ICCA Program (4000) For the Seven Months Ending 7/31/2017

YTD Actual Approved Budget % of Annual Budget YTD Actual \$ Advertising 4,250 5,000 85.00% 0 List Rental Fees 0 5,000 0.00% 2,524 Miscellaneous Income 3,118 0 0.00% 5,669 National Exam Fees 305,513 350,250 87.23% 267,768 ICCA Manure Mgmt Exam 0 0.00% 8,550 100 National Exam Fees 305,513 350,250 87.23% 267,768 ICCA Manure Mgmt Exam 0 0.00% 8,550 100 National Exam Fees 336 12,000 186.45% 10,000 CEU Self Study Exam Fees 936 12,000 7.80% 1,217 National Renewal Manure Mgmt 335 575 58.32% 3,000 CP Application Fees 750 500 150.00% 4,67 Reinstatement Fees 7,613 993,925 72.44% 672,203 Parplication Fees 5,613 10,000 5,613 </th <th>to Last Year /ariance</th>	to Last Year /ariance
Revenues 4,250 5,000 85,00% 0 List Rental Fees 0 5,000 0.00% 2,524 Miscellaneous Income 3,118 0 0.00% 569 National Exam Fees 305,513 350,250 87,23% 267,768 ICCA Manure Mgmt Exam 0 100 0.00% 100 National Exam Fees 4,850 0 0.00% 8,550 Late Fees - CCA 18,645 10,000 186,65% 16,200 CEU Self Study Exam Fees 936 12,000 7,80% 1,217 National Renewal Fees 368,829 600,000 61,44% 364,202 National Renewal Manure Mgmt 335 575 58,32% 350 Renewal Fees - 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 500 150,00% 3,000 CP Application Fees 700 500 140,00% 1,500 CP Renewal Fees 5,613 10,000 56,13% 5,757 </td <td></td>	
Advertising 4,250 5,000 85.00% 0 List Rental Fees 0 5,000 0.00% 2,524 Miscellaneous Income 3,118 0 0.00% 569 National Exam Fees 305,513 350,250 87.23% 267,768 ICCA Manure Mgmt Exam 0 0.00% 100 National Exam Fees 368,629 0.000% 8,550 Late Fees - CCA 18,645 10,000 186.45% 16,200 CEU Self Study Exam Fees 936 12,000 7.80% 1,217 National Renewal Fees 368,629 600,000 61.44% 364,202 National Renewal Manure Mgmt 335 575 58.32% 350 Renewal Fees - 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 5500 150.00% 3,000 CP Application Fees 700 500 140.00% 1,500 CP Renewal Fees 5,613 10,000 66.13% 5,757 Total Revenues	
List Rental Fees 0 5,000 0.00% 2,524 Miscellaneous Income 3,118 0 0.00% 569 National Exam Fees 305,513 350,250 87.23% 267,768 ICCA Manure Mgmt Exam 0 100 0.00% 100 National Exam Fees 3850 0 0.00% 8,550 Late Fees - CCA 18,645 10,000 186.45% 16,200 CEU Self Study Exam Fees 936 12,000 7.80% 1,217 National Renewal Fees 368,629 600,000 61.44% 364,202 National Renewal Manure Mgmt 335 575 58.32% 350 Renewal Fees - 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 500 140.00% 1,500 CP Application Fees 5,613 10,000 56.13% 5,757 Total Revenues 719,999 993,925 72.44% 672,203 Expenses 58.19% 281,132 58.19% 281	4,250
Miscellaneous Income 3,118 0 0.00% 569 National Exam Fees 305,513 350,250 87.23% 267,768 ICCA Manure Mgmt Exam 0 100 0.00% 100 National Exam Fees 4R NMP 8,850 0 0.00% 8,550 Late Fees - CCA 186,455 10,000 186,45% 16,200 CEU Self Study Exam Fees 936 12,000 7.80% 1,217 National Renewal Fees 386,29 600,000 61,44% 364,202 National Renewal Manure Mgmt 335 575 58.32% 350 Renewal Fees - 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 5500 150.00% 3,000 CP Application Fees 719,999 993,925 72.44% 672,203 Total Revenues 719,999 993,925 72.44% 672,203 Expenses	(2,524)
