Conflict Management | 2,070.00 |
| 4215 · 215-R/W Acquisit. Pipeline Proj | 868.00 |
| Total 200 · COURSE 200'S | 19,213.00 |
| 300 · COURSE 300'S | |
| 4303 · 303-Management Consulting | 1,302.00 |
| 4304 · 304-When Public Agenc's Collide | 690.00 |
| Total 300 · COURSE 300'S | 1,992.00 |
| 400 · COURSE 400'S | |
| 4400 · 400-Principles of R/E Appraisal | 2,170.00 |
| 4406B · 406B-7 Hour National USPAP | 2,750.00 |
| 4421 · 421-Valuation of Partial Acquis | 8,734.00 |
| 4431 · 431-Problems in Valuation P/A | 1,794.00 |
| 4431C · 431C-Problems in Valuation P/A | 552.00 |
| Total 400 · COURSE 400'S | 16,000.00 |
| 500 · COURSE 500'S | |
| 4501 · 501-Residential Reloc. Assist. | 14,322.00 |
| 4502 · 502-Non-Residential Relocation | 8,680.00 |
| 4504 · 504-Computing Replace. Hous.Pmt | 1,736.00 |
| 4505 · 505-Advanced Res. Reloc.Assist. | 3,588.00 |
| 4506 · 506-Advanced Bus. Reloc.Assist. | 2,604.00 |
| Total 500 · COURSE 500'S | 30,930.00 |
| 600 · COURSE 600'S | |
| 4600 · 600-Environmental Awareness | 4,002.00 |
| 4603 · 603-Understanding Environment | 1,104.00 |
| 4604 · 604-Envir Due Diligence and Li. | 9,798.00 |
| Total 600 · COURSE 600'S | 14,904.00 |
| 700 · COURSE 700'S | |
| 4700 · 700-Introduction to Prop. Mgmt. | 651.00 |
| 4701 · 701-Property Mgmt. - Leasing | 1,085.00 |
| 4703 · 703-Real Property/Asset Mgmt. | 1,104.00 |

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| Total 700 · COURSE 700'S | 2,840.00 |
| 800 · COURSE 800'S | |
| 4800 · 800-Principles of R/E Law | 2,170.00 |
| 4801 · 801-Land Titles | 3,472.00 |
| 4802 · 802-Legal Aspects of Easements | 2,208.00 |
| 4804 · 804-Skills of Expert Testimony | 276.00 |
| Total 800 · COURSE 800'S | 8,126.00 |
| 900 · COURSE 900'S | |
| 4900 · 900-Principles of R/E Engineer. | 5,642.00 |
| 4901 · 901-Engineering Plan Develop. | 5,106.00 |
| 4902 · 902-Property Descriptions | 2,070.00 |
| Total 900 · COURSE 900'S | 12,818.00 |
| 990 · IRWA Sponsored Courses | |
| 4996 · IRWA Sponsored Course Income | 346,848.00 |
| Total 990 · IRWA Sponsored Courses | 346,848.00 |
| Total 410 · COURSE INCOME - CLASSROOM | 473,630.97 |
| 415 · COURSE INCOME - ONLINE | |
| 1000 · COURSE 100'S - ONLINE | |
| 4100iV · 100iV-Principles of Land Acq | 116,470.00 |
| 41020 · Elavating Your Ethical Awarenes | 1,855.00 |
| 41030 · 1030-Ethics & ROW Prof. | 71,665.00 |
| 41040 · 1040-Standards of Practice | 39,935.00 |
| 41050 · 1050-URA Executive Summery | 27,805.00 |
| Total 1000 · COURSE 100'S - ONLINE | 257,730.00 |
| 2000 · COURSE 200'S - ONLINE | |
| 42000 · 2000-Princip. of R/E Negotiat. | 76,415.00 |
| 42030 · 2030-Alternative Dispute Resol. | 21,375.00 |
| 42050 · 2050-Bargaining Negotiations | 28,435.00 |
| 42130 · 2130-Conflict Management | 45,630.00 |
| Total 2000 · COURSE 200'S - ONLINE | 171,855.00 |
| 3000 · COURSE 300'S - ONLINE | |
| 43030 · 3030-Management Consulting | 8,405.00 |
| 43040 · 3040-When Public Agenc's Coll. | 5,760.00 |
| 43050 · 3050-1-2-3's of RW of Proj Mgmt | 18,480.00 |
| Total 3000 · COURSE 300'S - ONLINE | 32,645.00 |
| 4000 · COURSE 400'S - ONLINE | |
