

# Indiana School of Real Estate

## June 2020

### EXECUTIVE SUMMARY

#### Balance Sheet (changes from prior month):

1. The School's cash balance increased by \$69,000 during June with an ending balance of \$194,000.
2. Accounts Receivable remained unchanged during the month with an ending balance of \$9,000 which represents outstanding invoices for contract classes.
3. Tuition receivable increased by \$1,200 with an ending balance of \$15,000 which represents courses reserved but not yet paid for.
4. Prepaid expenses decreased by \$2,400 due to amortization of expenses for June. Ending balance was \$18,000.
5. Prepaid Curriculum decreased by \$3,500 with an ending balance of \$61,000 – this balance will be amortized over the estimated remaining life of the courses.
6. Accounts Payable increased by \$2,000 with an ending balance of \$11,000.
7. Unearned registration fees decreased by \$4,000 due to June activity. Ending balance was \$20,000 which represents courses that have been paid for with start dates after June and will be recognized as revenue in the month the course is held.
8. The amount Due to IAR decreased by \$15,000 with an ending balance of \$174,000.

#### Income Statement:

9. The School had net income for the month of \$81,000 compared to budgeted net income of \$2,000. Over budget due to revenues being over budget and expenses being under budget.
10. YTD, the School had net income of \$202,000 compared to budget of \$11,400. Over budget due to revenues being over budget and expenses being under budget.
11. Compared to the prior year, YTD net income was higher than the prior YTD net income of \$158,000 by \$44,000 or 28% - mostly due to lower expenses in the current year.
12. Total revenue for June was \$178,000 and was above the monthly budget of \$106,000 by \$72,000 or 68%.
13. YTD revenue was \$756,500 vs budget of \$634,500 – over budget by \$122,000 or 19%.
14. Compared to the prior year, YTD revenue was lower by \$35,000 or 4%, mostly due to a decrease in contract revenue.
15. Total expenses for June were \$97,000 vs budget of \$104,000 – under budget by \$7,000 or 6% mostly due to personnel and technology.
16. Total expenses YTD were \$554,000 vs budget of \$623,000 – under budget by \$69,000 or 11% mostly due to personnel, travel, technology and programmatic costs.
17. Compared to the prior year, YTD expenses were lower by \$80,000 or 13%, mostly due to personnel and programmatic costs.

**Indiana School of Real Estate  
Balance Sheet (Detail)**

June 30, 2020

	06/30/2020	05/31/2020	Difference
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
1000 - Cash Accounts			
1022 - ISRE Checking	194,154	125,206	68,949
Total 1000 - Cash Accounts	<u>194,154</u>	<u>125,206</u>	<u>68,949</u>
Total Checking/Savings	<u>194,154</u>	<u>125,206</u>	<u>68,949</u>
Other Current Assets			
1200 - Accounts Receivable			
1200 - Accounts Receivable	9,001	9,001	0
1210 - Tuition Receivable	14,706	13,466	1,240
Total 1200 - Accounts Receivable	<u>23,707</u>	<u>22,467</u>	<u>1,240</u>
1300 - Other Current Assets			
1310 - Prepaid Expense	18,082	20,496	(2,415)
1330 - Prepaid Curriculum	61,253	64,715	(3,462)
1350 - Other Deposits	1,559	1,559	0
Total 1300 - Other Current Assets	<u>80,894</u>	<u>86,770</u>	<u>(5,877)</u>
Total Other Current Assets	<u>104,601</u>	<u>109,237</u>	<u>(4,637)</u>
Total Current Assets	<u>298,755</u>	<u>234,443</u>	<u>64,312</u>
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.			
1605 - Land, Buildings & Equipment			
1621 - Capital Lease	27,857	27,857	0
1630 - Furniture, Fixtures & Equipmen	34,549	34,549	0
Total 1605 - Land, Buildings & Equipment	<u>62,406</u>	<u>62,406</u>	<u>0</u>
1655 - Accumulated Depreciation			
1670 - Accum. Amortization- Capital Lease	(11,797)	(11,328)	(469)
1680 - Accum. Depreciation - FF&E	(27,862)	(27,507)	(355)
Total 1655 - Accumulated Depreciation	<u>(39,659)</u>	<u>(38,835)</u>	<u>(824)</u>
Total 1600 - Fixed Assets, Net of Deprec.	<u>22,747</u>	<u>23,571</u>	<u>(824)</u>
Total Fixed Assets	<u>22,747</u>	<u>23,571</u>	<u>(824)</u>
Other Assets			
1700 - Capitalized Loan and Lease Costs			
1730 - Capitalized Software Costs	30,825	30,825	0
1732 - Accum Amort - Capitalized Software	(30,825)	(30,825)	0
Total 1700 - Capitalized Loan and Lease Costs	<u>0</u>	<u>0</u>	<u>0</u>
Total Other Assets	<u>0</u>	<u>0</u>	<u>0</u>
<b>Total ASSETS</b>	<b><u>321,502</u></b>	<b><u>258,014</u></b>	<b><u>63,488</u></b>
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	11,102	9,008	2,094
Total Accounts Payable	<u>11,102</u>	<u>9,008</u>	<u>2,094</u>
Other Current Liabilities			
2025 - Other Current Liabilities			
2200 - GFC Lease Payable	19,636	19,636	0

