

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

	2017 Current Year YTD Actual	2017 Board Approved Budget	Current Yr YTD % of Annual Budget	2016 YTD Actual	Current to Last Year \$ Variance
<b>Revenues</b>					
Advertising	4,250	5,000	85.00%	0	4,250
List Rental Fees	0	5,000	0.00%	2,524	(2,524)
Miscellaneous Income	3,118	0	0.00%	569	2,549
National Exam Fees	305,513	350,250	87.23%	267,768	37,746
ICCA Manure Mgmt Exam	0	100	0.00%	100	(100)
National Exam Fees - 4R NMP	8,850	0	0.00%	8,550	300
Late Fees - CCA	18,645	10,000	186.45%	16,200	2,445
CEU Self Study Exam Fees	936	12,000	7.80%	1,217	(280)
National Renewal Fees	368,629	600,000	61.44%	364,202	4,427
National Renewal Manure Mgmt	335	575	58.32%	350	(15)
Renewal Fees - 4R NMP	2,660	0	0.00%	467	2,193
Reinstatement Fees	750	500	150.00%	3,000	(2,250)
CP Application Fees	700	500	140.00%	1,500	(800)
CP Renewal Fees	5,613	10,000	56.13%	5,757	(144)
<b>Total Revenues</b>	<b>719,999</b>	<b>993,925</b>	<b>72.44%</b>	<b>672,203</b>	<b>47,797</b>
<b>Expenses</b>					
Personnel	305,450	524,945	58.19%	281,132	24,318
Staff Development	3,006	5,000	60.12%	1,212	1,794
Temporary Help	5,314	0	0.00%	3,210	2,104
Consulting	63,027	60,000	105.04%	60,000	3,027
Travel	16,245	26,000	62.48%	8,450	7,795
Congressional Briefings	0	0	0.00%	897	(897)
Telecommunications	819	2,700	30.32%	732	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
<b>Total Direct Expenses</b>	<b>514,591</b>	<b>835,945</b>	<b>61.56%</b>	<b>462,030</b>	<b>52,562</b>
<b>Indirect Expenses ACSESS</b>	<b>80,652</b>	<b>131,018</b>	<b>61.56%</b>	<b>72,414</b>	<b>8,238</b>
<b>Net Income/(Loss) From Operations</b>	<b>124,756</b>	<b>26,962</b>	<b>462.71%</b>	<b>137,759</b>	<b>(13,003)</b>