| 44000 · 4000-Principles of R/E Apprais. | 54,070.00 |
| 44020 · 4020-Intro to Income Cap Appro. | 2,120.00 |
| 44030 · 4030-Easement Valuation | 14,430.00 |
| 44110 · 4110 - Appraisal Concepts | 6,955.00 |
| Total 4000 · COURSE 400'S - ONLINE | 77,575.00 |
| 5000 · COURSE 500'S - ONLINE | |
| 45030 · 5030-Mobile Home Relocation | 4,635.00 |
| 45070 · 5070-Special Non-Residential Py | 3,245.00 |
| 45200 · 5200.Special Topics in Replac. | 3,775.00 |
| 45210 · 5210-Non-Residential Fixed Pts. | 2,980.00 |

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| 45300 · 5300 - Business Move Process | 8,510.00 |
| Total 5000 · COURSE 500'S - ONLINE | 23,145.00 |
| 6000 · COURSE 600'S - ONLINE | |
| 46000 · 6000-Environmental Awareness | 34,035.00 |
| 46060 · 6060-Environmental Process | 4,635.00 |
| 4606CO · 606CO-Environmental Process Cdn | 1,920.00 |
| Total 6000 · COURSE 600'S - ONLINE | 40,590.00 |
| 7000 · COURSE 700'S - ONLINE | |
| 47000 · 7000-Introduction to Prop. Mgt. | 33,010.00 |
| Total 7000 · COURSE 700'S - ONLINE | 33,010.00 |
| 8000 · COURSE 800'S - ONLINE | |
| 48000 · 8000-Principles of R/E Law | 55,005.00 |
| 48010 · 8010-Land Titles | 27,610.00 |
| 48020 · 8020-Legal Aspects of Easements | 28,340.00 |
| Total 8000 · COURSE 800'S - ONLINE | 110,955.00 |
| 9000 · COURSE 900'S - ONLINE | |
| 49000 · 9000-Principles of R/E Engineer | 44,930.00 |
| 49030 · 9030-Underground Infr. Panorama | 4,220.00 |
| Total 9000 · COURSE 900'S - ONLINE | 49,150.00 |
| 4150 · Courses Discount - Online | |
| 4953 · Course Discount - Online | -124,995.00 |
| Total 4150 · Courses Discount - Online | -124,995.00 |
| Total 415 · COURSE INCOME - ONLINE | 671,660.00 |
| 920 · EDUCATIONAL INCOME - OTHER | |
| 4945 · Contribution Revenue | -30,269.46 |
| 4950 · Credentialing Income | 67,204.50 |
| 4955 · Course Revenue - Misc. | 800.00 |
| 4990 · Textbooks - Optional Sales | 2,372.82 |
| 4991 · Textbooks - PROW Book | 975.00 |
| 4997 · Vendor Discount | 394.38 |
| Total 920 · EDUCATIONAL INCOME - OTHER | 41,477.24 |
| Total 40 · EDUCATION INCOME | 1,186,768.21 |
| 41 · ADVERTISING INCOME | |
| 4010 · Magazine | 138,363.33 |
| 4015 · Website | 16,744.35 |
| Total 41 · ADVERTISING INCOME | 155,107.68 |
| 43 · INVESTMENT INCOME | |
| 4020 · Interest & Dividend Income | 6,267.96 |
| Total 43 · INVESTMENT INCOME | 6,267.96 |
| 44 · MEMBERSHIP INCOME | |
| 4033 · Member Dues - Agency | 66,300.50 |
| 4034 · Member Dues - Corporate | 33,495.58 |
| 4035 · Member Dues - Application Fee | 10,775.00 |
| 4039 · Member Dues - New | 119,305.34 |
| 4041 · Member Dues - Renewal | 1,068,370.88 |

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| 560 · COURSE 600'S | |
| 5600 · 600-Environmental Awareness | 0.00 |
| 5603 · 603-Understanding Environment | 0.00 |
| 5604 · 604-Envir Due Diligence and Li. | 609.79 |
| Total 560 · COURSE 600'S | 609.79 |
| 580 · COURSE 800'S | |
| 5800 · 800-Principles of R/E Law | 142.52 |
| 5801 · 801-Land Titles | 91.54 |
| 5802 · 802-Legal Aspects of Easements | 181.15 |
| 5802C · 802C-Legal aspects of Easements | 0.00 |
