



2011-2012 PROPOSED BUDGET

**Jul '11 - Jun 12
Budget**

**Jul '10 - Jun 11
Budget**

**Jul '09 - Jun 10
Actual**

INCOME				
Total 410 · COURSE INCOME - CLASSROOM	84	1,270,024	1,270,645	1,156,980
Total 415 · COURSE INCOME - ONLINE	118	400,307		
4950 · Credentialing Income	120	83,800	74,063	40,140
4955 · Course Revenue - Misc.	122		12,273	6,652
4970 · Facilitators' Clinic	123	18,600	19,466	10,550
4974 · Online Seminars - BTL	124	395	5,334	2,891
4975 · Online Seminars - IRWA	125		318,252	172,482
4990 · Textbooks - Optional Sales	127	3,000	8,021	4,347
Total 920 · EDUCATIONAL INCOME - OTHER	128	105,795	437,410	237,062
TOTAL 40 · EDUCATION INCOME	129	1,776,126	1,708,055	1,394,042
41 · ADVERTISING INCOME	130			
4010 · Magazine	131	156,000	160,000	174,833
TOTAL 41 · ADVERTISING INCOME	133	156,000	160,000	174,833
43 · INVESTMENT INCOME	134			
4020 · Interest & Dividend Income	135	22,000	25,000	58,884
TOTAL 43 · INVESTMENT INCOME	136	22,000	25,000	58,884
44 · MEMBERSHIP INCOME	137			
4031 · Member Dues - Affiliates	138	19,250	19,250	18,413
4033 · Member Dues - Agency	139	37,000	27,400	
4035 · Member Dues - Application Fee	140	22,500	22,500	17,563
4037 · Member Dues - Late Fees	141	2,166	6,634	259
4039 · Member Dues - New	142	200,000	149,020	192,746
4041 · Member Dues - Renewal	143	1,629,448	1,495,218	1,434,215
TOTAL 44 · MEMBERSHIP INCOME	144	1,910,364	1,720,022	1,663,195
4490 · Sales of Merchandise	146	6,000	15,000	8,622
TOTAL 45 · MERCHANDISE - SALES	147	6,000	15,000	8,622
4045 · Magazine Subscription Income	150	2,000	2,000	1,986
4050 · Miscellaneous Income	151	500	500	1,638
4055 · Royalty Revenue	152		-	1,846
TOTAL 46 · OTHER INCOME	153	2,500	2,500	5,470
950 · INTERNATIONAL CONFERENCE	155		-	
4667 · Advertising Revenue	156	14,000	12,000	13,969
4669 · Exhibitors Income	157	35,000	22,500	35,813
4673 · Optional Tours Income	159		1,500	2,838
4675 · Registration Income	160	427,275	379,250	403,463
4677 · Sponsorship Income	161	80,000	80,000	118,038
TOTAL 950 · INTERNATIONAL CONFERENCE	162	556,275	495,250	574,119
Total 4680 · FAU PRES	173	74,125	43,875	139,957
4695 · Young Professionals Group	176	59,500	-	
TOTAL 975 · OTHER SEMINARS & CONFERENCES	177	133,625	43,875	139,957
TOTAL 47 · SEMINARS & CONFERENCES	178	689,900	539,125	714,076
TOTAL INCOME	179	4,562,890	4,169,702	4,019,121



