

American Society of Agronomy									
ICCA Program									
2012 Budget - 2015 Budget									
Description	Actual Results			Approved Budget	Projected Budget	Comments	Projected Budget		
	2008	2009	2010	2011	2012		2013	2014	2015
<b>Revenues</b>									
Sales	0	0	450	0	0		0	0	0
Program Support	0	56,850	54,644	50,000	24,975	India for 2013	55,724	25,974	26,224
List Rental Fees	1,270	6,075	6,360	4,000	5,000		5,150	5,200	5,250
National Exam Fees	158,363	199,725	214,050	203,925	214,000		215,116	217,204	219,293
ICCA Manure Mgmt Exam	0	0	2,200	0	1,000		1,030	1,040	1,050
ICCA Manure Mgmt Retake Exam	0	0	100	0	1,000		1,100	1,200	1,250
Late Fees - CCA	7,230	7,620	7,045	5,000	7,000		7,210	7,280	7,350
CEU Self Study Exam Fees	78,837	82,455	84,500	77,000	86,000		88,580	89,440	90,300
Miscellaneous CCA	11,000	1,800	0	2,000	1,000		1,030	1,040	1,050
National Renewal Fee	577,060	560,997	552,398	568,500	561,500		578,345	583,960	589,575
<b>Total Revenues</b>	<b>833,759</b>	<b>915,523</b>	<b>921,747</b>	<b>910,425</b>	<b>901,475</b>		<b>953,285</b>	<b>932,338</b>	<b>941,341</b>
<b>Expenses</b>									
Personnel	340,512	380,114	340,482	387,000	387,000		355,000	357,000	358,000
Staff Development	2,429	3,178	2,432	5,000	4,500		4,635	4,680	4,725
Temporary Help	2,964	6,780	5,426	4,000	5,000		5,150	5,200	5,250
Consulting	5,945	6,508	44,163	5,000	65,000	\$60,000 transferred to ASA Sci Policy	66,950	67,600	68,250
Staff Travel	12,770	22,930	30,678	22,000	32,000		32,960	33,280	33,600
Telecommunications	2,239	2,345	2,314	2,500	2,500		2,575	2,600	2,625
Supplies & Services	10,835	9,157	19,826	9,000	10,000		10,300	10,400	10,500
Distribution & Postage	20,423	19,423	21,460	25,000	23,000		23,690	23,920	24,150
Computer Software Expense	0	1,213	0	0	0		0	0	0
Computer Programming Expense	33,786	17,765	24,315	15,000	20,000		20,600	20,800	21,000
Marketing & Promotion	120,385	52,797	25,605	50,000	50,000		51,500	52,000	52,500
Printing & Paper	5,435	6,787	5,180	6,000	6,000		6,180	6,240	6,300
Legal Fees	71	4,728	1,807	4,000	2,000		2,060	2,080	2,100
Insurance	0	0	3,152	0	0		0	0	0
Board & Advisory Council Mtgs	6,065	4,604	4,951	6,500	7,000		7,210	7,280	7,350
Board Travel	14,880	14,080	11,709	15,000	16,000		16,480	16,640	16,800
CEU Committee	0	0	5,749	4,000	0		0	0	0
Exam Proctor Expenses	1,543	1,377	2,434	1,800	2,500		2,575	2,600	2,625
Exam Development	22,618	49,030	60,117	48,000	10,000	changed contract to staff	56,650	57,200	57,750
Test Site Rental	2,979	2,857	2,739	4,000	3,000		3,090	3,120	3,150
Exam & Procedures Committee	4,385	7,766	9,597	7,500	9,500		9,785	9,880	9,975
National Exam Scoring	10,500	10,663	9,700	12,000	11,000		11,330	11,440	11,550
Perform Objective Development	8,005	11,639	9,140	12,000	11,000		11,330	11,440	11,550
Exam Distribution & Postage	10,151	12,044	12,809	12,000	13,000		13,390	13,520	13,650
Exam Printing & Paper	921	2,975	4,088	3,800	4,500		4,635	4,680	4,725
Miscellaneous	619	981	173	65,000	2,000	moved to consulting line	2,060	2,080	2,100
<b>Total Direct Expenses</b>	<b>640,460</b>	<b>651,741</b>	<b>660,044</b>	<b>726,100</b>	<b>696,500</b>		<b>720,135</b>	<b>725,680</b>	<b>730,225</b>
<b>Estimated Indirect Expenses</b>	<b>191,946</b>	<b>131,762</b>	<b>102,577</b>	<b>114,930</b>	<b>99,521</b>		<b>101,425</b>	<b>102,131</b>	<b>102,715</b>
<b>Operating Income/(Loss)</b>	<b>1,353</b>	<b>132,020</b>	<b>159,126</b>	<b>69,395</b>	<b>105,454</b>		<b>131,725</b>	<b>104,527</b>	<b>108,401</b>
<b>Investment income/(Loss)</b>	<b>(70,714)</b>	<b>60,567</b>	<b>44,867</b>						
<b>Net Income/(Loss)</b>	<b>(69,361)</b>	<b>192,587</b>	<b>203,993</b>						
<b>Analysis of Net Worth (ICCA Reserves)</b>									
<b>Reserves at beginning of year</b>	<b>509,221</b>	<b>439,860</b>	<b>632,447</b>						
<b>Income for year</b>	<b>(69,361)</b>	<b>192,587</b>	<b>203,993</b>						
<b>Reserves at end of year</b>	<b>439,860</b>	<b>632,447</b>	<b>836,440</b>						
<b>Invested with Smith Barney</b>	<b>313,213</b>	<b>371,914</b>	<b>416,781</b>						
<b>% of Net Worth invested in MKT.</b>	<b>71.2073%</b>	<b>58.8056%</b>	<b>49.8279%</b>						