| 5803 · 803-Eminent Domain Law Basics.. | 60.38 |
| Total 580 · COURSE 800'S | 475.59 |
| 590 · COURSE 900'S | |
| 5900 · 900-Principles of R/E Engineer. | 1,229.99 |
| 5900C · 900C-Principles of R/E Engineer | 0.00 |
| 5901 · 901-Engineering Plan Develop. | 2,399.59 |
| 5901C · 901C-Engineering Plan Develop. | 0.00 |
| 5902 · 902-Property Descriptions | 554.71 |
| 5902C · 902C-Property Descriptions | 0.00 |
| Total 590 · COURSE 900'S | 4,184.29 |
| 599 · IRWA Sponsored Courses | |
| 5996 · IRWA Sponsored Course Expense | 133,031.73 |
| Total 599 · IRWA Sponsored Courses | 133,031.73 |
| Total 501 · COURSE EXPENSES | 147,969.57 |
| 595 · EDUCATIONAL EXP. - OTHER | |
| 5069 · Royalty | |
| 50690 · 411O - Royalty Online | 13,477.50 |
| Total 5069 · Royalty | 13,477.50 |
| 5005 · Scholarship Expense | 25,750.00 |
| 5008 · Class Incentive | 37,500.03 |
| 5012 · Course Expenses - Misc. | 3,055.26 |
| 5014 · Course Revision Expenses | 19,225.00 |
| 5016 · Course State Certification | 4,362.50 |
| 5020 · Credentialing Expense | 3,673.70 |
| 5036 · Instructors' Material | 5,599.94 |
| 50600 · Online Hosting | 5,355.00 |
| 50650 · Online Seminars - IRWA | 2,704.95 |
| 5066 · P/P/S Education | 1,961.62 |
| Total 595 · EDUCATIONAL EXP. - OTHER | 122,665.50 |
| Total 55 · EDUCATION EXPENSES | 270,635.07 |
| 597 · BUILDING OPERATION | |
| 6004 · Building Association Fee | 10,950.00 |
| 6005 · Building Depreciation | 27,766.80 |
| 6028 · Building Maintenance | 8,979.24 |
| 6031 · Building Property Tax | 20,304.58 |

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| 6036 · Building Utilities | 5,360.73 |
| Total 597 · BUILDING OPERATION | 73,361.35 |
| 60 · PAYROLL & BENEFITS | |
| 6020 · Payroll | 1,028,884.03 |
| 6030 · Pension Plan | 39,587.28 |
| 6040 · Taxes & Benefits - Insperity | 354,908.59 |
| Total 60 · PAYROLL & BENEFITS | 1,423,379.90 |
| 73 · LEADERSHIP TRAVEL / INCIDENTALS | |
| 74 · TRAVEL - REGIONS | |
| 6506 · Region 6 | 3,090.07 |
| Total 74 · TRAVEL - REGIONS | 3,090.07 |
| 76 · TRAVEL - SERVICE COMMITTEES | |
| 6675 · Ethics Committee | 81.58 |
| Total 76 · TRAVEL - SERVICE COMMITTEES | 81.58 |
| 77 · TRAVEL - OTHER | |
| 6720 · Allied Organizations | 0.00 |
| Total 77 · TRAVEL - OTHER | 0.00 |
| 78 · TRAVEL- IEC/IGC | |
| 6815 · IEC Regional Meetings | 882.57 |
| 6830 · IEC Other Expenses | 3,263.48 |
| Total 78 · TRAVEL- IEC/IGC | 4,146.05 |
| 79 · TRAVEL - STAFF | |
| 6875 · Chapter Meetings | 25.00 |
| 6880 · Other Expenses | 63.50 |
| Total 79 · TRAVEL - STAFF | 88.50 |
| Total 73 · LEADERSHIP TRAVEL / INCIDENTALS | 7,406.20 |
| 80 · ADMINISTRATIVE EXPENSES | |
| 7005 · Public Relations | 0.00 |
| 7010 · Assets Costing Less Than \$250 | 427.03 |
| 7020 · Awards & Recognition | 4,584.11 |
| 7050 · Bad Debt Expense | -889.26 |
| 7100 · Bank Charges & Credit Card Fees | 97,745.22 |
| 7155 · Computer Consulting Fees | 2,575.00 |
| 7160 · Constant Contact Email | 3,905.00 |
| 7200 · Depreciation & Amortization | 96,568.54 |
| 7220 · Dues & Subscriptions | 4,436.85 |
| 7250 · Dues-Appraisal Foundation | 3,456.00 |
| 7310 · Insurance-D&O | 8,996.10 |