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EXPENSE				
50 - COST OF GOODS SOLD	181			
5001 - Merchandise	182	6,000	5,950	8,014
TOTAL 50 - COST OF GOODS SOLD	183	6,000	5,950	8,014
TOTAL 55 - EDUCATION EXPENSES	296	405,474	402,250	324,414
TOTAL 597 - BUILDING OPERATION	307	167,081	132,675	62,244
6020 - Payroll	309	1,536,222	1,473,929	1,416,240
6030 - Pension Plan	310	46,087	44,518	41,927
6040 - Taxes & Benefits - Administaff	311	399,418	412,700	343,117
TOTAL 60 - PAYROLL & BENEFITS	312	1,981,726	1,931,147	1,801,283
TOTAL 67 - SEMINARS & CONFERENCES EXPENSES	408	617,571	499,741	525,623
73 - TRAVEL EXPENSES	409			
74 - TRAVEL - REGIONS	410			
6501 - Region 1	411	10,600	10,600	9,304
6502 - Region 2	412	10,600	10,600	7,660
6503 - Region 3	413	10,600	10,600	7,954
6504 - Region 4	414	10,600	10,600	11,298
6505 - Region 5	415	10,600	10,600	9,876
6506 - Region 6	416	10,600	10,600	8,662
6507 - Region 7	417	10,600	10,600	11,462
6508 - Region 8	418	10,600	10,600	9,083
6509 - Region 9	419	10,600	10,600	3,494
6510 - Region 10	420	10,600	10,600	9,660
6520 - Regional Governance	421	10,000	10,000	50,335
Total 74 - TRAVEL - REGIONS	422	116,000	116,000	138,787
75 - TRAVEL - EDUCATION COMMITTEES	423			
6605 - Asset Management Committee	424	7,700	7,700	7,700
6615 - Environment Committee	425	7,700	7,700	9,557
6630 - Leadership Development Council	426		-	1,778
6640 - Local Public Agency Committee	428	7,700	7,700	7,400
6645 - Pipeline Committee	429	7,700	7,700	2,632
6650 - Relocation Assistance Committee	430	7,700	7,700	6,208
6655 - Surveying Committee	431	7,700	7,700	7,568
6660 - Transportation Committee	432	7,700	7,700	9,820
6665 - Utilities Committee	433	7,700	7,700	10,884
6670 - Valuation Committee	434	7,700	7,700	4,500
6673 - Special Committee Projects	435	15,000	15,000	10,362
TOTAL 75 - TRAVEL - EDUCATION COMMITTEES	436	84,300	84,300	78,409
76 - TRAVEL - SERVICE COMMITTEES	437			
6675 - Ethics Committee	438	7,700	7,700	7,675
6680 - Communic. & Marketing Committee	439	18,400	18,400	13,153
6685 - Nomination & Election Committee	440	18,100	18,100	17,211
6690 - Professional Develop. Committee	441	53,600	53,600	34,380
TOTAL 76 - TRAVEL - SERVICE COMMITTEES	442	97,800	97,800	72,418
6705 - 75th Anniversary Task Force	444		-	485
6710 - Agency Liaison	445	5,000	10,000	1,016