National Exam Fees 305,513 350,250 87.23% 267,768 ICCA Manure Mgmt Exam 0 100 0.00% 100 National Exam Fees - 4R NMP 8,850 0 0.00% 8,550 Late Fees - CCA 18,645 10,000 186.45% 16,200 CEU Self Study Exam Fees 936 12,000 7.80% 1,217 National Renewal Fees 368,629 6600,000 61.44% 364,202 National Renewal Manure Mgmt 335 575 58.32% 350 Renewal Fees 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 500 140.00% 1,500 CP Application Fees 700 500 140.00% 1,500 CP Renewal Fees 5,613 10,000 56.13% 5,767 Total Revenues 719,999 993,925 72.44% 672,203 Expenses	2,549
ICCA Manure Mgmt Exam 0 100 0.00% 100 National Exam Fees - 4R NMP 8,850 0 0.00% 8,550 Late Fees - CCA 18,645 10,000 186.45% 16,200 CEU Self Study Exam Fees 936 12,000 7.80% 1,217 National Renewal Fees 368,629 600,000 61.44% 364,202 National Renewal Manure Mgmt 335 575 58.32% 350 Renewal Fees - 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 500 150.00% 3,000 CP Application Fees 700 500 140.00% 1,500 CP Renewal Fees 5,613 10,000 56.13% 5,757 Total Revenues 719,999 993,925 72.44% 672,203 Expenses 7 2 672,203 672,203 Consulting 3006 5,000 60.12% 1,212 Temporary Help 5,314 0 0.00% 3,210 <td>37,746</td>	37,746
National Exam Fees - 4R NMP 8,850 0 0.00% 8,550 Late Fees - CCA 18,645 10,000 186,45% 16,200 CEU Self Study Exam Fees 936 12,000 7.80% 1,217 National Renewal Fees 368,629 600,000 61,44% 364,202 National Renewal Manure Mgmt 335 575 58,32% 350 Renewal Fees - 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 500 150.00% 3,000 CP Application Fees 700 500 140.00% 1,500 CP Renewal Fees 5,613 10,000 56.13% 5,757 Total Revenues 719,999 993,925 72.44% 672,203 Expenses 5,514 0 0.00% 3,210 Consulting 3006 5,000 60,12% 1,212 Temporary Help 5,314 0 0.00% 3,210 Consulting 63,027 60,000 105,04% 60,000 </td <td>(100)</td>	(100)
Late Fees - CCA 18,645 10,000 186.45% 16,200 CEU Self Study Exam Fees 936 12,000 7.80% 1,217 National Renewal Fees 368,629 600,000 61.44% 364,202 National Renewal Manure Mgmt 335 575 58.32% 350 Renewal Fees - 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 500 150.00% 3,000 CP Application Fees 700 500 140.00% 1,500 CP Renewal Fees 5,613 10,000 56.13% 5,757 Total Revenues 719,999 993,925 72.44% 672,203 Expenses 719,999 993,925 72.44% 672,203 Personnel 305,450 524,945 58.19% 281,132 Staff Development 3,006 5,000 60.12% 1,212 Temporary Help 5,314 0 0.00% 3,210 Consulting 63,027 60,000 105.04% 60,000	300
CEU Self Study Exam Fees 936 12,000 7.80% 1,217 National Renewal Fees 368,629 600,000 61.44% 364,202 National Renewal Manure Mgmt 335 575 58.32% 350 Renewal Fees - 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 500 150.00% 3,000 CP Application Fees 700 500 140.00% 1,500 CP Renewal Fees 5,613 10,000 56.13% 5,757 Total Revenues 719,999 993,925 72.44% 672,203 Expenses 719,999 993,925 72.44% 672,203 Fersonnel 305,450 524,945 58.19% 281,132 Staff Development 3,006 5,000 60.12% 1,212 Temporary Help 5,314 0 0.00% 3,210 Consulting 63,027 60,000 105.04% 60,000 Travel 16,245 26,000 62.48% 8,450 <	2,445