**Indiana School of Real Estate  
Balance Sheet (Detail)**

June 30, 2020

	06/30/2020	05/31/2020	Difference
2040 - Accrued Payables	3,173	3,173	0
Total 2025 - Other Current Liabilities	22,809	22,809	0
2400 - Deferred Dues & Other Revenue			
2430 - Unearned Registration Fees	19,799	24,200	(4,401)
Total 2400 - Deferred Dues & Other Revenue	19,799	24,200	(4,401)
Total Other Current Liabilities	42,608	47,009	(4,401)
Total Current Liabilities	53,710	56,017	(2,307)
Other Liabilities			
2200 - Intercompany Loans Payable			
2211 - Due to IAR (from ISRE)	173,970	189,071	(15,100)
Total 2200 - Intercompany Loans Payable	173,970	189,071	(15,100)
Total - Other Liabilities	173,970	189,071	(15,100)
Total Liabilities	227,680	245,088	(17,407)
<b>EQUITY</b>			
Member Capital			
Undesignated	93,822	12,926	80,895
Total Member Capital	93,822	12,926	80,895
Total Equity	93,822	12,926	80,895
<b>Total LIABILITIES &amp; EQUITY</b>	<b>321,502</b>	<b>258,014</b>	<b>63,488</b>

**Indiana School of Real Estate**  
**Statements of Activities - Budget vs Actual (Summary)**  
June 30, 2020

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>	<u>Prior YTD Actual</u>
<b>Income</b>						
4000 - Membership Income	169,234	94,474	702,442	566,844	1,133,704	686,460
4200 - Contract Fees & Event Income	8,922	11,230	52,715	67,380	134,761	92,274
4300 - Royalties, Rent & Product Sales	0	42	92	252	500	1,983
4900 - Other Income	0	0	1,259	0	0	11,246
Total Income	<u>178,156</u>	<u>105,746</u>	<u>756,508</u>	<u>634,476</u>	<u>1,268,965</u>	<u>791,963</u>
<b>Expense</b>						
5000 - Personnel Costs	52,284	57,450	296,823	344,700	702,413	324,630
5300 - Travel & Entertainment	0	1,125	885	6,750	13,500	2,502
5600 - Professional Fees	2,186	2,500	17,649	15,000	30,000	19,218
5700 - Technology & Equipment	2,243	4,683	23,107	28,098	56,200	25,225
5900 - Office Costs	11,738	11,057	63,818	66,342	132,700	62,845
6100 - Facility Costs	4,196	4,955	25,501	29,730	59,460	29,179
7100 - Programmatic Costs	24,614	22,072	126,451	132,432	264,870	170,409
Total Expense	<u>97,261</u>	<u>103,842</u>	<u>554,234</u>	<u>623,052</u>	<u>1,259,143</u>	<u>634,008</u>
<b>Net Income (Loss)</b>	<u><b>80,895</b></u>	<u><b>1,904</b></u>	<u><b>202,274</b></u>	<u><b>11,424</b></u>	<u><b>9,822</b></u>	<u><b>157,956</b></u>

Indiana School of Real Estate  
Statement of Cash Flows  
Year To Date 06/30/2020

OPERATING ACTIVITIES

Net Income	202,274
Adjustments to reconcile Net Income to net cash provided by operations	
1200 - Accounts Receivable	13,242
1210 - Tuition Receivable	(7,615)
1310 - Prepaid Expense	22,952
1330 - Prepaid Curriculum	21,559
2010 - Accounts Payable	1,515
2211 - Due to IAR (from ISRE)	(86,257)
2430 - Unearned Registration Fees	(6,702)
Net cash provided by Operating Activities	160,968

INVESTING ACTIVITIES

1670 - Accum. Amortization- Capital Lease	2,814
1680 - Accum. Depreciation - FF&E	2,130
Net Cash provided by Investing Activities	4,944

Net cash change for period	165,912
Cash at beginning of period	28,243
Cash at end of period	194,154