

ASA  
 ICCA Program  
 For the Six Months Ending June 30, 2012

	2012 Current Year YTD Actual	2012 Board Approved Budget	Current Yr YTD % of Annual Budget	2011 YTD Actual	Current to Last Year \$ Variance
<b>Revenues</b>					
Salary Survey Sales	(270)	0		90	(360)
Program Support	0	24,975		50,000	(50,000)
List Rental Fees	11,693	5,000	233.85%	4,345	7,348
National Exam Fees	182,557	214,000	85.31%	170,325	12,232
Manure Management Exam	100	1,000	10.00%	562	(462)
National Exam Retake Fees	1,050	1,000	105.00%	0	1,050
Late Fees - CCA	10,225	7,000	146.07%	5,050	5,175
CEU Exam Fees	10,843	86,000	12.61%	13,797	(2,954)
Exam Reapplication Fees	0	0		1,500	(1,500)
Miscellaneous	520	1,000	52.00%	0	520
National Renewal Fee	273,104	561,500	48.64%	274,837	(1,733)
National Renewal Manure Mgmt	263	0		0	263
CP Application Fees	150	0		0	150
CP Renewal Fees	15,095	0		0	15,095
AP Renewal Fees	63	0		0	63
Late Fees - Certification	25	0		0	25
<b>Total Revenues</b>	<b>505,417</b>	<b>901,475</b>	<b>56.07%</b>	<b>520,506</b>	<b>(15,089)</b>
<b>Expenses</b>					
Personnel	199,196	387,000	51.47%	166,680	32,515
Staff Development	4,839	4,500	107.54%	625	4,214
Temporary Help	240	5,000	4.80%	0	240
Consulting	61,812	65,000	95.10%	26,300	35,512
Staff Travel	18,565	32,000	58.01%	24,456	(5,891)

Telecommunications	843	2,500	33.74%	767	77
Supplies & Services	8,456	10,000	84.56%	1,285	7,172
Distribution & Postage	14,242	23,000	61.92%	9,117	5,126
Computer Expense	19,246	20,000	96.23%	17,946	1,300
Marketing & Promotion	26,522	50,000	53.04%	20,116	6,406
Printing & Paper	3,764	6,000	62.73%	2,185	1,579
Legal Fees	0	2,000		1,656	(1,656)
Board & Advisory Council Mtgs	1,858	7,000	26.54%	0	1,858
Board Travel	5,268	16,000	32.93%	20,248	(14,980)
CEU Committee	0	0		1,506	(1,506)
Exam Proctor Expenses	1,268	2,500	50.73%	1,147	122
Exam Development	5,090	10,000	50.90%	2,335	2,755
Test Site Rental	2,246	3,000	74.86%	1,842	404
Exam & Procedures Committee	331	9,500	3.49%	0	331
National Exam Scoring	7,500	11,000	68.18%	7,000	500
Perform Objective Development	5,057	11,000	45.97%	14,467	(9,410)
Exam Distribution & Postage	7,710	13,000	59.31%	6,680	1,030
Exam Printing & Paper	1,388	4,500	30.84%	1,548	(160)
Miscellaneous	505	2,000	25.25%	629	(124)
<b>Total Direct Expenses</b>	<b>395,946</b>	<b>696,500</b>	<b>56.85%</b>	<b>328,534</b>	<b>67,412</b>
<b>Estimated Indirect Expenses</b>	<b>66,875</b>	<b>117,639</b>	<b>56.85%</b>	<b>55,489</b>	<b>11,386</b>
<b>Estimated Net Income/(Loss)</b>	<b>42,595</b>	<b>87,336</b>	<b>48.77%</b>	<b>136,483</b>	<b>(93,888)</b>