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6720 - Allied Organizations	446	5,000	-	9,233
6728 - Leadership Dev. Task Force	447	7,500	5,000	5,239
6730 - Appraisal Foundation	448	2,500	2,500	824
6745 - Chapter 50th Anniversary Travel	449	3,000	5,000	680
6750 - Committee Chair/Vice Meeting	450	6,000	8,000	3,633
Total 77 - TRAVEL - OTHER	451	29,000	30,500	21,110
78 - TRAVEL - INTERNATIONAL GOVERNING COUNCIL	452			
6810 - Internat'l Govern. Conc. Meet.	453	54,000	58,000	50,576
6815 - Regional Meetings	454	3,000	5,000	8,815
6817 - Chapter Celebrations	455		5,000	3,555
6820 - Committee Liaison	456	3,000	5,300	8,819
6825 - Annual Conference	457	16,000	16,000	23,264
6830 - Other Expenses	458	5,000	10,600	8,271
TOTAL 78 - TRAVEL - INT'L GOVERNING COUNCIL	459	81,000	99,900	103,302
79 - TRAVEL - STAFF	460			
6860 - IEC/IGC Meeting	461	7,500	9,000	5,208
6865 - Regional Meetings	462	6,000	6,000	7,173
6870 - Committee Liaison	463	4,000	3,500	494
6875 - Chapter Meetings	464		1,100	3,203
6880 - Other Expenses	465	2,000	2,100	473
TOTAL 79 - TRAVEL - STAFF	466	19,500	21,700	16,552
TOTAL 73 - TRAVEL EXPENSES	467	427,600	450,200	430,578
80 - ADMINISTRATIVE EXPENSES	468			
7010 - Assets Costing Less Than \$250	469	3,000	2,000	2,904
7020 - Awards & Recognition	470	3,000	3,500	1,063
7050 - Bad Debt Expense	472	2,000	2,000	149
7100 - Bank Charges & Credit Card Fees	473	110,000	110,425	102,023
7110 - BLM Sponsorship-Pipeline Comm.	474	5,500	5,500	8,279
7130 - Car Expenses	476	8,400	8,400	
7150 - Chapter Development/Assistance	477	10,000	15,000	10,074
7155 - Computer Consulting Fees	478	10,000	10,000	
7160 - Constant Contact Email	479	1,900	1,900	1,550
7200 - Depreciation & Amortization	482	160,300	120,429	109,149
7220 - Dues & Subscriptions	483	5,000	3,000	8,842
7250 - Dues-Appraisal Foundation	485	10,200	10,200	8,400
7275 - Dues-NACAO	488	1,500	1,500	
7310 - Insurance-D&O	489	13,000	14,000	11,975
7320 - Insurance-D&O-Chapters	490	13,000	14,000	11,975
7330 - Insurance-Fidelity Bond	491		1,000	
7340 - Insurance-General Liability	492	13,300	8,000	9,816
7350 - Inventory Obsolescence	493	1,000	3,000	1,608
7375 - Leadership Development	495	71,833	50,000	48,168
7380 - Leadership Modules	496	-	4,000	1,500
7390 - Lease-Postal Equipment	497	2,000	3,000	1,597
7400 - Lease-Printing Equipment	498		-	885
7440 - Magazine-Printing	499	79,200	85,000	79,684
7450 - Magazine-Postage	500	31,200	28,260	31,544
7460 - Magazine-Art Work/Photography	501	4,440	3,000	2,786
7470 - Magazine-Other	502	4,800	900	
7480 - Maintenance-AMS	503	18,000	12,000	9,000

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7485 - Maintenance-Computer&Peripheral	504	9,000	9,000	6,946
7490 - Maintenance-Equipment/Office	505	-	6,000	177
7500 - Maintenance-Office	506		-	6,735
7505 - Marketing & Development	507	80,000	45,000	20,931
7515 - Member Appreciation Program	508		3,000	1,387
7520 - Membership Benefits Brochure	509		7,500	3,285
7530 - Membership Certificate & Pin	510	1,536	5,000	1,336
7550 - Membership Renewal Mailings	512	18,473	20,000	26,856
7600 - Miscellaneous Expenses	513	3,000	2,000	5,327
7650 - Postage & Shipping	514	36,000	32,000	30,960
7660 - Printing	515	5,000	6,000	2,106
7670 - Professional-Audit	516	26,000	27,000	19,000
7680 - Professional-Cdn Account.	517	5,000	5,000	3,756
7700 - Professional-Legal	518	3,000	3,000	6,780
7720 - Professional-Consulting	519	3,000	-	
7005 - Public Relations	520	5,000	7,500	13,796
7740 - QB Online for Regions/Chapters	521	21,000	24,000	6,110
7790 - Rent-Office	522	-	-	108,581
7800 - Rent-Offsite Storage	523	1,900	-	347
7810 - Reserve-Computer	524	25,000	25,000	-
7820 - Staff Recruitment	525	5,000	5,000	3,052
7840 - Supplies-Kitchen	526	4,500	4,500	3,421
7850 - Supplies-Office	527	7,000	12,000	7,075
7870 - Taxes & Licenses	528	2,000	4,000	1,780
7875 - Teleconferencing	529	10,000	5,000	7,251
7890 - Telephone	530	25,000	27,500	26,371
7910 - Temporary Help	531	4,000	4,000	6,941
7930 - Training & Development	532	30,000	30,000	17,432
7970 - Vacation Expense	534	5,000	5,000	(167)
7990 - Web Site-IRWA	535	36,000	36,000	33,427
TOTAL 80 - ADMINISTRATIVE EXPENSES	536	953,982	880,014	833,968
TOTAL EXPENSE	540	4,559,434	4,301,977	3,986,124
NET ORDINARY INCOME	541	3,456	(132,275)	32,997
Other Income	543			
NET INCOME	571	3,456	(132,275)	43,391