

ASA
ICCA Program
For the Six Months Ending June 30, 2011

	2011 Current Year YTD Actual	2011 Board Approved Budget	Current Yr YTD % of Annual Budget	2010 YTD Actual	Current to Last Year \$ Variance
Revenues					
Salary Survey Sales	90	0		300	(210)
Program Support	50,000	50,000	100.00%	54,644	(4,644)
List Rental Fees	4,345	4,000	108.63%	3,710	635
National Exam Fees	170,325	203,925	83.52%	46,025	124,300
Manure Management Exam	562	0		2,100	(1,538)
National Exam Retake Fees	0	0		169,025	(169,025)
ICCA Manure Mgmt Retake Exam	0	0		100	(100)
Late Fees - CCA	5,050	5,000	101.00%	6,770	(1,720)
CEU Exam Fees	13,797	77,000	17.92%	13,255	543
Exam Reapplication Fees	1,500	0		0	1,500
Miscellaneous	0	2,000		7,400	(7,400)
National Renewal Fee	274,837	568,500	48.34%	270,872	3,965
Total Revenues	520,506	910,425	57.17%	574,201	(53,695)
Expenses					
Personnel	166,680	387,000	43.07%	169,450	(2,770)
Staff Development	625	5,000	12.50%	1,548	(923)
Temporary Help	0	4,000		5,084	(5,084)
Consulting	26,300	5,000	526.00%	2,935	23,365
Staff Travel	24,456	22,000	111.16%	14,878	9,578
Telecommunications	767	2,500	30.66%	1,253	(487)
Supplies & Services	1,285	9,000	14.27%	11,451	(10,166)
Distribution & Postage	9,117	25,000	36.47%	12,696	(3,579)
Computer Expense	17,946	15,000	119.64%	13,616	4,331
Marketing & Promotion	20,116	50,000	40.23%	12,978	7,138
Printing & Paper	2,185	6,000	36.42%	3,162	(977)
Legal Fees	1,656	4,000	41.40%	390	1,266
Board & Advisory Council Mtgs	0	6,500		0	0
Board Travel	20,248	15,000	134.99%	2,903	17,345
CEU Committee	1,506	4,000	37.66%	0	1,506
Exam Proctor Expenses	1,147	1,800	63.70%	1,314	(167)
Exam Development	2,335	48,000	4.87%	60,117	(57,782)
Test Site Rental	1,842	4,000	46.04%	1,602	240
Exam & Procedures Committee	0	7,500		50	(50)
National Exam Scoring	7,000	12,000	58.33%	6,500	500
Perform Objective Development	14,467	12,000	120.56%	0	14,467
Exam Distribution & Postage	6,680	12,000	55.67%	9,000	(2,320)
Exam Printing & Paper	1,548	3,800	40.74%	0	1,548
Miscellaneous	629	65,000	0.97%	73	556
Total Direct Expenses	328,534	726,100	45.25%	330,999	(2,464)
Estimated Indirect Expenses	55,489	114,930	45.25%	55,906	(416)
Estimated Net Income/(Loss)	136,483	69,395	221.25%	187,297	(50,814)
Interest & Dividends	5,240				
Realized gains (losses)	(520)				
Unrealized gains (losses)	13,593				
Portfolio expenses	(1,163)				
Investment gains/(loss)	17,150				
Net Income (Operations and Investments)	153,633				
Fund Balance @ January 1, 2011	836,441				
Fund Balance @ June 30, 2011	990,073				
Invested at Smith Barney	433,931				
General cash account with First Business Bank	556,142				
Analysis of reserve location	990,073				