National Renewal Fees 368,629 600,000 61.44% 364,202 National Renewal Manure Mgmt 335 575 58.32% 350 Renewal Fees - 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 500 150.00% 3,000 CP Application Fees 700 500 140.00% 1,500 CP Renewal Fees 5,613 10,000 56.13% 5,757 Total Revenues 719,999 993,925 72.44% 672,203 Expenses 719,999 993,925 72.44% 672,203 Expenses 719,999 993,925 72.44% 672,203 Fersonnel 305,450 524,945 58.19% 281,132 Staff Development 3,006 5,000 60.12% 1,212 Temporary Help 5,314 0 0.00% 3,210 Consulting 63,027 60,000 105.04% 60,000 Travel 16,245 26,000 62.48% 8,450	(280)
National Renewal Manure Mgmt 335 575 58.32% 350 Renewal Fees - 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 500 150.00% 3,000 CP Application Fees 700 500 140.00% 1,500 CP Renewal Fees 5,613 10,000 56.13% 5,757 Total Revenues 719,999 993,925 72.44% 672,203 Expenses 719,999 993,925 72.44% 672,203 Personnel 305,450 524,945 58.19% 281,132 Staff Development 3,000 50,000 60.12% 1,212 Temporary Help 5,314 0 0.00% 3,210 Consulting 63,027 60,000 105.04% 60,000 Travel 16,245 26,000 62.48% 8,450 Congressional Briefings 0 0 0.00% 897 Telecommunications 819 2,700 30.32% 732	
Renewal Fees - 4R NMP 2,660 0 0.00% 467 Reinstatement Fees 750 500 150.00% 3,000 CP Application Fees 700 500 140.00% 1,500 CP Renewal Fees 5,613 10,000 56.13% 5,757 Total Revenues 719,999 993,925 72.44% 672,203 Expenses 2 2 2 Personnel 305,450 524,945 58.19% 281,132 Staff Development 3,006 5,000 60.12% 1,212 Temporary Help 5,314 0 0.00% 3,210 Consulting 63,027 60,000 105.04% 60,000 Travel 16,245 26,000 62.48% 8,450 Congressional Briefings 0 0 0.00% 897 Telecommunications 819 2,700 30.32% 732	4,427
Reinstatement Fees 750 500 150.00% 3,000 CP Application Fees 700 500 140.00% 1,500 CP Renewal Fees 5,613 10,000 56.13% 5,757 Total Revenues 719,999 993,925 72.44% 672,203 Expenses	(15)
CP Application Fees 700 500 140.00% 1,500 CP Renewal Fees 5,613 10,000 56.13% 5,757 Total Revenues 719,999 993,925 72.44% 672,203 Expenses 700 500 60,12% 672,203 Personnel 305,450 524,945 58.19% 281,132 Staff Development 3,006 5,000 60,12% 1,212 Temporary Help 63,027 60,000 105.04% 60,000 Travel 16,245 26,000 62.48% 8,450 Congressional Briefings 0 0 0.00% 897 Telecommunications 819 2,700 30.32% 732	2,193
CP Renewal Fees 5,613 10,000 56.13% 5,757 Total Revenues 719,999 993,925 72.44% 672,203 Expenses	(2,250)
Total Revenues719,999993,92572.44%672,203ExpensesPersonnel305,450524,94558.19%281,132Staff Development3,0065,00060.12%1,212Temporary Help5,31400.00%3,210Consulting63,02760,000105.04%60,000Travel16,24526,00062.48%8,450Congressional Briefings0000.00%897Telecommunications8192,70030.32%732	(800)