| 7320 · Insurance-D&O-Chapters | 8,996.04 |
| 7340 · Insurance-General Liability | 4,459.50 |
| 7390 · Mail Equipment Maintenance | 579.86 |
| 7440 · Magazine-Printing | 35,410.65 |
| 7450 · Magazine-Postage | 20,616.55 |
| 7460 · Magazine-Art Work/Photography | 321.97 |
| 7470 · Magazine-Other | 7,197.25 |
| 7480 · Maintenance-AMS | 15,637.05 |

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| 7485 · Maintenance-Computer&Peripheral | 22,371.73 |
| 7505 · Marketing & Development | |
| 7505F · M'ting & Dev. - F/Op Trade Show | 0.00 |
| 7505M · M'ting & Dev. - F/Op Membership | 5,690.00 |
| Total 7505 · Marketing & Development | 5,690.00 |
| 7530 · Membership Certificate & Pin | 559.02 |
| 7540 · Membership-Higher Logic | 19,585.62 |
| 7550 · Membership Renewal Mailings | 12,200.88 |
| 7600 · Miscellaneous Expenses | 218.99 |
| 7650 · Postage & Shipping | 9,730.82 |
| 7670 · Professional-Audit | 27,000.00 |
| 7680 · Professional-Cdn Account. | 2,250.00 |
| 7700 · Professional-Legal | 64.50 |
| 7720 · Professional-Consulting | 69,055.04 |
| 7740 · QB Online for Chapters/Regions | 24,203.43 |
| 7741 · QBs Enterprise for HQ | 1,584.80 |
| 7800 · Rent-Offsite Storage | 3,204.00 |
| 7820 · Staff Recruitment | 1,069.24 |
| 7840 · Supplies-Kitchen | 885.06 |
| 7850 · Supplies-Office | 2,671.88 |
| 7870 · Taxes & Licenses | 3,166.01 |
| 7875 · Teleconferencing | 16,799.94 |
| 7890 · Telephone | 29,599.63 |
| 7910 · Temporary Help | 2,070.94 |
| 7930 · Training & Development - Staff | 4,402.56 |
| 7950 · Uncategorized Expenses | 0.00 |
| 7970 · Vacation Expense | 18,708.60 |
| 7990 · Website - Database | |
| 7992 · Website - American Eagle | 8,550.00 |
| 7994 · Website - Database - KSP | 15,000.03 |
| 7996 · Website - Database - NetFORUM | 23,224.05 |
| Total 7990 · Website - Database | 46,774.08 |
| Total 80 · ADMINISTRATIVE EXPENSES | 638,890.23 |
| 88 · INCOME TAXES | |
| 8800 · Federal and State Income Taxes | 18,662.00 |
| Total 88 · INCOME TAXES | 18,662.00 |
| Total Expense | 2,434,045.12 |
| Net Ordinary Income | 219,894.06 |
| Other Income/Expense | |
| Other Income | |
| 4095 · Instructor Income-Pass Through | 55,903.06 |
| 48 · PIPELINE COMMITTEE REVENUE | |
| 4755 · Interest Income | 0.00 |
| 4760 · IRWA Support (BLM) | 2,320.80 |
| 4762 · Member Dues | 5,746.39 |
| 4765 · Sponsorship | 1,000.00 |

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| | Total 48 · PIPELINE COMMITTEE REVENUE | 9,067.19 |
| | 95 · OTHER INCOME & EXPENSE | |
| | 8500 · Gain (Loss) on Conversion | 2,186.48 |
| | 8700 · Unrealized Invest. Gain (Loss) | 111,004.61 |
| | Total 95 · OTHER INCOME & EXPENSE | 113,191.09 |
| | Total Other Income | 178,161.34 |
| | Other Expense | |
| | 72 · PIPELINE COMMITTEE EXPENSES | |
| | 6408 · Bank Fee | 0.00 |
| | 6420 · Contribution Expenses | 0.00 |
| | 6470 · Quarterly Meeting Expenses | 5,341.99 |
| | Total 72 · PIPELINE COMMITTEE EXPENSES | 5,341.99 |
| | 8400 · Instructor Exp.-Pass Through | 55,903.06 |
| | Total Other Expense | 61,245.05 |
| | Net Other Income | 116,916.29 |
| | Net Income | 336,810.35 |