Expenses Staff Development 305,450 524,945 58.19% 281,132 Staff Development 3,006 5,000 60.12% 1,212 Temporary Help 5,314 0 0.00% 3,210 Consulting 63,027 60,000 105.04% 60,000 Travel 16,245 26,000 62.48% 8,450 Congressional Briefings 0 0 0.00% 897 Telecommunications 819 2,700 30.32% 732	(144)
Personnel305,450524,94558.19%281,132Staff Development3,0065,00060.12%1,212Temporary Help5,31400.00%3,210Consulting63,02760,000105.04%60,000Travel16,24526,00062.48%8,450Congressional Briefings000.00%897Telecommunications8192,70030.32%732	47,797
Personnel305,450524,94558.19%281,132Staff Development3,0065,00060.12%1,212Temporary Help5,31400.00%3,210Consulting63,02760,000105.04%60,000Travel16,24526,00062.48%8,450Congressional Briefings000.00%897Telecommunications8192,70030.32%732	
Personnel305,450524,94558.19%281,132Staff Development3,0065,00060.12%1,212Temporary Help5,31400.00%3,210Consulting63,02760,000105.04%60,000Travel16,24526,00062.48%8,450Congressional Briefings000.00%897Telecommunications8192,70030.32%732	
Staff Development 3,006 5,000 60.12% 1,212 Temporary Help 5,314 0 0.00% 3,210 Consulting 63,027 60,000 105.04% 60,000 Travel 16,245 26,000 62.48% 8,450 Congressional Briefings 0 0 0.00% 897 Telecommunications 819 2,700 30.32% 732	
Temporary Help 5,314 0 0.00% 3,210 Consulting 63,027 60,000 105.04% 60,000 Travel 16,245 26,000 62.48% 8,450 Congressional Briefings 0 0 0.00% 897 Telecommunications 819 2,700 30.32% 732	24,318
Consulting 63,027 60,000 105.04% 60,000 Travel 16,245 26,000 62.48% 8,450 Congressional Briefings 0 0 0.00% 897 Telecommunications 819 2,700 30.32% 732	1,794
Travel 16,245 26,000 62.48% 8,450 Congressional Briefings 0 0 0.00% 897 Telecommunications 819 2,700 30.32% 732	2,104
Congressional Briefings 0 0 0.00% 897 Telecommunications 819 2,700 30.32% 732	3,027
Telecommunications 819 2,700 30.32% 732	7,795
	(897)
	87
Supplies & Services 15,007 10,000 150.07% 10,451	4,556
Distribution and Postage 9,086 22,000 41.30% 11,326	(2,240)
Computer Software Expense 3,830 5,000 76.60% 2,200	1,630
Computer Hardware Expense 1,260 3,000 42.01% 0	1,260
Computer Programming Expense 34,986 35,000 99.96% 18,241	16,745
Marketing and Promotion 18,180 50,000 36.36% 28,991	(10,811)
Printing & Paper 7,303 2,000 365.16% 8,988	(1,684)
Commissions Expense 250 0 0.00% 0	250
Professional Services 0 2,000 0.00% 0	0
Board & Advisory Council Mtgs 0 8,000 0.00% 0	0
Board Travel 7,227 25,000 28.91% 5,754	1,474
Exam Proctor Expenses 1,425 1,800 79.14% 233	1,191
Exam Development 908 5,000 18.15% 102	805
Test Site Rental 1,912 5,500 34.77% 2,988	(1,076)
Exam & Procedures Committee 0 8,500 0.00% 0	0
National Exam Scoring 4,879 15,000 32.53% 8,123	(3,244)
Exam Distribution & Postage 12,406 12,000 103.38% 6,646	5,759
Exam Printing & Paper 1,802 5,500 32.76% 2,254	(452)
Miscellaneous 269 2,000 13.43% 100	169
Total Direct Expenses 514,591 835,945 61.56% 462,030	52,562
Indirect Expenses ACSESS 80,652 131,018 61.56% 72,414	8,238
Net Income/(Loss) From Operations 124,756 26,962 462.71% 137,759	(13,003)